



Agenda
Village of Glen Ellyn
Recreation Commission
Regular Meeting
Friday, February 22, 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 - January 25, 2019

1. Village Links/Reserve 22 - Minutes - January 2019

IV. Standing Reports

A. Manager's Report - Jeff Vesevick

1. Village Links/Reserve 22 - Manager's Report - January 2019
2. Reserve 22 - Restaurant Reviews - January 2019

B. Financial Report - Jeff Vesevick

1. Village Links/Reserve 22 - Financial Statements - January 2019

C. Trustee Liaison Report - John Kenwood

V. 2019 Golf Operations - Noel Allen

VI. Other Business

VII. Next Meeting Date - March 29, 2019

VIII. Adjournment



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

Meeting: 02/22/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3846)

DOC ID: 3846

Village Links/Reserve 22 - Minutes - January 2019

ATTACHMENTS:

- MN012519 (PDF)

**RECREATION COMMISSION
MINUTES
JANUARY 25, 2019**

Board or Commission: Recreation
Meeting: Regular
Quorum: Yes

Called to Order: 7:05A.M.
Adjourned: 8:32A.M.

MEMBER ATTENDANCE:

Tim O'Shea	Chairman	Present
Brian Diver	Commissioner	Present
Glen G. Graham	Commissioner	Present
Kevin S. Kennebeck	Commissioner	Excused Absence
Alison Park	Commissioner	Excused Absence
Mark W. Reinke	Commissioner	Present
Sophia Hadley	Student Commissioner	Excused Absence

Also Present:

Jeff Vesevick	General Manager / Staff Liaison	Present
John Kenwood	Liaison Trustee	Excused Absence
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
Julie Rusin	Marketing Specialist	Present

1. CALL TO ORDER

The January 25, 2019 regular meeting of the Recreation Commission was called to order at 7:05A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman O'Shea.

Commissioner Diver teleconferenced into the meeting.

2. PUBLIC COMMENTS

None.

3. APPROVAL OF MINUTES FROM NOVEMBER 30, 2019 MEETING.

MOVE TO APPROVE MINUTES OF REGULAR MEETING FROM 11/30/2018 AS PRESENTED.

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

Attachment: MN012519 (3846 : Village Links/Reserve 22 - Minutes - January 2019)

4. **STANDING REPORTS**

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

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

General Manager Vesevick said on the heels of a very unproductive weather year November and December were no different. There were only two (2) days where rounds played exceeded 50. Outings for 2018 totaled \$294,838 versus \$307,305 in 2017. With the bad weather, staff is preparing for the upcoming golf season. Commissioner Reinke commented that the driving range fees were up for 2018. General Manager Vesevick noted that the rates for range fees increased in 2018, which is partially why this revenue increased.

B. **Reserve 22 – Brad Chapple**

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

Food and Beverage Director Chapple reported that Reserve 22 experienced a good November and December in both the dining room and in banquets. Local bands performed to a packed bar on Wednesday, November 21 (the day before Thanksgiving) and Saturday, December 22, 2018. Reserve 22 catered the College of DuPage MAC Theater's opening night. Every time there is a show at the MAC, the Reserve 22 dining room is full, which has been a good source of revenue.

There was a decline the number of customers on Thanksgiving, but catering and carry-out orders were way up. Reserve 22 hosted the annual Holiday Open House and Breakfast with Santa. There was a decline in the New Year's Eve party this year. Chairman O'Shea recommended hosting a high school New Year's Eve party next year. Commissioner Graham suggested expanding the family New Year's Even party. Commissioner Graham also suggested focusing on the Thanksgiving catering and take-out side of the business because this is showing as a strong market. Chairman O'Shea asked Food and Beverage Director Chapple to reach-out to some of Reserve 22's Thanksgiving catering customers to see what they thought of the food.

General Manager Vesevick noted the Recreation Commission should be proud of their decision to remodel the dining room and noted that since the dining room renovation, business is up 18% for the time period. Commissioner Graham noted that the banquet business is strong. General Manager Vesevick said there is still room to grow in the banquet business and generally this area is more profitable than the restaurant side.

Chairman O'Shea asked what are some of the future plans for Reserve 22. Food and Beverage Director Chapple noted there will be a Super Bowl buffet, some Valentine Day specials, the Irish dancers will be performing for St. Patrick's Day, and Easter specials.

Commissioner Reinke said most of the restaurant reviews were good. Food and Beverage Director Chapple indicated the restaurant is up to 4.2 on all the rating sites. Chairman O'Shea said the ratings are impressive. Commissioner Diver said good job on keeping the ratings up.

C. Financial Reports – Jeff Vesevick

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

General Manager Vesevick indicated 2018 was not a great financial year for the golf course and staff is hopeful that it is weather related. General Manager Vesevick said staff has been notified if they see another downward trend, to be prepared to cut expenses if necessary. General Manager Vesevick reported for 2018 there was a loss of about \$389,000 after paying capital and debt service costs, which left about in \$860,000 cash reserves. Cash reserves are important because when we have years like 2018, Village Links has something to fall back on and still be healthy for the next year. Rounds were down by 12% or 10,000 rounds from the prior year.

Chairman O'Shea asked how much Reserve 22 was up on year on year. General Manager Vesevick said Reserve 22 was up \$79,000 over last year. Chairman O'Shea asked if General Manager Vesevick could send a follow-up to the Commission explaining why contractual services for golf was up \$131,000 or 26% for 2018. Director of Golf Allen said contractual services included garbage service for the first time in 2018 and the golf cart GPS service. General Manager Vesevick said the facility is still operating profitably, but can't cover the debt service.

D. Trustee Liaison Report – John Kenwood

None.

5. 2019 MARKETING PLAN – JULIE RUSIN

Marketing Specialist Julie Rusin discussed her background and detailed some of the marketing projects that she is working on. The Reserve 22 birthday club attracted 600 subscribers, who now receive e-blasts. The birthday club involves a return visit to Reserve 22 with a \$10 coupon. The Chili Cook-Off will be held on Saturday, January 26, 2019, which will expose the Reserve 22 dining and banquet rooms to new customers. Chairman O'Shea suggested for next year to include the top five (5) restaurants from Wheaton as well.

Marketing Specialist Rusin distributed the social media insight page, which indicated that Reserve 22 has reached 26,000 people on Facebook in the last year. Marketing Specialist Rusin distributed the recent banquet marketing brochures that were mailed to local businesses within the last month. Marketing Specialist Rusin distributed a document detailing the metrics involving Google ads. The Google ads will be used for the Village Links

this coming this year as well. Marketing Specialist Rusin explained a not-for-profit program for the People's Resource Center whereby local businesses would assemble personnel hygiene kits for the first half of the seminar and then enjoy breakfast, lunch, or dinner after the assembly is completed. This is a great way for businesses to offer a team-building event.

Marketing Specialist Rusin said she worked with Director of Golf Allen to start selling VIP cards as holiday gifts, which resulted in 49 sales. Marketing Specialist Rusin said she is working with Director of Golf Allen to pick a week when other selected communities can play the Links course on the discounted resident rate. A new commercial is planned for filming in April, which will be televised on Comcast during PGA tournaments and on the Golf Channel. Marketing Specialist Rusin said she would also like to work with staff to improve tee-time bookings.

Chairman O'Shea commended Marketing Specialist Rusin's efforts. Chairman O'Shea recommended using the Nextdoor social network. Chairman O'Shea asked Marketing Specialist Rusin to look into Reserve 22 purchasing a couple of X-Box gaming systems to attract more family business.

6. OTHER BUSINESS

General Manager Vesevick said the next three (3) meetings will include departmental presentations with Golf in February, Reserve 22 in March, and Grounds in April. Each department will discuss their activities for 2019 and beyond.

7. NEXT REGULAR MEETING FRIDAY, FEBRUARY 22, 2019

8. ADJOURN

Commissioner Reinke moved and Commissioner Graham seconded, to adjourn the meeting. The meeting was adjourned at 8:32a.m.

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



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

Meeting: 02/22/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3847)

DOC ID: 3847

Village Links/Reserve 22 - Manager's Report - January 2019

ATTACHMENTS:

- Manager's Report Jan19 (PDF)



VILLAGE LINKS

GLEN ELLYN

RESERVE
— 22
TWENTY-TWO

Manager's Report for January 2019

Prepared by Jeff Vesevick, General Manager

The weather during the month saw mild temperatures early, with frigid temperatures later. We had .44" of rain and 15.5" of snow. Normal January snowfall is 10.1".

High Temperatures In January																					
	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999
70° days																					
60° days							1					2			1	1			2		
50° days	2	5	1				3	5	1			1	2	3	2		1	2	2		3
40° days	3	6	7	8	3	2	6	11		2		5	8	16	2	2	16	10	14		14
30° days	13	8	15	12	17	10	10	7	9	9	8	8	10	11	12	8	9	15	4	10	7
20° days	5	5	4	8	4	7	8	6	18	14	13	8	11	1	10	14	5	4	6	9	4
10° days	6	5	3	2	4	7	3	2	2	6	8	4			4	3			3	9	3
0° days	2	2	1	1	3	4			1		2	3				3				3	
-10° days						1															
Rain	0.4"	1.5"	2.9"	0.3"			3.2"	0.8"	0.2"	0.6"		0.1"	1.1"	2.6"	2.9"	0.1"	1.9"	1.5"	1.1"		1.2"
Snow	15.5"	4.7"	0"	2.8"	13.5"	34"	1"	12"	6"	12"	22.3"	11"	3"	6"	28"	15"	2"	6"	0	40"	5"

Golf

The **2019 Events and Lesson Programs** have been scheduled. The 2019 schedule is again a busy one, including **70 events for Men, Women, and Juniors**, and **220 classes and camps of golf instruction scheduled to accommodate up to 2,180 students**, to be conducted by our Golf Professional Staff, which in 2019 will consist of 3 PGA Class A Members, and 2 PGA Apprentices.

The Golf Staff has also sent out, and are receiving back, signed contracts for 11 Outside **Leagues**. Leagues are an important part of our programmed golf, and help to boost rounds played. Our Outside Leagues are scheduled for 6,248 9-hole rounds in 2019, about 18% of 9-hole play. In addition, four in-house leagues, three of them 18 holes, are scheduled to play approximately 3,500 rounds.

Golfers are also signing up for the **2019 Weekend Permanent Starting Times**, which run from April 7, through August 26. Golf Staff will again be promoting the addition of golfer perks, including pre-paid cart fees, pre-paid warm-up range balls, and a benefit which will allow those who purchase the 20 round Multi-Play package the privilege of playing a few holes after 5:30pm for no charge.

To date, **38 golf outings** of varying sizes have been confirmed, and 12 pending. Golf Outings have increasingly become a significant part of our income, in both golf and food. In 2018, the Golf Staff conducted 90 9-hole and 18-hole outside events, with golf revenues slightly under \$300,000, or about

13% of green fee, cart and range revenues. 2018 outings also produced \$167,388 in Food and Beverage revenue, about 24% of all banquet revenue. Many of the larger groups have secured their dates. Smaller groups, which often can be accommodated amidst regular play, generally book closer to their event, 30 – 90 days prior. Outing negotiations continue throughout the season.

Director of Golf Noel Allen has renewed a partnership with the Glen Ellyn Park District to include the Junior Golf Program in the Park District's promotional materials.

Grounds

January is the time of year the crew takes advantage of the inactivity, to take some time off, and prepare for the season to come.

An important task that is performed in January is the maintenance of equipment for the upcoming season, including the sharpening of mower blades. Sharp mower blades are a key element in maintaining healthy turf throughout the season. The blades are high precision reels and are expensive to replace. They are sharpened with careful attention placed on removing as little steel as possible, to maximize the life of the blade. This can be tedious, time consuming work, but well worth the effort. In addition to sharpening the blades, staff also performs regular maintenance on each unit, extending the life of each unit to its maximum usefulness.

Clubhouse and Halfway House projects, including painting, lighting installation, minor plumbing, carpet cleaning, was done in house, by our 5-man grounds crew. They are also primarily responsible for snow removal throughout the season.

Reserve 22

Reserve 22 - JANUARY				Year to Date		
Restaurant	2018	2019	+/-	2018	2019	+/-
Beverages	1,195	1,199	0.3%	1,195	1,199	0.3%
Beer	7,858	8,827	12.3%	7,858	8,827	12.3%
Wine	7,388	6,215	-15.9%	7,388	6,215	-15.9%
Spirits	5,030	6,273	24.7%	5,030	6,273	24.7%
Food	29,544	32,197	9.0%	29,544	32,197	9.0%
Total	51,015	54,710	7.2%	51,015	54,710	7.2%
Banquet & Outings	2018	2019	+/-	2018	2019	+/-
Beverages	686	0	-100.0%	686	0	-100.0%
Beer	3,257	953	-70.7%	3,257	953	-70.7%
Wine	1,549	1,219	-21.3%	1,549	1,219	-21.3%
Spirits	2,730	970	-64.5%	2,730	970	-64.5%
Food	21,476	19,872	-7.5%	21,476	19,872	-7.5%
Misc.	5,893	4,427	-24.9%	5,893	4,427	-24.9%
SC Dist	(3,739)	(3,384)		(3,739)	(3,384)	
Total	31,852	24,055	-24.5%	31,852	24,055	-24.5%
Other	0	12	100.0%	0	12	100.0%
Total Reserve 22	82,867	78,778	-4.9%	82,867	78,778	-4.9%

Winter business in the Restaurant and Bar continues to be a challenge. Despite having 17 of the 31 days having measurable precipitation, sales were up 7% from a year ago. BYOB in January, along with the updated dining room, enticed more guests to brave the elements.

Banquet sales had a rare setback for January, falling almost 25% of January sales a year ago.

The Inaugural **Chili Cook-Off for Charity** was held January 26 at Reserve 22. 11 Glen Ellyn restaurants offered their best chili for competition. Over 300 patrons attended and cast their votes for their favorites. The winner was A Toda Madre. A total of \$4,197 was donated to their selected charity, Lurie Children's Hospital of Chicago. Plans are for this to become an annual event. Restaurant and Bar sales benefitted from the event, as did community awareness and networking with other restaurants.



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

Meeting: 02/22/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3849)

DOC ID: 3849

Reserve 22 - Restaurant Reviews - January 2019

ATTACHMENTS:

- January Reviews 19 (PDF)

Reserve 22 January 2019 Online Reviews Recap

Chicago

10 reviews

Dined on January 26, 2019

Overall3 Food3 Service4 Ambience3

nice setting, okay service, okay food (not great but ok)

dinnerclub

Chicago

3 reviews

Dined on January 20, 2019

Overall4 Food4 Service2 Ambience5

Love the January BYO with no corkage fee. It really makes going out to eat so much more affordable

VIPW2Foodie

Chicago

14 reviews

Dined on January 19, 2019

Overall5 Food5 Service5 Ambience5

Combination of nice variety of food choices at reasonable prices, full bar with good brands, and attentive, but not hovering, service in a comfortable living room type atmosphere made for a very pleasant evening catching up with old friends.

VIPChuckB

Chicago

8 reviews

Dined on January 14, 2019

Overall4Food4Service5Ambience4

Food was good, service was great, restaurant looked great. Temp in restaurant was cold when we arrived, but heated up after a while. I will go back.

VIPDawn

Chicago

9 reviews

Dined on January 12, 2019

Overall5 Food5 Service5 Ambience5

Beautiful remodel, so sophisticated and the food is excellent and service too

Piglet

San Francisco

2 reviews

Dined on January 12, 2019

Overall5 Food4 Service5 Ambience5

Dan was exceptional and allowed time for 2 friends to 'catch up' without pressure or 'circling'!

We appreciate having the opportunity to bring our own wine!

Hostesses were very accomodating and flexible with seating options

Chicago

1 review

Dined on January 2, 2019

Overall3 Food4 Service2 Ambience4

Quiet small amount of diners , service was friendly butslow . Fellow diner was called “ young lady” , patronizing . And when checks were asked for was told we should have told her in the beginning that we wanted individual checks that would have been easier on her.ususlly that is asked by the waitress in the beginning .

VIPDebraKayM

Chicago

14 reviews

Dined on January 1, 2019

Overall5 Food5 Service5 Ambience5

New Year's Eve event. Recently remodeled. So elegant! Nicely decorated for the holiday. Great food, service and ambiance. Highly recommended. You will not be disappointed. Friday's are all you can eat fish and chips. Delicious!

fjv302

Glen Ellyn, Illinois

10735

Reviewed 3 weeks ago via mobile

New chef, newly remodeled

Don't go! There were 19 of us in a private room. The restaurant had maybe 3 tables with people and no one at bar. Our service was horrible!!! Food came at different times for us. The worse was we checked our bill and there were drinks added on the tab that we did not order. So people check your bill!

Scott Hayhurst

 3 weeks ago

I had the skate wing. It was delicious. The server got us in and out quickly as we were on a schedule. Nice place.



Kenneth Lehmann

 4 weeks ago

Took advantage of the Tues special, 1/2 price hamburger, food and service good

(owner)

4 weeks ago

Thanks for your kind words, Kenneth! We hope to see you again soon and be sure and check our 'specials' page on our website (reserve22.com) for our other weekday specials!



Robert Wakerly

 5 weeks ago

We really enjoyed our dinner here. Went with our two kids and had fun. The server Cheryl was incredibly friendly and ... More



Yasir Kazmi

 5 weeks ago

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



Michael Bowlds

 7 weeks ago

Good food



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

Meeting: 02/22/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3848)

DOC ID: 3848

Village Links/Reserve 22 - Financial Statements - January 2019

ATTACHMENTS:

- Village Links - Financial Statements - January 2019 (PDF)

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2019

ORG	DESCRIPTION	2019 BUDGET	MONTH				YEAR-TO-DATE				
			2019	2018	DIFF	% DIFF	2019	2018	DIFF	% DIFF	
REVENUES:											
5500	Village Links Revenues	\$ 2,993,000	\$ 9,788	\$ 8,960	\$ 828	9%	\$ 9,788	\$ 8,960	\$ 828	9%	
5520	Reserve 22 Revenues	2,623,600	82,162	86,606	(4,444)	-5%	82,162	86,606	(4,444)	-5%	
Total Revenues		\$ 5,616,600	\$ 91,950	\$ 95,566	\$ (3,616)	-4%	\$ 91,950	\$ 95,566	\$ (3,616)	-4%	
EXPENDITURES:											
55700	Administration	\$ 411,057	\$ 32,043	\$ 28,892	\$ 3,151	11%	\$ 32,043	\$ 28,892	\$ 3,151	11%	
55710	Golf Course Maintenance	835,951	27,353	31,154	(3,801)	-12%	27,353	31,154	(3,801)	-12%	
55720	Golf Services	732,378	36,622	33,682	2,941	9%	36,622	33,682	2,941	9%	
55730	Reserve 22	2,275,945	132,283	107,756	24,528	23%	132,283	107,756	24,528	23%	
55740	Stormwater Management	30,756	273	273	(0)	0%	273	273	(0)	0%	
55750	Pro Shop Merchandise	164,405	(5,191)	1,996	(7,187)	-360%	(5,191)	1,996	(7,187)	-360%	
55780	Motorized Carts	43,641	-	-	-	0%	-	-	-	0%	
557X5	Mechanical Maintenance	172,879	13,179	12,983	196	2%	13,179	12,983	196	2%	
Total Operating Expenses		\$ 4,667,012	\$ 236,562	\$ 216,735	\$ 19,828	9%	\$ 236,562	\$ 216,735	\$ 19,828	9%	
Operating Income		\$ 949,588	\$ (144,613)	\$ (121,169)	\$ (23,444)	19%	\$ (144,613)	\$ (121,169)	\$ (23,444)	19%	
Debt Service		658,070	-	-	-	0%	-	-	-	0%	
Capital Expenditures		283,577	-	-	-	0%	-	-	-	0%	
CHANGE IN NET POSITION		\$ 7,941	\$ (144,613)	\$ (121,169)	\$ (23,444)	19%	\$ (144,613)	\$ (121,169)	\$ (23,444)	19%	

KEY METRICS

	<u>Goal</u>						
Personnel Expenses as % of Sales	46%	153%	127%	26%	153%	127%	26%
Cash Balance (End of Month, in \$000's)	\$ 1,164	\$ 713	\$ 1,182	\$ (469)			

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of January 31, 2019

ORG/ OBJECT	DESCRIPTION	2019 BUDGET	MONTH				YEAR-TO-DATE			
			2019	2018	DIFF	% DIFF	2019	2018	DIFF	% DIFF
5500	VILLAGE LINKS REVENUES:									
440550	Green Fees	\$ 1,850,000	\$ 411	\$ 109	\$ 302	277%	\$ 411	\$ 109	\$ 302	277%
440554	Pro Shop - Sales	180,000	848	1,808	(961)	-53%	848	1,808	(961)	-53%
440555	Motor Carts	525,000	-	-	-	0%	-	-	-	0%
440556	Driving Range	280,000	522	248	274	111%	522	248	274	111%
440557	Resident Cards	32,000	1,060	3,075	(2,015)	-66%	1,060	3,075	(2,015)	-66%
460100	Investment Income	17,000	1,581	774	806	104%	1,581	774	806	104%
489000	Miscellaneous Revenue	109,000	5,401	2,924	2,477	85%	5,401	2,924	2,477	85%
489100	Miscellaneous - Over/Short	-	(35)	21	(56)	-261%	(35)	21	(56)	-261%
	Total Revenues	\$ 2,993,000	\$ 9,788	\$ 8,960	\$ 828	9%	\$ 9,788	\$ 8,960	\$ 828	9%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 135,000	\$ (7,188)	\$ (44)	\$ (7,144)	16167%	\$ (7,188)	\$ (44)	\$ (7,144)	16167%
	Total Cost of Goods Sold	\$ 135,000	\$ (7,188)	\$ (44)	\$ (7,144)	16167%	\$ (7,188)	\$ (44)	\$ (7,144)	16167%
	Gross Profit	\$ 2,858,000	\$ 16,976	\$ 9,004	\$ 7,972	89%	\$ 16,976	\$ 9,004	\$ 7,972	89%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 870,950	\$ 46,863	\$ 42,243	\$ 4,620	11%	\$ 46,863	\$ 42,243	\$ 4,620	11%
510120	Salaries - Non-Pensionable	219,010	2,625	1,793	832	46%	2,625	1,793	832	46%
510200	Salaries - Overtime	6,000	-	-	-	0%	-	-	-	0%
510400	FICA	83,886	3,664	3,253	412	13%	3,664	3,253	412	13%
510500	IMRF	62,314	3,237	4,028	(791)	-20%	3,237	4,028	(791)	-20%
590600	Health Insurance	95,150	8,056	7,846	210	3%	8,056	7,846	210	3%
52XXXX	Contractual Services	610,457	35,926	44,982	(9,057)	-20%	35,926	44,982	(9,057)	-20%
53XXXX	Commodities	308,300	11,096	4,879	6,218	127%	11,096	4,879	6,218	127%
	Total Operating Expenses	\$ 2,256,067	\$ 111,467	\$ 109,023	\$ 2,444	2%	\$ 111,467	\$ 109,023	\$ 2,444	2%
	Operating Income (Loss)	\$ 601,933	\$ (94,492)	\$ (100,019)	\$ 5,528	-6%	\$ (94,492)	\$ (100,019)	\$ 5,528	-6%
	Operating Income (Loss) Percentage	20%	-965%	-1116%			-965%	-1116%		

KEY METRICS

	<u>Goal</u>									
Rounds Played	72,000	90	24	66		90	24	66		
Revenue Per Round	\$ 41.57	\$ 108.75	\$ 373.33	\$ (264.58)		\$ 108.75	\$ 373.33	\$ (264.58)		
Resident Cards Sold	N/A	104	317	(213)		104	317	(213)		
Cost of Goods Sold % - Pro Shop	75%	-848%	-2%	-846%		-848%	-2%	-846%		
Personnel Expenses as % of Sales	45%	658%	660%	-2%		658%	660%	-2%		

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of January 31, 2019

ORG/ OBJECT	DESCRIPTION	2019 BUDGET	MONTH				YEAR-TO-DATE			
			2019	2018	DIFF	% DIFF	2019	2018	DIFF	% DIFF
<u>MISCELLANEOUS REVENUE</u>										
Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories:										
Handicaps			\$ 1,400	\$ 1,500	\$ (100)		\$ 1,400	\$ 1,500	\$ (100)	
Hand Cart Rentals			32	-	32		32	-	32	
Adult & Junior Golf Lessons			-	50	(50)		-	50	(50)	
Golf Club Rentals			20	-	20		20	-	20	
Golf Club Repairs			24	8	16		24	8	16	
Locker Rentals			560	1,200	(640)		560	1,200	(640)	
Sales Tax (1.75%)			192	158	34		192	158	34	
ATM Machine Commissions			5	8	(3)		5	8	(3)	
Misc./Misc.			3,167	-	3,167		3,167	-	3,167	
Total		\$ 109,000	\$ 5,401	\$ 2,924	\$ 2,477		\$ 5,401	\$ 2,924	\$ 2,477	

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2019

ORG/ OBJECT	DESCRIPTION	2019 BUDGET	MONTH				YEAR-TO-DATE			
			2019	2018	DIFF	% DIFF	2019	2018	DIFF	% DIFF
5520	RESERVE 22 REVENUES:									
441100	Food	\$ 1,450,000	\$ 52,069	\$ 51,020	\$ 1,049	2%	\$ 52,069	\$ 51,020	\$ 1,049	2%
441101	Liquor	260,000	7,243	7,760	(517)	-7%	7,243	7,760	(517)	-7%
441102	Beer	465,000	9,780	11,115	(1,335)	-12%	9,780	11,115	(1,335)	-12%
441103	Wine	215,000	7,434	8,937	(1,504)	-17%	7,434	8,937	(1,504)	-17%
441104	NA Beverages	95,000	1,201	1,881	(680)	-36%	1,201	1,881	(680)	-36%
441106	Room Charges	1,500	-	-	-	0%	-	-	-	0%
441107	Service Charges	137,000	4,427	5,893	(1,467)	-25%	4,427	5,893	(1,467)	-25%
489000	Miscellaneous Revenue	100	10	-	10	0%	10	-	10	0%
	Total Revenues	\$ 2,623,600	\$ 82,162	\$ 86,606	\$ (4,444)	-5%	\$ 82,162	\$ 86,606	\$ (4,444)	-5%
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 119,080	\$ 4,868	\$ 1,149	\$ 3,719	324%	\$ 4,868	\$ 1,149	\$ 3,719	324%
530401	Cost of Goods Sold - Wine	61,360	3,605	1,134	2,470	218%	3,605	1,134	2,470	218%
530402	Cost of Goods Sold - Liquor	50,400	1,454	593	861	145%	1,454	593	861	145%
530405	Cost of Goods Sold - NA Beverages	27,600	824	100	724	720%	824	100	724	720%
530420	Cost of Goods Sold - Food	460,800	22,715	16,957	5,758	34%	22,715	16,957	5,758	34%
	Total Cost of Goods Sold	\$ 719,240	\$ 33,465	\$ 19,934	\$ 13,531	68%	\$ 33,465	\$ 19,934	\$ 13,531	68%
	Gross Profit	\$ 1,904,360	\$ 48,697	\$ 66,672	\$ (17,975)	-27%	\$ 48,697	\$ 66,672	\$ (17,975)	-27%
	Gross Profit Percentage	73%	59%	77%			59%	77%		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 629,440	\$ 42,783	\$ 35,651	\$ 7,133	20%	\$ 42,783	\$ 35,651	\$ 7,133	20%
510120	Salaries - Non-Pensionable	370,000	18,124	14,801	3,323	22%	18,124	14,801	3,323	22%
510200	Salaries - Overtime	6,000	-	57	(57)	-100%	-	57	(57)	-100%
510399	Tips Paid Through Payroll	-	1,817	2,295	(478)	-21%	1,817	2,295	(478)	-21%
510400	FICA	95,662	5,533	4,567	966	21%	5,533	4,567	966	21%
510500	IMRF	45,114	3,314	3,865	(552)	-14%	3,314	3,865	(552)	-14%
590600	Health Insurance	86,000	6,360	3,186	3,174	100%	6,360	3,186	3,174	100%
52XXXX	Contractual Services	201,189	9,524	18,076	(8,553)	-47%	9,524	18,076	(8,553)	-47%
53XXXX	Commodities	123,300	11,363	5,323	6,040	113%	11,363	5,323	6,040	113%
	Total Operating Expenses	\$ 1,556,705	\$ 98,818	\$ 87,822	\$ 10,996	13%	\$ 98,818	\$ 87,822	\$ 10,996	13%
	Operating Income (Loss)	\$ 347,655	\$ (50,121)	\$ (21,150)	\$ (28,971)	137%	\$ (50,121)	\$ (21,150)	\$ (28,971)	137%
	Operating Income (Loss) Percentage	13%	-61%	-24%			-61%	-24%		



RESERVE
—22
TWENTY-TWO

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2019

ORG/ OBJECT	DESCRIPTION	2019 BUDGET	MONTH				YEAR-TO-DATE			
			2019	2018	DIFF	% DIFF	2019	2018	DIFF	% DIFF
KEY METRICS										
		Goal								
Revenue Source:										
Restaurant/Bar	N/A		\$ 54,710	\$ 51,015	\$ 3,696	7%	\$ 54,710	\$ 51,015	\$ 3,696	7%
Banquets	N/A		27,440	35,591	(8,152)	-23%	27,440	35,591	(8,152)	-23%
Other	N/A		12	-	12	0%	12	-	12	0%
Total	\$ 2,623,600		\$ 82,162	\$ 86,606	\$ (4,444)	-5%	\$ 82,162	\$ 86,606	\$ (4,444)	-5%
Reserve 22 Revenues (Last 12 Months)	\$ 2,623,600						\$ 2,480,782	\$ 2,400,178	\$ 80,603	3%
Reserve 22 Expenses (Last 12 Months)	\$ 2,275,945						\$ 2,509,973	\$ 2,363,926	\$ 146,047	6%
# Guest Checks (Restaurant/Bar)	N/A		1,746	1,688	58		1,746	1,688	58	
Revenue Per Guest Check	N/A		\$ 31.33	\$ 30.22	\$ 1.11		\$ 31.33	\$ 30.22	\$ 1.11	
# Guests (Restaurant/Bar)	N/A		2,930	3,110	(180)		2,930	3,110	(180)	
Average Guest Spend	N/A		\$ 18.67	\$ 16.40	\$ 2.27		\$ 18.67	\$ 16.40	\$ 2.27	
Cost of Goods Sold %	27%		41%	23%	18%		41%	23%	18%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer	26%		50%	10%	39%		50%	10%	39%	
Cost of Goods Sold - Wine	29%		48%	13%	36%		48%	13%	36%	
Cost of Goods Sold - Liquor	19%		20%	8%	12%		20%	8%	12%	
Cost of Goods Sold - NA Beverages	29%		69%	5%	63%		69%	5%	63%	
Cost of Goods Sold - Food	32%		44%	33%	10%		44%	33%	10%	
Personnel Expenses as % of Sales	47%		93%	72%	21%		93%	72%	21%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales										
	74%		133%	95%	39%		133%	95%	39%	

**Village Links / Reserve 22
Dashboard Financial Report
As of January 31, 2019**

