



Agenda
Village of Glen Ellyn
Recreation Commission
Regular Meeting
Friday, April 26, 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 - March 22, 2019

1. Village Links/Reserve 22 - Minutes - March 22, 2019

IV. Presentation - Chris Pekarek

V. Standing Reports

A. Manager's Report - Jeff Vesevick

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

B. Financial Report - Jeff Vesevick

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

C. Trustee Liaison - John Kenwood

VI. Other Business

VII. Next Meeting - May 31, 2019

VIII. Adjournment



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

Meeting: 04/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3948)

DOC ID: 3948

Village Links/Reserve 22 - Minutes - March 22, 2019

ATTACHMENTS:

- MN032219 (PDF)

RECREATION COMMISSION

MINUTES

MARCH 22, 2019

Board or Commission: Recreation
Meeting: Special
Quorum: Yes

Called to Order: 7:09A.M.
Adjourned: 8:16A.M.

MEMBER ATTENDANCE:

Tim O'Shea	Chairman	Present
Rebecca Austin	Commissioner	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	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	Excused Absence
Chris Pekarek	Golf Course Superintendent	Present

1. CALL TO ORDER

The March 22, 2019 regular meeting of the Recreation Commission was called to order at 7:09A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman O'Shea.

Commissioner Diver teleconferenced into the meeting. Chairman O'Shea welcomed Commissioner Austin to the Recreation Commission.

2. PUBLIC COMMENTS

None.

3. APPROVAL OF MINUTES FROM FEBRUARY 22, 2019 MEETING

MOVE TO APPROVE MINUTES OF REGULAR MEETING FROM 2/22/2019 AS PRESENTED.

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

Attachment: MN032219 (3948 : Village Links/Reserve 22 - Minutes - March 22, 2019)

4. **STANDING REPORTS**

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

General Manager Vesevick stated the weather for February was worse than typical, which keeps people away from the facility. Golf staff is getting ready for the busy season with organizing leagues, registering people for lessons, and booking golf outings. Resident card sales are up 8%. The grounds crew has prepared the golf course. Commissioner Reinke asked if the course is open. General Manager Vesevick replied the course opened Thursday, March 21, 2019 and off-season rates will be offered through the end of March.

Food and Beverage Director Chapple indicated this year's Valentine specials were well received and increased the average check amount. Reserve 22 has been experiencing better than average weekends due to the partnership with the College of DuPage's Mac Theater. Chairman O'Shea inquired about the February decline in banquets. Food and Beverage Director Chapple replied this is partially due to a wedding that was held last year and not this year and also a fundraiser did not re-book because it became too big for the facility. Food and Beverage Director Chapple said this shortage will be made up in the coming months. Food and Beverage Director Chapple is working on increasing staffing levels for the upcoming busy season.

Commissioner Graham inquired about Reserve 22's weekend breakfast service. Food and Beverage Director Chapple replied with the new Golf Express service, he was thinking that Reserve 22 would no longer serve breakfast but that he was looking for input from the Recreation Commission. Chairman O'Shea suggested offering a couple of breakfast items especially on the weekends. Commissioner Graham said the past brunch offerings were excellent. Commissioner Reinke said the brunch service in the past was not well attended and suggested getting the Golf Express menu going. General Manager Vesevick said Reserve 22 has tried breakfast service and every year its been a loser in terms of making money. Commissioner Graham recommending offering limited breakfast items on the menu.

Food and Beverage Director Chapple updated the Commission on the new Golf Express service which will be located in the Golf Shop. Golf Express will be very similar to the Halfway House menu selections including: beverages, breakfast sandwiches, hot dogs, brats, pastries, and fresh coffee. Golf Express will be self-serve and payments will be accepted at the front counter in the golf shop. Food and Beverage Director Chapple said adjustments to Golf Express will be made based upon what is selling. Reserve 22 staff will continue to monitor Golf Express throughout the day and re-stock items as necessary. Chairman O'Shea this is a good move and is happy this is getting done. Chairman O'Shea suggested issuing an email blast regarding the new Golf Express service. Commissioner Austin suggested offering reusable cups branded with the Reserve 22 logo.

Chairman O'Shea said in order for Reserve 22 to offer breakfast items you have to make money on them. Chairman O'Shea suggested seeing how the Golf Express works and then offering breakfast items on the lunch menu. Commissioner Reinke suggested offering a later breakfast. General Manager Vesevick indicated there will be some tables with umbrellas by the driving range and the beverage cart will be selling drinks here as well.

B. Financial Report – General Manager Jeff Vesevick

There is no financial report for February 2019 because the Finance Department is still working on closing-out the month.

C. Trustee Liaison Report – John Kenwood

Trustee Kenwood updated the Recreation Commission on the Village's recent economic developments including the opening of the new downtown sushi restaurant in April of 2019. Trustee Kenwood said the new Apex multi-family project will be coming back for approval with the final design plan and as long as it is substantially the same; it will be approved. Trustee Kenwood went on to discuss the planning for the parking garage, street scaping project, and possible grant funding for the train station.

5. 2019 FOOD AND BEVERAGE OPERATIONS – FOOD AND BEVERAGE DIRECTOR BRAD CHAPPLE

Food and Beverage Director Chapple said he is currently filling seasonal staff openings. Food and Beverage Director Chapple noted he is also working on improving Reserve 22's quality, consistency, and service levels. Reserve 22 is planning to offer a new phone app allowing customers to place carry-out orders and process payments. Two (2) beverage carts will be operating on the golf course this season and staff is working on each cart's capacity to accept credit cards.

Food and Beverage Director Chapple said Reserve 22 is planning some new events for non-golfers, namely a "Wine and Nine" and a "Sip and Chip". Reserve 22's menu changes every six (6) months and the new menu will debut in May. The banquet menu has been revamped and several "Etch A Sketch" devices have been ordered for children to draw on while waiting for their meal. Reserve 22 is offering more weekly specials with children eating free on Monday nights, half-price burgers on Tuesday nights, and \$5 martinis and half-price bottles of wine on Wednesday. Commissioner Graham said Reserve 22 is developing a wine list. Food and Beverage Director Chapple said the wine list is done he is just waiting for books and sleeves.

Chairman O'Shea said at the last meeting Commissioner Diver brought up the possible use of motorized golf boards. Chairman O'Shea reached out to the company that manufactures these golf boards and said there are some interesting stats including: 18 holes can be completed in about two (2) hours and rental fees are typically 150% of regular golf cart fees. Chairman O'Shea said the company has never had an accident or injury with the cart and offer a very complementary trial period. Golf Course Superintendent

Pekarek said you need different insurance on these units. Commissioner Reinke said the Village Links would be a great course to try these and thinks this will create a buzz. Chairman O'Shea and the rest of the Recreation Commissioners recommended moving ahead with four (4) units for the trial period. General Manager Vesevick said he will report back about the golf boards at the next meeting.

6. NEXT REGULAR MEETING FRIDAY, APRIL 26, 2019

7. ADJOURN

Commissioner Reinke moved and Commissioner Graham seconded, to adjourn the meeting. The meeting was adjourned at 8:16a.m.

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



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

Meeting: 04/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3949)

DOC ID: 3949

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

ATTACHMENTS:

- Manager's Report0422619 (PDF)



VILLAGE LINKS

G L E N E L L Y N

RESERVE
— 22
TWENTY-TWO

Manager's Report for March 2019

Prepared by Jeff Vesevick, General Manager

March weather continued the string of poor weather with below normal temperatures. Early March was especially cold with a low of -4.6°. Temperatures were an average of 10° below normal for the month. There was 1.99" of rain over 9 days. The golf course did not open until March 21st and carts were grounded through the end of the month due to the cool wet conditions.

High Temperatures In March																				
	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000
80° days								7												
70° days			1	1	1			5		1	3		4		1	1	2			3
60° days	3		3	7	3			8	3	8	8	1	8		3	8	7	3		9
50° days	3	3	7	11	8	8	3	3	4	6	5	7	6	3	2	3	3	8	5	8
40° days	14	15	10	6	7	7	10	2	13	13	11	10	4	16	11	11	7	12	14	8
30° days	7	13	7	5	9	10	16	6	11	3	2	11	6	11	10	8	9	5	11	3
20° days	2		3	1	2	5	2				2	2	3	1	4		3	1	1	
10° days	2				1	1												2		
0° days																				
Rain	2.0"	1.2"	3.5"	2.9"	0.3"	1.1"	1.5"	0.7"	2.7"	1.8"	5.0"	1.5"	2.8"	2.6"	0.7"	4.3"	1.1"	3.1"	1.0"	1.3"
Snow		2.6"	4.5"	2"	8.5"	13"	4"			2"	2"	5"	2"	6"	2"	4"	8"	13"		

GOLF

Poor weather in March did not invite much play. With little reason to visit the premises, every category of revenue suffered, as monthly revenues, and rounds played were below the average we have had the past 10 years. Not typically a large revenue month, a good March can help offset some fixed costs.

Golf Revenue March											
	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Rounds	1,843	1,869	1,217	4,410	584	486	1,207	2,317	987	1,127	670
Green Fees	32,319	27,827	13,173	70,504	11,007	8,361	19,041	28,660	12,378	19,117	9,908
Driving Range	9,408	9,741	5,134	18,746	0	4,276	9,719	12,304	5,079	6,561	6,126
Pro Shop	9,409	5,271	7,333	15,272	5,262	3,692	5,904	8,842	5,427	9,373	4,200
Carts	4,892	5,355	2,129	20,658	2,443	1,198	4,326	8,990	3,220	4,480	1,080
Resident Cards	16,422	16,260	7,318	13,220	6,590	10,385	11,025	9,965	7,060	8,615	9,665
Miscellaneous	7,639	8,591	8,367	8,940	4,493	5,065	8,038	13,888	4,862	7,351	20,576
Total Revenue	73,535	67,199	45,128	151,150	30,317	40,614	66,487	93,474	38,026	55,546	51,554
<i>March revenues were the fifth worst in the past 11 years for Golf</i>											

Rounds played were down 41% for the month, and are down 39% for the year

Green fees were down 48% for the month, and are down 50% for the year

Driving range sales were down 7% for the month, and are down 12% for the year

Motor Car sales were down 76% for the month, and are down 76% for the year

Resident Card sales were up 12% for the month, and are flat for the year

Overall Golf Revenue was down 7% for the month, and are down 12% for the year

Year to date sales of the popular **Spring Special Memberships** also suffered. 87 memberships were sold, compared to 99 last year, and 168 in 2017. The membership allows golfers to enjoy free weekday green fees in April, and half price weekday green fees in May. Golfers who sign up in March can enjoy the free weekday green fees if the golf course opens. This is the 7th year that the Spring Special Membership has been offered, providing revenue in the dicey Chicago springtime.

The golf staff is also receiving new merchandise daily, in preparation for the season.

Director of Golf Noel Allen, Head Golf Professional Mike Campbell, and Assistant Golf Professional Matt Smela each accompanied a team of 4 Village Links golfers to participate in the **Illinois PGA Las Vegas Pro-Am** March 18-20.

Solicitation for the **PGA Jr. League Golf** continued in March. We expect close to 128 junior golfers to participate, this year, as high demand has prompted us to expand this program. This will be our fifth successful season offering the league, which allows kids age 13 and under to learn and enjoy the game in a team type atmosphere. Already recognized as the #1 program in the state of Illinois, the Village Links will likely remain recognized as the third largest program in the United States.

The annual lottery drawing for **Weekend Permanent Tee Times** was held on Wednesday, March 6. 79 foursomes registered for weekend morning tee times, which begin April 6, and run through August 30. Participation has been steady the last several years, as 75 of the foursomes registered will participate in 2019, up slightly from the 73 foursomes a year ago.

The annual drawing for the **Over 60 Men's** league, which plays on the 9-hole course on Wednesday mornings, was held on Wednesday, March 20. The league will again accommodate close to 100 golfers each Wednesday morning beginning April 3, and concluding September 25.

RESERVE 22

Reserve 22 reopened on Mondays in March and preparations are underway to open the patio for the season, as furniture was cleaned and re-positioned, heaters were tested, and the bar was cleaned and prepped.

Advertisements were placed and prospects interviewed for seasonal Server and Bartender positions.

Several food and drink specials were promoted during the NCAA March Madness basketball tournament, which drew modest crowds.

The **McNulty Irish Dancers** performed for a crowd of patrons on St. Patrick's Day for the fourth consecutive year. Chef Tom prepared popular Irish fare.

Preparations and promotions are underway for the popular **Easter Brunch**, Sunday, April 21.

RESULTS

Reserve 22 - MARCH				Year to Date		
Restaurant	2018	2019	+/-	2018	2019	+/-
Beverages	2,152	1,834	-14.8%	4,434	4,027	-9.2%
Beer	16,051	15,597	-2.8%	32,420	32,396	-0.1%
Wine	10,186	10,328	1.4%	26,364	24,888	-5.6%
Spirits	8,856	8,955	1.1%	20,640	21,154	2.5%
Food	50,595	51,943	2.7%	112,816	117,928	4.5%
Total	87,840	88,658	0.9%	196,673	200,394	1.9%
Banquet & Outings	2018	2019	+/-	2018	2019	+/-
Beverages	987	355	-64.0%	2,015	631	-68.7%
Beer	1,060	409	-61.4%	7,182	2,599	-63.8%
Wine	1,032	3,847	272.7%	5,803	6,173	6.4%
Spirits	3,913	1,112	-71.6%	9,221	3,153	-65.8%
Food	22,979	23,915	4.1%	67,956	55,601	-18.2%
Misc.	9,210	5,687	-38.3%	20,666	15,230	-26.3%
SC Dist	(5,321)	(4,617)		(12,670)	(10,590)	
Total	33,860	30,707	-9.3%	100,173	72,797	-27.3%
Other	9,624	11,959	24.3%	2,119	584	-72.4%
Total Reserve 22	131,324	131,324	0.0%	298,964	273,775	-8.4%

The poor weather kept restaurant and bar sales down, which were up slightly from a year ago. Banquets suffered another slow month, as sales were down 9% for the month, and are down 27% year to date.

GROUNDS

The turf remained dormant during March as soil temperatures remained near freezing. The seasonal grounds staff began returning on March 18th.

Grounds

1. Litter was removed from the parkways once.
2. Staff hand-picked the driving range balls twice.
3. 54 tee benches were repaired, painted and stained.
4. The clubhouse site and patios were cleaned.
5. More than 200 loads of branches which fell during winter storms were removed from the golf course.
6. Leaves were removed from the bunkers and washed out bunkers were rehabbed.
7. Several dead trees west of #17 green were removed.

Mechanical and Building Maintenance

1. Fourteen pieces of equipment were repaired and serviced.
2. Twelve cutting units were sharpened.
3. The Reserve 22 and Blue Heron carpets were cleaned.
4. A broken water pipe in the Blue Heron ceiling was repaired.
5. The patio high-top tables were repainted.
6. The outdoor patio televisions were reinstalled.
7. Installation of water and electric began for the pro shop golf express.

Horticulture/Conservation

1. The over-wintered tropical plants were fertilized and trimmed.
2. The cavity nesting bird boxes were cleaned out for the spring nesting season.



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

Meeting: 04/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3950)

DOC ID: 3950

Reserve 22 - Restaurant Reviews - March 2019

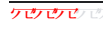
ATTACHMENTS:

- March Reviews for Reserve 22 (PDF)

March Reviews for Reserve 22



John Dukach

 6 weeks ago

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

(owner)

2 weeks ago

Please come back and try us again John :)

EditDelete



George Latelle

 6 weeks ago

The food was ok...the waiter was somewhat rude and had too many tables. They didn't have one of the entrees from the ... More

(owner)

6 weeks ago

So sorry your visit wasn't the best George! Please try us again, we promise you'll have a better experience!

EditDelete



Lora Rauch

 6 weeks ago

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

(owner)

2 weeks ago

We love five star reviews! Thanks Lora!

EditDelete



Melissa Rauch

 6 weeks ago

My mother an in-laws threw a baby shower for my husband and i today at Reserve 22 and everything from the staff, food... More

(owner)

6 weeks ago

Thank you so much for the kind words Melissa! It was a pleasure working with your mom. If there is anything we can do for you in the future please do not hesitate to reach out!

EditDelete



KerryAnne Eisenach

6 weeks ago

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

(owner)

6 weeks ago

Thanks for your review KerryAnne! Hope to see you again soon!

EditDelete



Victoria Helle

7 weeks ago

Great food and cozy environment!

(owner)

7 weeks ago

Thanks so much for the five star review Victoria!! We hope to see you back again soon!

EditDelete



Eric Enskat

8 weeks ago

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

(owner)

7 weeks ago

Thanks for your review Eric, please visit us again soon.



Sugar Grove, Illinois

11

Reviewed 5 weeks ago

Quiet and comfortable 5 Stars

This has a very large and beautiful outdoor seating area with a view of the golf course. Although it was a cool day and we did not get to enjoy the outside, the inside atmosphere was wonderful and enjoys a view too. The chicken potpie is one of their specialties, but the Reuben was excellent also. The food is high quality, reasonably priced and generous portions.

Date of visit: March 2019



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

Meeting: 04/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3951)

DOC ID: 3951

Village Links/Reserve 22 - Financial Statements - March 2019

ATTACHMENTS:

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

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of March 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	\$ 52,649	\$ 57,736	\$ (5,087)	-9%	\$ 79,279	\$ 90,985	\$ (11,705)	-13%
5520	Reserve 22 Revenues	2,623,600	124,551	131,294	(6,743)	-5%	284,365	311,605	(27,239)	-9%
Total Revenues		\$ 5,616,600	\$ 177,200	\$ 189,030	\$ (11,830)	-6%	\$ 363,644	\$ 402,589	\$ (38,945)	-10%
EXPENDITURES:										
55700	Administration	\$ 411,057	\$ 44,384	\$ 42,951	\$ 1,433	3%	\$ 108,644	\$ 104,715	\$ 3,930	4%
55710	Golf Course Maintenance	835,951	38,584	35,268	3,316	9%	97,641	90,153	7,487	8%
55720	Golf Services	717,368	58,158	52,001	6,156	12%	124,638	128,670	(4,032)	-3%
55730	Reserve 22	2,275,945	166,005	180,326	(14,321)	-8%	413,511	403,916	9,595	2%
55740	Stormwater Management	30,756	415	413	2	0%	962	960	2	0%
55750	Pro Shop Merchandise	164,405	16,071	15,986	85	1%	15,512	19,714	(4,202)	-21%
55780	Motorized Carts	43,641	-	74	(74)	-100%	-	74	(74)	-100%
557X5	Mechanical Maintenance	172,879	25,541	22,485	3,056	14%	57,648	74,528	(16,880)	-23%
Total Operating Expenses		\$ 4,652,002	\$ 349,156	\$ 349,504	\$ (347)	0%	\$ 818,556	\$ 822,730	\$ (4,174)	-1%
Operating Income (Loss)		\$ 964,598	\$ (171,957)	\$ (160,474)	\$ (11,483)	7%	\$ (454,911)	\$ (420,141)	\$ (34,771)	8%
Debt Service		658,070	-	-	-	0%	-	-	-	0%
Capital Expenditures		332,787	6,620	26,172	(19,552)	-75%	6,620	26,172	(19,552)	-75%
CHANGE IN NET POSITION		\$ (26,259)	\$ (178,577)	\$ (186,646)	\$ 8,069	-4%	\$ (461,531)	\$ (446,313)	\$ (15,219)	3%

KEY METRICS

	Goal							
Personnel Expenses as % of Sales	46%	119%	113%	6%	133%	115%	18%	
Cash Balance (End of Month, in \$000's)	\$ 1,164	\$ 522	\$ 975	\$ (452)				

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of March 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	\$ 9,908	\$ 19,117	\$ (9,209)	-48%	\$ 10,352	\$ 20,505	\$ (10,153)	-50%
440554	Pro Shop - Sales	180,000	4,200	9,373	(5,173)	-55%	6,814	13,338	(6,524)	-49%
440555	Motor Carts	525,000	1,080	4,480	(3,400)	-76%	1,080	4,480	(3,400)	-76%
440556	Driving Range	280,000	6,126	6,564	(438)	-7%	6,668	7,540	(872)	-12%
440557	Resident Cards	32,000	9,665	8,615	1,050	12%	17,500	17,540	(40)	0%
460100	Investment Income	17,000	936	2,029	(1,093)	-54%	3,638	4,934	(1,297)	-26%
489000	Miscellaneous Revenue	109,000	20,679	7,471	13,208	177%	33,209	22,591	10,617	47%
489100	Miscellaneous - Over/Short	-	55	87	(32)	-36%	19	56	(37)	-66%
	Total Revenues	\$ 2,993,000	\$ 52,649	\$ 57,736	\$ (5,087)	-9%	\$ 79,279	\$ 90,985	\$ (11,705)	-13%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 135,000	\$ 12,849	\$ 12,909	\$ (60)	0%	\$ 8,259	\$ 12,558	\$ (4,299)	-34%
	Total Cost of Goods Sold	\$ 135,000	\$ 12,849	\$ 12,909	\$ (60)	0%	\$ 8,259	\$ 12,558	\$ (4,299)	-34%
	Gross Profit	\$ 2,858,000	\$ 39,800	\$ 44,827	\$ (5,027)	-11%	\$ 71,021	\$ 78,427	\$ (7,406)	-9%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 870,950	\$ 74,878	\$ 72,444	\$ 2,435	3%	\$ 168,548	\$ 157,898	\$ 10,650	7%
510120	Salaries - Non-Pensionable	219,010	6,379	1,212	5,167	426%	12,308	3,178	9,131	287%
510200	Salaries - Overtime	6,000	97	-	97	0%	97	-	97	0%
510400	FICA	83,886	6,027	5,475	553	10%	13,574	11,999	1,574	13%
510500	IMRF	62,314	5,177	6,916	(1,739)	-25%	11,648	15,058	(3,410)	-23%
590600	Health Insurance	95,150	11,977	11,791	186	2%	27,555	27,253	301	1%
52XXXX	Contractual Services	595,447	60,867	53,546	7,321	14%	139,227	167,598	(28,371)	-17%
53XXXX	Commodities	308,300	4,900	4,885	14	0%	23,829	23,272	556	2%
	Total Operating Expenses	\$ 2,241,057	\$ 170,303	\$ 156,269	\$ 14,034	9%	\$ 396,786	\$ 406,256	\$ (9,470)	-2%
	Operating Income (Loss)	\$ 616,943	\$ (130,503)	\$ (111,442)	\$ (19,061)	17%	\$ (325,765)	\$ (327,829)	\$ 2,064	-1%
	Operating Income (Loss) Percentage	21%	-248%	-193%			-411%	-360%		

KEY METRICS

	<u>Goal</u>								
Rounds Played	72,000	670	1,127	(457)	767	1,255	(488)		
Revenue Per Round	\$ 41.57	\$ 78.58	\$ 51.23	\$ 27.35	\$ 103.36	\$ 72.50	\$ 30.87		
Resident Cards Sold	N/A	939	883	56	1,734	1,819	(85)		
Cost of Goods Sold % - Pro Shop	75%	306%	138%	168%	121%	94%	27%		
Personnel Expenses as % of Sales	45%	199%	169%	29%	295%	237%	58%		

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

ORG/ OBJECT	DESCRIPTION	2019 BUDGET	MONTH				YEAR-TO-DATE			
			2019	2018	DIFF	% DIFF	2019	2018	DIFF	% DIFF
<u>MISCELLANEOUS REVENUE</u>										
<i>Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories:</i>										
Handicaps			\$ 16,800	\$ 4,725	\$ 12,075		\$ 25,640	\$ 16,655	\$ 8,985	
Hand Cart Rentals			374	502	(128)		406	547	(141)	
Adult & Junior Golf Lessons			2,010	805	1,205		3,200	1,360	1,840	
Golf Club Rentals			-	70	(70)		20	70	(50)	
Golf Club Repairs			653	685	(32)		721	901	(180)	
Locker Rentals			720	560	160		2,720	2,640	80	
Sales Tax (1.75%)			104	120	(16)		406	392	15	
FootGolf Ball Rentals			15	-	15		15	10	5	
ATM Machine Commission			4	5	(1)		13	17	(4)	
Misc./Misc.			-	-	-		67	-	67	
Total		\$ 109,000	\$ 20,679	\$ 7,471	\$ 13,208		\$ 33,209	\$ 22,591	\$ 10,617	

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of March 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	\$ 75,985	\$ 76,891	\$ (907)	-1%	\$ 173,659	\$ 181,856	\$ (8,197)	-5%
441101	Liquor	260,000	10,125	12,939	(2,814)	-22%	24,365	30,032	(5,667)	-19%
441102	Beer	465,000	16,312	17,723	(1,412)	-8%	35,301	40,247	(4,946)	-12%
441103	Wine	215,000	14,175	11,219	2,956	26%	31,061	32,167	(1,105)	-3%
441104	NA Beverages	95,000	2,268	3,289	(1,021)	-31%	4,739	6,615	(1,876)	-28%
441106	Room Charges	1,500	-	850	(850)	-100%	1,500	1,100	400	36%
441107	Service Charges	137,000	5,687	8,360	(2,674)	-32%	13,730	19,566	(5,836)	-30%
489000	Miscellaneous Revenue	100	-	22	(22)	-100%	10	22	(12)	-55%
	Total Revenues	\$ 2,623,600	\$ 124,551	\$ 131,294	\$ (6,743)	-5%	\$ 284,365	\$ 311,605	\$ (27,239)	-9%
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 119,080	\$ 2,703	\$ 5,854	\$ (3,151)	-54%	\$ 9,450	\$ 10,706	\$ (1,256)	-12%
530401	Cost of Goods Sold - Wine	61,360	3,204	(96)	3,300	-3445%	8,567	6,740	1,827	27%
530402	Cost of Goods Sold - Liquor	50,400	(303)	1,173	(1,475)	-126%	3,534	5,302	(1,768)	-33%
530405	Cost of Goods Sold - NA Beverages	27,600	2,768	1,581	1,187	75%	4,420	1,678	2,742	163%
530420	Cost of Goods Sold - Food	460,800	24,891	32,578	(7,687)	-24%	68,326	68,443	(118)	0%
	Total Cost of Goods Sold	\$ 719,240	\$ 33,262	\$ 41,090	\$ (7,828)	-19%	\$ 94,296	\$ 92,868	\$ 1,427	2%
	Gross Profit	\$ 1,904,360	\$ 91,289	\$ 90,204	\$ 1,085	1%	\$ 190,070	\$ 218,736	\$ (28,667)	-13%
	Gross Profit Percentage	73%	73%	69%			67%	70%		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 629,440	\$ 58,106	\$ 64,835	\$ (6,728)	-10%	\$ 138,710	\$ 139,651	\$ (941)	-1%
510120	Salaries - Non-Pensionable	370,000	26,799	27,417	(618)	-2%	60,781	58,257	2,523	4%
510200	Salaries - Overtime	6,000	19	251	(231)	-92%	19	468	(449)	-96%
510399	Tips Paid Through Payroll	-	447	621	(175)	-28%	2,687	2,499	188	8%
510400	FICA	95,662	7,744	8,430	(686)	-8%	17,990	17,893	97	1%
510500	IMRF	45,114	4,490	6,938	(2,448)	-35%	10,639	15,023	(4,384)	-29%
590600	Health Insurance	86,000	9,285	7,169	2,116	30%	21,447	14,338	7,110	50%
52XXXX	Contractual Services	201,189	15,626	12,879	2,746	21%	36,459	42,268	(5,810)	-14%
53XXXX	Commodities	123,300	10,227	10,696	(469)	-4%	30,484	20,650	9,833	48%
	Total Operating Expenses	\$ 1,556,705	\$ 132,743	\$ 139,236	\$ (6,493)	-5%	\$ 319,216	\$ 311,047	\$ 8,168	3%
	Operating Income (Loss)	\$ 347,655	\$ (41,454)	\$ (49,032)	\$ 7,578	-15%	\$ (129,146)	\$ (92,311)	\$ (36,835)	40%
	Operating Income (Loss) Percentage	13%	-33%	-37%			-45%	-30%		



RESERVE
—22
TWENTY-TWO

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of March 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		\$ 88,658	\$ 87,810	\$ 847	1%	\$ 200,396	\$ 196,643	\$ 3,753	2%
Banquets	N/A		35,323	42,181	(6,858)	-16%	83,387	113,593	(30,206)	-27%
Other	N/A		570	1,303	(733)	-56%	582	1,369	(787)	-57%
Total	\$	2,623,600	\$ 124,551	\$ 131,294	\$ (6,743)	-5%	\$ 284,365	\$ 311,605	\$ (27,239)	-9%
Reserve 22 Revenues (Last 12 Months)	\$	2,623,600					\$ 2,457,986	\$ 2,422,499	\$ 35,487	1%
Reserve 22 Expenses (Last 12 Months)	\$	2,275,945					\$ 2,495,041	\$ 2,407,321	\$ 87,720	4%
# Guest Checks (Restaurant/Bar)	N/A		2,575	2,723	(148)		6,078	6,297	(219)	
Revenue Per Guest Check	N/A		\$ 34.43	\$ 32.25	\$ 2.18		\$ 32.97	\$ 31.23	\$ 1.74	
# Guests (Restaurant/Bar)	N/A		4,532	4,956	(424)		10,300	11,441	(1,141)	
Average Guest Spend	N/A		\$ 19.56	\$ 17.72	\$ 1.84		\$ 19.46	\$ 17.19	\$ 2.27	
Cost of Goods Sold %	27%		27%	31%	-5%		33%	30%	3%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer	26%		17%	33%	-16%		27%	27%	0%	
Cost of Goods Sold - Wine	29%		23%	-1%	23%		28%	21%	7%	
Cost of Goods Sold - Liquor	19%		-3%	9%	-12%		15%	18%	-3%	
Cost of Goods Sold - NA Beverages	29%		122%	48%	74%		93%	25%	68%	
Cost of Goods Sold - Food	32%		33%	42%	-10%		39%	38%	2%	
Personnel Expenses as % of Sales	47%		85%	88%	-2%		88%	79%	9%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	74%		112%	119%	-7%		121%	109%	12%	

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

