Agenda
Village of Glen Ellyn
Recreation Commission
Special Meeting
Thursday, September 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. Approval of Minutes - August 28, 2019

1. Village Links/Reserve 22 - Minutes - August 28, 2019

IV. Standing Reports

A. Manager - Jeff Vesevick

1. Village Links/Reserve 22 - Manager's Report - August 2019
2. Village Links - Golf Course Reviews - August 2019
3. Village Links - Grounds Activity Log - August 2019

B. Reserve 22 - Brad Chapple

1. Reserve 22 - Reserve 22 Reviews - August 2019

C. Financial - Jeff Vesevick

1. Village Links/Reserve 22 - Financial Statements - August 2019
2. Village Links/Reserve 22 - Operating Profits & Cash Reserves

D. Trustee Liaison - Steve Thompson

V. Discussion - Village Links/Reserve 22 - 2020 Annual Budget (Preliminary)

1. Village Links/Reserve 22 - 2020 Annual Budget (Preliminary)

VI. Other Business

VII. Next Meeting - October 25, 2019

VIII. Adjournment

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

Meeting: 09/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4153) DOC ID: 4153

Village Links/Reserve 22 - Minutes - August 28, 2019

Please see attached Minutes.

ATTACHMENTS:

- MN082819 (PDF)

RECREATION COMMISSION
MINUTES
AUGUST 28, 2019

Board or Commission:	Recreation	**Called to Order:**	7:00A.M.
Meeting:	Special	**Adjourned:**	8:21A.M.
Quorum:	Yes		

MEMBER ATTENDANCE:

Tim O'Shea	Chairman	Present
Rebecca Austin	Commissioner	Present
Brian Diver	Commissioner	Present
Glen G. Graham	Commissioner	Present
Alison Park	Commissioner	Present
Mark W. Reinke	Commissioner	Present
Carol Scott	Commissioner	Present
Sophia Hadley	Student Commissioner	Excused Absence
Also, Present:		
Jeff Vesevick	General Manager / Staff Liaison	Present
Steve Thompson	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	Present
Noel Allen	Director of Golf	Present
Chris Pekarek	Golf Course Superintendent	Excused Absence

1. **CALL TO ORDER**
   The August 28, 2019 special meeting of the Recreation Commission was called to order at 7:00A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman O'Shea.

   Commissioner Graham teleconferenced in.

2. **PUBLIC COMMENTS**
   None.

3. **APPROVAL OF MINUTES FROM JULY 26, 2019 MEETING**

MOVE TO APPROVE MINUTES OF REGULAR MEETING FROM 7/26/2019 AS AMENDED.

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

4. **STANDING REPORTS**

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

1. Village Links/Reserve 22 – Manager's Report July 2019
2. Village Links – Grounds Activity Log – July 2019

General Manager Vesevick said the weather has been fantastic and reported that July was very profitable. Most July revenue categories were higher and are catching up for the year. The Illinois PGA recognized Ed Posh with the 2019 Senior Masters Award. The Links hosted four (4) more golf outings in July 2019 than last year. An anti-fungal treatment was applied to the grounds to prevent silver moss. Overall the course is in good shape.

Staff is looking to fill the opening for the Restaurant Manager position that was recently vacated. Reserve 22 business continues to grow and revenues are up 4% for the year. Banquet business rebounded in quarter two (2). Chairman O'Shea asked why golf shop revenue is down 15%. General Manager Vesevick said the golf shop has a difficult time competing with golf clubs, so the golf shop does not carry clubs anymore. Director of Golf Allen said in order to sell clubs you need to invest in launch monitoring technology which costs about $20,000. Commissioner Reinke said golf rounds are down, but the revenues went up, and asked if this was because the fees were increased. General Manager Vesevick said the increase is due to the rate increase and growth in the number of outings. Commissioner Reinke said this was good to see.

Chairman O'Shea distributed an email that he received and the responses provided by the Village Links staff. Chairman O'Shea said this could be discussed at the next meeting.

B. **Reserve 22 – Food and Beverage Director Chapple**

1. Reserve 22 – Restaurant Reviews - July 2019

Food and Beverage Director Chapple said the restaurant reviews were monitored and responded to. Food and Beverage Director Chapple noted Reserve 22 is now hosting steak night on Wednesday evenings based upon Trustee Thompson's suggestion. Staff continues to work on offering weekday specials. Specials are not offered on Fridays and Saturdays because business is already good. Chairman O'Shea inquired about Sunday business. Food and Beverage Director Chapple replied Sundays are marginal for Reserve 22.

Commissioner Reinke suggested improving the appearance of the receiving door. Food and Beverage Director Chapple said even after power washing, it appears grimy again within days. General Manager Vesevick said maybe a different material could hide the grease stains. Commissioner Graham suggested lattice work and Chairman O'Shea recommended a fence enclosure. General Manager Vesevick said staff will look into this. Commissioner Scott indicated the new patio furniture looks great, but is uncomfortable. Commissioner Scott noted the new furniture can accommodate bigger groups. General Manager Vesevick noted the patio furniture is replaced about every four (4) to five (5) years.

Food and Beverage Director Chapple said the first couple weeks after receiving the Open Table Top 10 Outdoor Dining Award, many new diners ate at Reserve 22. Reserve 22 hired a new Sous Chef, Katie Sullivan, who has worked with Executive Chef Tom Fota in the past. Consistency and ticket times should improve with Sous Chef Sullivan. Golf Express is working out really well especially with driving range guests. The most popular items are water and Gatorade. Golf Professional Campbell indicated the hot food offerings are the weakest sellers. Trustee Thompson inquired as to how the new credit card readers were working on the beverage carts. Food and Beverage Director Chapple replied overall sales have not increased too much, but the new service has greatly improved convenience for guests. Food and Beverage Director Chapple would like to get an additional credit card reader for next year.

C. **Financial – Jeff Vesevick**

1. Village Links/Reserve 22 – Financial Statements – July 2019

General Manager Vesevick said we had a really good June, July, and August. Ideally, we would like to see five (5) months of profitable business. The only negative is that Village Links and Reserve 22 is a little worse than last year's net position, due to the replacement of much needed grounds equipment in the current year, which totaled about $224,000. Operating income is up $163,000 due to higher revenues and staff doing a good job of watching the expenses. Chairman O'Shea asked when permanent tee times will be discussed. General Manager Vesevick indicated typically in November. Chairman O'Shea suggested the pre-payment for the tee times be increased.

2. Village Links/Reserve 22 – Cash on Hand Scenarios

Chairman O'Shea said the cash-on-hand scenarios were great. Chairman O'Shea questioned why August was fixed on all three (3) scenarios. General Manager Vesevick said with the three (3) payrolls in August this was the only number he had to go by. General Manager Vesevick said we are on a good trend.

D. **Trustee Liaison Report – Steve Thompson**

Trustee Thompson updated the Commission on recent Village Board activities.

5. **Discussion – Capital Needs Schedule**

1. Village Links/Reserve 22 – Five Year Capital Forecast 2020-2024

General Manager Vesevick stated over the next five years the Village Links is not planning on any major capital projects. General Manager Vesevick referenced the capital projects that the Links would like to do, but is currently not in a position to do so. General Manager Vesevick said next year he would like to replace each of the four (4) glass doors with double doors to improve quality of the heating and air conditioning system. An upgraded HVAC system will also be explored. General Manager Vesevick said the capital forecast includes routine replacements and overall staff is looking to spend as little on capital as possible, until an improved cash position is achieved.

6. **OTHER BUSINESS**

None.

7. **NEXT REGULAR MEETING FRIDAY, SEPTEMBER 27, 2019**

8. **ADJOURN**

Commissioner Diver moved and Commissioner Park seconded, to adjourn the meeting. The meeting was adjourned at 8:21a.m.

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

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

Meeting: 09/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4155) DOC ID: 4155

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

Please see attached Manager's Report.

ATTACHMENTS:

- Managers Report Aug19 (PDF)

VILLAGE LINKS
GLEN ELLYN

RESERVE 22 TWENTY-TWO

"Committed to Excellence since 1967"

Manager's Report for August 2019

Submitted by Jeff Vesevick, General Manager

August weather was good for golf. There was below normal rain of 3.14" over 7 days. The average rainfall for August is 4.6". Temperatures were only above normal 6 days with above normal humidity which led to high disease pressure. Golf carts were only grounded for 1 day.

High Temperatures in August																					
	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999
100° days																					
90° days		4	1	3	1		3	9	3	6	1		5	2	5	1	6	4	6	3	2
80° days	18	19	19	24	15	17	17	10	19	20	15	18	17	18	20	11	18	19	19	20	19
70° days	12	8	11	4	13	13	10	11	9	5	9	13	8	11	6	16	6	8	6	8	10
60° days	1		1		2	1	1	1			6		1			3	1				
50° days																					
40° days																					
30° days																					
Rain	3.1"	5.6"	1.0"	4.2"	5.4"	5.7"	2.3"	3.8"	3.9"	5.0"	4.5"	1.8"	8.6"	3.5"	2.3"	4.0"	2.4"	4.7"	4.7"	1.9"	2.0"

GOLF

Rounds played were up 7% for the month, and are up 1% for the year
Green Fee revenue was up 7% for the month, as is up 5% for the year
Driving Range revenue was down 7% for the month, and is flat for the year
Motor Car revenue was up 7% for the month, and is down 2% for the year
Pro Shop sales were down 8% for the month, and are down 14% for the year

Golf Revenue August										
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Rounds	12,453	12,420	11,823	12,451	12,385	13,242	11,176	12,220	11,145	11,969
Green Fees	295,170	286,660	273,188	303,350	277,455	324,654	285,344	312,940	291,845	310,676
Driving Range	31,896	33,407	33,178	37,426	48,085	45,160	38,251	43,355	49,420	46,133
Pro Shop	19,673	23,008	21,943	25,303	24,363	30,781	20,834	26,196	25,808	23,782
Carts	67,018	72,236	69,288	83,248	73,506	88,648	77,363	91,898	86,765	92,670
Resident Cards	1,194	889	1,000	1,415	1,270	1,080	560	710	690	1,000
Miscellaneous	9,261	6,963	10,400	15,535	11,212	7,869	7,597	8,501	7,085	8,831
Total Revenue	**423,953**	**423,123**	**409,617**	**468,882**	**435,512**	**498,193**	**429,950**	**483,600**	**461,613**	**483,092**
Golf Revenue in August was the third highest in the last 10 years										

Weekend Permanent Starting times ended the season on Sunday, August 25.

The Glen Ellyn Open was cancelled due to weather, and rescheduled for September. August is Championship month for the Village Links, as the Over 60 Men's 9-hole league and the Swingin' Set Ladies league both crowned champions. The Village Links also conducted championship tournaments for Juniors, Husband-Wife teams, and a Match Play Championship for men.

There were 11 outside events in August, 4 less than 2018. The outings were of various sizes, and generated $23,835 in golf revenue, down 24% from a year ago. Reserve 22 benefited $7,886 from the outings. Revenues from outings accounted for 5% of related golf revenues.

The Golf Staff will again ***Fall Special Membership*** for $199, to inspire continued play in the later months of the year, when play typically drops off. The offer is similar to the popular *Spring Special*, introduced 4 years ago. Fall Special Members will receive ½ price green fees on weekdays in September, and FREE weekday green fees for the rest of the year, for the $199 membership. Purchasers not realizing at least $199 in discount value will receive a credit for the difference, to be used in 2019. 35 golfers took advantage of the offer in 2018, generating 520 rounds of golf.

The FALL FEST version of ***Touring the Links*** was published and emailed to over 11,000 regular customers, informing them of the annual promotions. The newsletter is also available on the website. ***FALL FEST*** is an annual promotion to increase traffic in the slower fall months, as most of our programmed leagues and lesson programs end in August.

The 2nd Annual fall version of the ***PGA Junior League*** attracted 44 junior golfers, roughly half of the successful summer league, and 11 more than the initial program of 2016. High School golf practices and matches begin in August, and will continue through September.

Golf Boards were rented 31 times on the 18-hole course, and 49 times on the 9-hole course in August, generating $1,208 in revenue, making August the first revenue positive month since receiving them in May. Lease costs are $1,100 per month. To date they have been rented 144 times.

GROUNDS

Grounds

1. Litter was removed from the parkways twice.
2. Bunker sand was shoveled/plowed back into place 1 time.
3. Micro-nutrients, growth regulators and disease prevention treatments were applied to greens, tees and fairways 2 times.
4. Fertilizer was applied to all playing areas.
5. Sand was added to 16 bunkers.
6. Branches throughout the property were picked up after 1 storm.
7. Drain tile was installed in the left rough on #4 – 9 hole to alleviate persistent wet areas.

Mechanical and Building Maintenance

1. Seven pieces of equipment were repaired and serviced.
2. Eighteen cutting units were sharpened.
3. The Reserve 22 and Blue Heron carpets were cleaned.
4. Reserve 22/Blue Heron windows were washed twice.
5. Reserve 22 kitchen equipment was serviced.
6. New Reserve 22 patio tables and chairs were assembled.
7. Wires were installed for 2 new security cameras.

Horticulture/Conservation

1. Landscape beds at the police station were cleaned up and weeded.
2. The rehab of several landscape beds was completed.

Lambert Lake/Panfish Park

1. Branches generated from removing invasive trees were chipped once.
2. Mulch was added around the trees at Panfish Park.

RESERVE 22

Reserve 22 revenues were up 3% for the month of August. While the restaurant and bar saw a modest increase of 7%, banquets lagged a bit with an 18% decrease from August of last year. Reserve 22 is still recovering from a dismal spring, but is up 3% in sales year to date. Banquets continue to grow up 2% for the year. Beverage Cart and Halfway House sales realized the most increases. Overall sales are up 4%.

Reserve 22 - AUGUST				Year to Date		
	2018	2019	+/-	2018	2019	+/-
Restaurant & Bar	214,721	230,333	*7.3%*	1,158,331	1,189,960	*2.7%*
Banquets	81,598	66,874	*-18.0%*	501,094	512,199	*2.2%*
from Outings	14,480	7,886	*-45.5%*	107,870	92,279	*-14.5%*
Beverage Cart	11,929	14,350	*20.3%*	52,249	54,921	*5.1%*
Halfway House	17,285	18,483	*6.9%*	72,789	74,910	*2.9%*
Other	-24	7,348		0	21,295	
Total Reserve 22	325,509	337,387	*3.6%*	1,784,463	1,853,285	*3.9%*

A large portion of the service staff has returned to college, and management is hiring new people for the fall.

Oktoberfest preparations are under way, as Chef Tom and F&B Director Brad Chapple are preparing special seasonal dishes and offerings.

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

Meeting: 09/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4157) DOC ID: 4157

Village Links - Golf Course Reviews - August 2019

Please see attached golf course reviews.

ATTACHMENTS:

- Golf Reviews Aug 2019 (PDF)

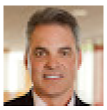
GOOGLE REVIEWS – VILLAGE LINKS – AUGUST 2019

5 Stars = 12 / 4 Stars = 2 / 3 Stars = 1 / 2 Stars = 0 / 1 Star = 1

Average Rating = 4.5

John Fatigato
5 weeks ago
Great course that comes close to private clubs. Bar and restaurant have a good atmosphere. Ok service.

Thanks, John, for visiting Village Links/Reserve 22, and for taking time to post. We hope to see you back again soon!



Mark Grohe
6 weeks ago
The user didn't write a review, and has left just a rating.

Thanks so much for taking the time to review us, Mark! We hope to see you back at the Links again soon!

Tom Matczak
6 weeks ago
Both the golf shop and restaurant facilities are well staffed by trained employees. Each visit is a pleasant experience.

Thanks so much for taking the time to review us, Tom! We really appreciate it and hope to see you back at the Links again soon!

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

Hi Mark-Thanks for visiting Village Links/Reserve 22, and for taking the time to post a rating! We hope to see you back soon!

Chad Marten
3 weeks ago
Great 18 and 9 hole course. All staff are friendly and helpful. Restaurant and bar are great.

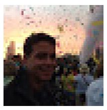
Wow! Thanks Chad! We hope you continue to enjoy some Fall golf!

suzan olsen
3 weeks ago
Great place for a round of golf and then to sit outside and have a nice meal and drinks

Thanks for the 5 star rating, we are glad you enjoyed it! We hope to see you again soon!

Joey Wheeler
3 weeks ago
10/10 public golf course. Very challenging but fair. So many ways to play each hole. I could play every weekend and it never gets old.

Hi Joey-Thanks for the review! We'd love to see you every weekend!



Steve Thayer
3 weeks ago
Nice public track. Choose either the 9-hole or 18-hole course, both are well maintained and challenging. The clubhouse has a great outdoor post-round dining or drinking patio.

Thanks for the review Steve! We hope to see you again soon!

Sue Collins
3 weeks ago
Village Links is a great well cared for course. The employees are all very nice. Our girls group which consists of women from Orland Park & downtown Chicago make it a point to play here every summer.

Wow, thanks Sue for taking the time to review us and for traveling all this way to visit us! Please come back again soon!

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

Thanks so much for taking the time to review us, Tim! We hope to see you back again soon!

Peter Jensen
5 weeks ago
Great 9-hole course for quick rounds during the week. Course was in good condition for August. $20 rate for non-resident good too. Can't make tee time for one player, so check their tee-time openings before you head over.

Thanks for visiting the Village Links, and for the kind words. We hope to see you again soon!

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

Thanks so much for your wonderful review, James! We hope to see you back again soon!

Harold Prichard
5 weeks ago
Staff is terrific and courses are well maintained. love the website

Thanks so much for taking the time to review us, Harold! We love our customers and hope to see you back again soon!

Jim Vos
2 weeks ago
$6 to hit a small bucket of 25 balls at a cow pasture. This is highway robbery and I would highly recommend taking your business elsewhere.

Hi Jim- Thanks for visiting the Village Links! If you like to practice, we offer a 15-Large (75 balls) Buckets Smart Card for $115, a 36% discount. We hope to see you again soon!

Joe Marino
2 weeks ago
The user didn't write a review, and has left just a rating.

Thank you for visiting the Village Links, and the 5 star review! We hope to see you again soon.

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

Meeting: 09/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4158) DOC ID: 4158

Village Links - Grounds Activity Log - August 2019

Please see attached report.

ATTACHMENTS:

- LOG 08 2019 (PDF)

Village Links

Grounds Activity Log

August 2019

	Thur 1	Fri 2	Sat 3	Sun 4	Mon 5	Tue 6	Wed 7	Thur 8	Fri 9	Sat 10	Sun 11	Mon 12	Tue 13	Wed 14	Thur 15	Fri 16	Sat 17	Sun 18	Mon 19	Tue 20	Wed 21	Thur 22	Fri 23	Sat 24	Sun 25	Mon 26	Tue 27	Wed 28	Thur 29	Fri 30	Sat 31
High	80	83	87	86	87	82	85	83	81	85	79	81	85	81	79	83	76	81	85	75	81	77	73	73	76	73	79	74	83	73	60
Low	55	58	58	68	65	66	62	65	56	61	64	68	68	63	62	60	64	67	66	66	62	64	58	56	58	64	63	57	54	56	55
Rain						0.06					0.16	0.24	0.25	0.01		0.01	0.36	0.77	0.01	0.2	0.01					1.06					
GREENS																															
Mow	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Roll			1			1	1				1			1			1		1	1	1			1			1	1	1		
Top Dress																															
Light Top Dress																															
Aerify																															
Spiking																															
Seed																															
Fertilize													1																		
Fungicide													1																		
Insecticide																															
84 "		1				1			1			1				1			1				1				1			1	
Short Collars		1						1						1				1				1						1			1
Water-hose-green																															
BUNKERS																															
Rake	1		1	1		1		1		1	1		1			1	1	1	1	1		1		1		1	1		1	1	1
Bail & Shovel																											1				
Edge																				1											
Trim Edge		1										1																1			

	Tue 1	Wed 2	Thur 3	Fri 4	Sat 5	Sun 6	Mon 7	Tue 8	Wed 9	Thur 10	Fri 11	Sat 12	Sun 13	Mon 14	Tue 15	Wed 16	Thur 17	Fri 18	Sat 19	Sun 20	Mon 21	Tue 22	Wed 23	Thur 24	Fri 25	Sat 26	Sun 27	Mon 28	Tue 29	Wed 30	Thur 31
TEES																															
Mow		1			1				1				1			1			1				1			1			1		
84" Tee/Trap		1			1				1			1				1				1			1								
Fertilize																					1										
Fungicide																					1										
Insecticide																															
Herbicide																															
Divot Seed		1							1							1							1							1	
Aerify																															
Water - hose																															
FAIRWAYS																															
Mow	1				1				1			1				1				1			1			1				1	
Fertilize	1															1															
Fungicide	1															1															
Herbicide																															
Insecticide																															
Divot Seed											1															1					
Aerify/Process																															
Mow Par 3's	1				1				1			1				1				1			1			1				1	
MISC																															
Change Cups	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Seed DR Tee	1						1								1								1							1	
Mow DR Tee		1			1		1		1			1		1		1			1			1				1			1		
Paint Lakes																1															

Attachment: LOG 08 2019 (4158 : Village Links - Grounds Activity Log - August 2019)

	Tue 1	Wed 2	Thur 3	Fri 4	Sat 5	Sun 6	Mon 7	Tue 8	Wed 9	Thur 10	Fri 11	Sat 12	Sun 13	Mon 14	Tue 15	Wed 16	Thur 17	Fri 18	Sat 19	Sun 20	Mon 21	Tue 22	Wed 23	Thur 24	Fri 25	Sat 26	Sun 27	Mon 28	Tue 29	Wed 30	Thur 31
ROUGHS																															
Mow 60"		1							1							1							1							1	
Mow Rotary/Gang		1							1							1							1							1	
Fertilize																															
Insecticide																														1	
Herbicide																															
Mow Intermed.		1			1				1			1				1				1			1								
Aerify																															
Seed																															
HORT																															
Plant T/S/A																															
Mulch T/S/A																															
Water T/S/A									1					1					1			1			1					1	
Dress Beds																															
Weed Beds													1																		
Trim Trees																															

T = Tress S = Shrubs A = Annuals

	Tue 1	Wed 2	Thur 3	Fri 4	Sat 5	Sun 6	Mon 7	Tue 8	Wed 9	Thur 10	Fri 11	Sat 12	Sun 13	Mon 14	Tue 15	Wed 16	Thur 17	Fri 18	Sat 19	Sun 20	Mon 21	Tue 22	Wed 23	Thur 24	Fri 25	Sat 26	Sun 27	Mon 28	Tue 29	Wed 30	Thur 31
PROJECTS																															
Rotor Trees								1												1											
Weed Whip Lake									1												1										
Branch Pick Up																															
Edge Cart Path																															
Edge Ydg Plates																															
Clubhouse Trim		1							1						1								1								
Trim Sprinklers																															
PARKS																															
Mow Lambert 60"																							1						1		
Lambert other																															
Mow Parks		1							1							1						1							1		
Parks other																															

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

Meeting: 09/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4159) DOC ID: 4159

Reserve 22 - Reserve 22 Reviews - August 2019

Please see attached restaurant reviews.

ATTACHMENTS:

- RESERVE 22 REVIEWS (PDF)

RESERVE 22 REVIEWS – AUGUST 2019

Overall ratings and reviews – **OPEN TABLE**

Reviews can only be made by diners who have eaten at this restaurant

4.3 based on recent ratings

4.2	4.2	4.7	4.2
Food	Service	Ambience	Value

Noise · Moderate

98% of people would recommend it to a friend

cindym

Chicago

2 reviews

Dined on August 31, 2019

Overall5Food5Service3Ambience5

great meal outside- heaters made a cool night comfortable. The food was amazing- and we only had salad (spinach and berries), apps (steak sliders and buratta) and dessert- key lime pie. The drinks were very good as well. Only downer was that one waitress covered the entire area and she was new. Not her fault, but service was slow.

+ Read more

Report

AF

VIPAmateurFoodieCritic

Chicago

20 reviews

Dined on August 30, 2019

Overall4Food5Service3Ambience5

The Outdoor Patio is beautiful! The All You Can Eat Fish Fry on Fridays is the Best & Best Value in the Western Suburbs...Also I highly recommend the Nicoise Salad!

Report

JV

JeffVN

Chicago

1 review

Dined on August 30, 2019

Overall5Food5Service5Ambience5

Great atmosphere. Great food. Great golf. Looking forward to going again.

Report

C

chrissys

Chicago

2 reviews

Dined on August 30, 2019

Overall5Food5Service5Ambience5

My fiancé & I, along with his grandparents, met at Reserve 22 for dinner. Our intent was to meet for dinner to discuss plans to host a luncheon at Reserve 22. We sat at a table outside, ate a delicious dinner while receiving phenomenal service & then were shown the Blue Heron Room by Aimee. I was blown away by my overall experience. We decided to use Reserve 22 for our luncheon & can't wait to experience the same treatment we received at dinner on Aug 30.

- Read less

Report

RB

RichardB

Chicago

1 review

Dined on August 29, 2019

Overall4Food4Service5Ambience5

Great atmosphere when eating outside! Landscaping off the 18th hole is beautiful.

Report

OT

OpenTable Diner

Chicago

1 review

Dined on August 28, 2019

Overall4Food3Service4Ambience5

Great outdoor venue!

Report

GE

GeneE

Chicago
4 reviews
Dined on August 27, 2019
Overall5Food5Service5Ambience5
Half price burger night on Tuesdays brings everyone out so get a reservation or your wait will be a long one. Excellent burgers and terrific ambiance.
Report

JE

VIPJamesE

Chicago
20 reviews
Dined on August 27, 2019
Overall5Food5Service5Ambience5
We had a great time, as usual. Great setting overlooking the 18th hole. Weather was outstanding and the service was excellent.
Report

TE

TERRIL

Chicago
1 review
Dined on August 25, 2019
Overall4Food4Service4Ambience3
Took awhile to get our meals and it didn't look that busy.
Report

PB

PaulaB

Chicago
1 review
Dined on August 24, 2019
Overall5Food3Service5Ambience4
I had the grilled romaine Caesar with salmon. The grilled romaine was strange -- not as good as most that I've had elsewhere. Salmon, a little overcooked.
Report

W

VIPWrytr

Chicago
13 reviews

Dined on August 17, 2019

Overall4Food3Service4Ambience5

Outdoor patio seating is a big plus. The outdoor area was very relaxing & pleasing. Staff was attentive and the food was good.

Report

LO

VIPLisaO

Chicago

1 review

Dined on August 17, 2019

Overall3Food3Service5Ambience5

My food was not the correct temperature. Crab cakes were not good. Just not impressed.

Report

R

Rocky

Chicago

3 reviews

Dined on August 16, 2019

Overall4Food4Service4Ambience4

We sat outside. It was a beautiful day and nice looking out over the golf course. The food was good. Service was prompt.

Report

F

VIPFotopro

Chicago

31 reviews

Dined on August 14, 2019

Overall3Food3Service3Ambience4

I went this time because they had a special menu. They have been advertizing a steak meal with all you can eat sides. The sides were pretty good but whom ever was grilling the steaks wasen't very clear on the difference between rare and medium. The steaks were smaller than expected seemed a bit pricey for what you got.

- Read less

Report

SP

Attachment: RESERVE 22 REVIEWS (4159 : Reserve 22 - Reserve 22 Reviews - August 2019)

SaulP

1 review

Dined on August 14, 2019

Overall4Food4Service4Ambience5

Beautiful outdoor patio

Good food

Good wine

Recommend

- Read less

Report

C

Casualpatiodining

Chicago

7 reviews

Dined on August 13, 2019

Overall5Food5Service5Ambience5

Love going here in the summer and eating on the patio!

Report

SS

SusanS

Chicago

1 review

Dined on August 8, 2019

Overall5Food5Service5Ambience5

Perfect day we all enjoyed everything

We will be back soon

Thanks for the good time

Report

JM

JaniceM

1 review

Dined on August 7, 2019

Overall3Food4Service2Ambience3

Was disappointed that the steak special was disorganized. Had to take our plates and walk across the patio to the grill there the chef ignored us and had trouble putting in our order. Then had to wait back to our table with our food our server did come by and carried my plate to the table. Steak was over cooked. Usually love eating here

- Read less

Report

LA

LeoA

1 review

Dined on August 6, 2019

Overall5Food5Service5Ambience5

Must visit and see for yourself. Great place to relax and enjoy lunch or dinner.

Report

SZ

SusanZ

1 review

Dined on August 2, 2019

Overall4Food4Service3Ambience5

We enjoyed the Friday special fish and chips. A bit heavy on breading but delicious. The outdoor patio is wonderful.

Report

OT

OpenTable Diner

Chicago

11 reviews

Dined on August 2, 2019

Overall5Food5Service4Ambience5

Experience was very nice and relaxing.

Report

D

VIPDiningdiva

Chicago

84 reviews

Dined on August 1, 2019

Overall3Food4Service3Ambience5

Our waiter was a little slow but the ambiance can't be beat!

Google

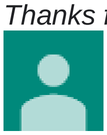
linda wolford
4 weeks ago
Beautiful

john bosko
4 weeks ago
Good food, great service, nice surroundings

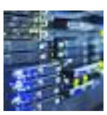
Thanks for visiting John! We appreciate your business and the kind words!


Ryan Yost
4 weeks ago
Wednesday steak night $19. Great food, great atmosphere. Thanks for the key lime pie!

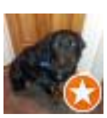
Thanks for visiting Ryan, I am glad you enjoyed it. Plenty of key lime pie for next time!


James Bodony
4 weeks ago
Good was good, service was not so good.

Thanks for visiting James! We're glad you enjoyed the food. Sorry the service did not meet your expectations, we'll do better next time.


Drew Bennett
4 weeks ago
The user didn't write a review, and has left just a rating.

Thanks for the review Drew! We hope to see you again soon!


Marcela Nuyen
5 weeks ago
reat place, very very good food. I was very impressed with the service, was really fast. Food again was delicious..... More

(owner)
4 weeks ago
Thanks so much for your wonderful review Marcela! Please come back and visit us again soon!

Vet USMC68
6 weeks ago
quiet pretty

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

Alex Strack
6 weeks ago
The user didn't write a review, and has left just a rating.

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

Kayte B
6 weeks ago
Beautiful outdoor patio space. The appetizers are awesome.

Thanks Kayte so much for your awesome review! Please come back and visit us again soon!

SUMMARY – AUGUST 2019

5 Stars = 15

4 Stars = 9

3 Stars = 6

2 Stars = 0

1 Star = 0

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

Meeting: 09/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4154) DOC ID: 4154

Village Links/Reserve 22 - Financial Statements - August 2019

Please see attached financial statements.

ATTACHMENTS:

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

VILLAGE LINKS / RESERVE 22

STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION

As of August 31, 2019

ORG	DESCRIPTION	2019 BUDGET	MONTH 2019	MONTH 2018	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2019	YEAR-TO-DATE 2018	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	REVENUES:									
5500	Village Links Revenues	$ 2,993,000	$ 484,212	$ 463,284	$ 20,928	5%	$ 2,051,896	$ 2,001,588	$ 50,307	3%
5520	Reserve 22 Revenues	2,623,600	337,387	325,509	11,878	4%	1,853,285	1,784,433	68,852	4%
	Total Revenues	**$ 5,616,600**	**$ 821,599**	**$ 788,793**	**$ 32,806**	**4%**	**$ 3,905,180**	**$ 3,786,021**	**$ 119,159**	**3%**
	EXPENDITURES:									
55700	Administration	$ 411,057	$ 39,581	$ 39,747	$ (166)	0%	$ 280,050	$ 263,099	$ 16,951	6%
55710	Golf Course Maintenance	835,951	99,694	80,629	19,064	24%	545,097	536,719	8,378	2%
55720	Golf Services	717,368	103,875	103,797	78	0%	517,777	518,627	(850)	0%
55730	Reserve 22	2,275,945	380,545	353,961	26,584	8%	1,726,043	1,736,619	(10,576)	-1%
55740	Stormwater Management	30,756	4,118	6,607	(2,490)	-38%	12,758	16,000	(3,242)	-20%
55750	Pro Shop Merchandise	164,405	20,145	24,662	(4,517)	-18%	99,006	115,201	(16,195)	-14%
55780	Motorized Carts	43,641	11,480	11,116	364	3%	28,229	29,988	(1,759)	-6%
557X5	Mechanical Maintenance	172,879	22,352	22,706	(354)	-2%	133,959	164,856	(30,898)	-19%
	Total Operating Expenses	$ 4,652,002	$ 681,790	$ 643,224	$ 38,565	6%	$ 3,342,919	$ 3,381,110	$ (38,192)	-1%
	Operating Income	**$ 964,598**	**$ 139,810**	**$ 145,569**	**$ (5,759)**	**-4%**	**$ 562,261**	**$ 404,911**	**$ 157,350**	**39%**
	Debt Service	658,070	-	-	-	0%	59,035	66,048	(7,013)	-11%
	Capital Expenditures	332,787	-	17,895	(17,895)	-100%	223,914	68,347	155,567	228%
	CHANGE IN NET POSITION	**$ (26,259)**	**$ 139,810**	**$ 127,674**	**$ 12,136**	**10%**	**$ 279,312**	**$ 270,517**	**$ 8,796**	**3%**

KEY METRICS

	Goal	Month 2019	Month 2018	Month Diff	YTD 2019	YTD 2018	YTD Diff
Personnel Expenses as % of Sales	*46%*	*48%*	*49%*	*-1%*	*46%*	*47%*	*-2%*
Cash Balance (End of Month, in $000's)	*$ 1,164*	*$ 1,278*	*$ 1,671*	*$ (392)*			

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 August 31, 2019

ORG/ OBJECT	DESCRIPTION	2019 BUDGET	MONTH 2019	MONTH 2018	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2019	YEAR-TO-DATE 2018	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5500	**VILLAGE LINKS REVENUES:**									
440550	Green Fees	$ 1,850,000	$ 310,676	$ 291,845	$ 18,831	6%	$ 1,254,328	$ 1,198,402	$ 55,926	5%
440554	Pro Shop - Sales	180,000	23,782	25,808	(2,025)	-8%	110,232	127,568	(17,336)	-14%
440555	Motor Carts	525,000	92,670	86,765	5,905	7%	342,274	348,703	(6,429)	-2%
440556	Driving Range	280,000	46,133	49,420	(3,287)	-7%	210,408	210,839	(431)	0%
440557	Resident Cards	32,000	1,000	690	310	45%	30,950	31,190	(240)	-1%
460100	Investment Income	17,000	595	1,199	(605)	-50%	7,649	10,873	(3,224)	-30%
489000	Miscellaneous Revenue	109,000	9,341	7,526	1,815	24%	96,095	73,840	22,255	30%
489100	Miscellaneous - Over/Short	-	15	31	(16)	-52%	(40)	173	(214)	-123%
	Total Revenues	**$ 2,993,000**	**$ 484,212**	**$ 463,284**	**$ 20,928**	**5%**	**$ 2,051,896**	**$ 2,001,588**	**$ 50,307**	**3%**
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	$ 135,000	$ 16,492	$ 21,155	$ (4,663)	-22%	$ 79,198	$ 94,957	$ (15,759)	-17%
	Total Cost of Goods Sold	**$ 135,000**	**$ 16,492**	**$ 21,155**	**$ (4,663)**	**-22%**	**$ 79,198**	**$ 94,957**	**$ (15,759)**	**-17%**
	Gross Profit	**$ 2,858,000**	**$ 467,720**	**$ 442,129**	**$ 25,591**	**6%**	**$ 1,972,698**	**$ 1,906,632**	**$ 66,066**	**3%**
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 870,950	$ 108,000	$ 107,659	$ 341	0%	$ 549,130	$ 540,239	$ 8,890	2%
510120	Salaries - Non-Pensionable	219,010	53,629	47,610	6,019	13%	169,686	132,605	37,081	28%
510200	Salaries - Overtime	6,000	1,518	1,690	(172)	-10%	4,579	4,674	(95)	-2%
510400	FICA Taxes	83,886	12,230	11,823	407	3%	54,327	50,875	3,452	7%
510500	IMRF	62,314	7,545	10,425	(2,880)	-28%	38,292	52,314	(14,022)	-27%
590600	Health Insurance	95,150	14,956	12,235	2,721	22%	76,843	72,216	4,627	6%
52XXXX	Contractual Services	595,447	61,900	65,753	(3,853)	-6%	421,764	468,652	(46,888)	-10%
53XXXX	Commodities	308,300	24,976	10,915	14,061	129%	223,057	227,959	(4,902)	-2%
	Total Operating Expenses	**$ 2,241,057**	**$ 284,753**	**$ 268,109**	**$ 16,644**	**6%**	**$ 1,537,678**	**$ 1,549,534**	**$ (11,856)**	**-1%**
	Operating Income	**$ 616,943**	**$ 182,967**	**$ 174,020**	**$ 8,947**	**5%**	**$ 435,020**	**$ 357,097**	**$ 77,922**	**22%**
	Operating Income Percentage	**21%**	**38%**	**38%**			**21%**	**18%**		

KEY METRICS

	Goal	*Month 2019*	*Month 2018*	*Month Diff*	*YTD 2019*	*YTD 2018*	*YTD Diff*
Rounds Played	*72,000*	*11,969*	*11,145*	*824*	*47,327*	*46,934*	*393*
Revenue Per Round	*$ 41.57*	*$ 40.46*	*$ 41.57*	*$ (1.11)*	*$ 43.36*	*$ 42.65*	*$ 0.71*
Resident Cards Sold	*N/A*	*52*	*42*	*10*	*2,447*	*2,561*	*(114)*
Cost of Goods Sold % - Pro Shop	*75%*	*69%*	*82%*	*-13%*	*72%*	*74%*	*-3%*
Personnel Expenses as % of Sales	*45%*	*41%*	*41%*	*0%*	*44%*	*43%*	*1%*

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 August 31, 2019

ORG/ OBJECT	DESCRIPTION	2019 BUDGET	MONTH 2019	MONTH 2018	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2019	YEAR-TO-DATE 2018	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:									
	Handicaps		$ 120	$ 290	$ (170)		$ 37,455	$ 25,215	$ 12,240	
	Hand Cart Rentals		3,839	3,560	279		18,303	15,354	2,949	
	Adult & Junior Golf Lessons		2,680	392	2,288		24,701	12,681	12,020	
	Golf Club Rentals		1,310	1,560	(250)		3,490	4,360	(870)	
	Golf Club Repairs		393	419	(26)		3,132	4,324	(1,192)	
	Locker Rentals		-	-	-		3,200	3,360	(160)	
	Illinois Sales Tax (1.75%)		463	441	22		2,170	2,013	157	
	Glen Ellyn Food & Beverage Tax (1%)		47	-	47		77	-	77	
	Memorial Tree Donations		-	-	-		500	250	250	
	Caddie Equipment		-	-	-		-	150	(150)	
	FootGolf Ball Rentals		110	60	50		215	235	(20)	
	ATM Machine Commission		54	51	3		127	135	(8)	
	Misc./Misc.		325	752	(427)		2,725	5,762	(3,038)	
	Total	$ 109,000	$ 9,341	$ 7,526	$ 1,815		$ 96,095	$ 73,840	$ 22,255	

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

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

ORG/ OBJECT	DESCRIPTION	2019 BUDGET	MONTH 2019	MONTH 2018	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2019	YEAR-TO-DATE 2018	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5520	**RESERVE 22 REVENUES:**									
441100	Food	$ 1,450,000	$ 181,013	$ 172,165	$ 8,848	5%	$ 1,024,691	$ 979,508	$ 45,183	5%
441101	Liquor	260,000	32,606	39,101	(6,496)	-17%	169,385	183,116	(13,731)	-7%
441102	Beer	465,000	71,295	60,382	10,913	18%	355,271	321,410	33,860	11%
441103	Wine	215,000	26,524	22,422	4,102	18%	151,286	141,773	9,512	7%
441104	NA Beverages	95,000	14,180	13,999	181	1%	60,136	66,189	(6,053)	-9%
441106	Room Charges	1,500	250	2,000	(1,750)	-88%	3,850	3,100	750	24%
441107	Service Charges	137,000	11,479	15,451	(3,972)	-26%	85,082	89,291	(4,209)	-5%
489000	Miscellaneous Revenue	100	41	(11)	51	-481%	3,585	45	3,539	7785%
	Total Revenues	**$ 2,623,600**	**$ 337,387**	**$ 325,509**	**$ 11,878**	**4%**	**$ 1,853,285**	**$ 1,784,433**	**$ 68,852**	**4%**
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	$ 119,080	$ 17,016	$ 20,338	$ (3,322)	-16%	$ 77,879	$ 82,858	$ (4,979)	-6%
530401	Cost of Goods Sold - Wine	61,360	15,558	10,930	4,628	42%	47,793	44,764	3,029	7%
530402	Cost of Goods Sold - Liquor	50,400	13,946	12,702	1,244	10%	40,305	43,397	(3,091)	-7%
530405	Cost of Goods Sold - NA Beverages	27,600	7,202	7,400	(198)	-3%	34,878	25,961	8,917	34%
530420	Cost of Goods Sold - Food	460,800	80,811	69,569	11,242	16%	367,653	367,309	344	0%
	Total Cost of Goods Sold	**$ 719,240**	**$ 134,533**	**$ 120,939**	**$ 13,595**	**11%**	**$ 568,509**	**$ 564,288**	**$ 4,221**	**1%**
	Gross Profit	**$ 1,904,360**	**$ 202,854**	**$ 204,571**	**$ (1,716)**	**-1%**	**$ 1,284,775**	**$ 1,220,145**	**$ 64,630**	**5%**
	Gross Profit Percentage	**73%**	**60%**	**63%**			**69%**	**68%**		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 629,440	$ 86,714	$ 78,599	$ 8,115	10%	$ 432,084	$ 434,664	$ (2,581)	-1%
510120	Salaries - Non-Pensionable	370,000	69,593	79,321	(9,728)	-12%	297,357	328,862	(31,505)	-10%
510200	Salaries - Overtime	6,000	5,488	1,777	3,711	209%	13,463	6,940	6,523	94%
510399	Tips Paid Through Payroll	-	1,846	(92)	1,938	-2097%	2,404	1,947	457	23%
510400	FICA Taxes	95,662	16,568	16,026	543	3%	72,061	73,300	(1,238)	-2%
510500	IMRF	45,114	7,386	8,564	(1,178)	-14%	34,883	46,822	(11,939)	-25%
590600	Health Insurance	86,000	7,316	11,221	(3,904)	-35%	53,621	52,471	1,151	2%
52XXXX	Contractual Services	201,189	22,511	17,702	4,809	27%	128,303	127,547	756	1%
53XXXX	Commodities	123,300	28,589	19,905	8,684	44%	123,357	99,778	23,579	24%
	Total Operating Expenses	**$ 1,556,705**	**$ 246,012**	**$ 233,022**	**$ 12,990**	**6%**	**$ 1,157,534**	**$ 1,172,331**	**$ (14,798)**	**-1%**
	Operating Income (Loss)	**$ 347,655**	**$ (43,157)**	**$ (28,451)**	**$ (14,706)**	**52%**	**$ 127,242**	**$ 47,814**	**$ 79,428**	**166%**
	Operating Income (Loss) Percentage	**13%**	**-13%**	**-9%**			**7%**	**3%**		

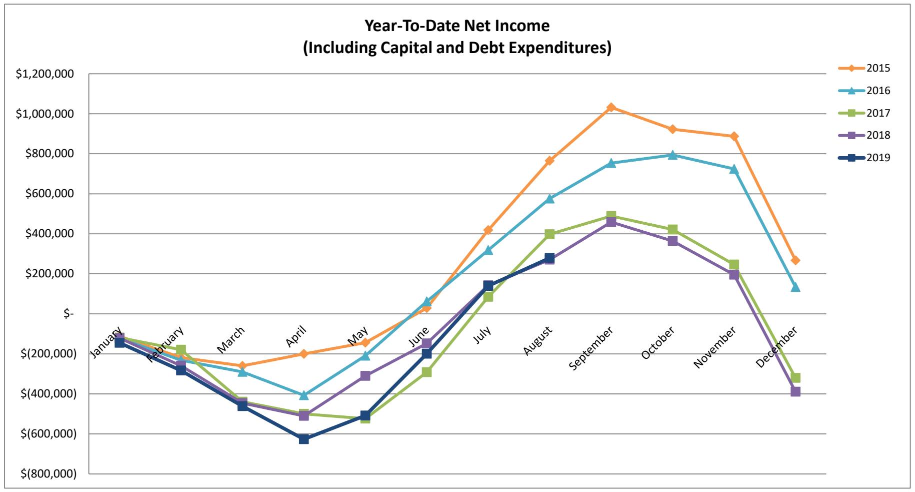
VILLAGE LINKS
GLEN ELLYN

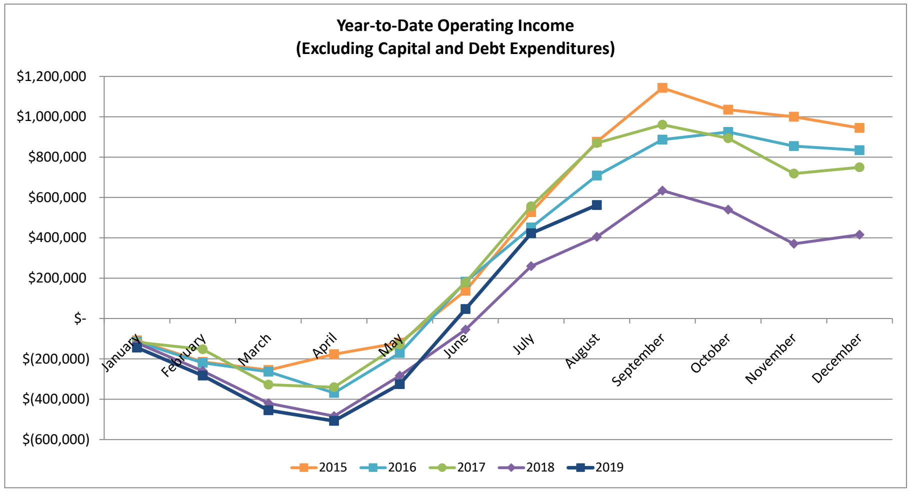
RESERVE
22
TWENTY-TWO

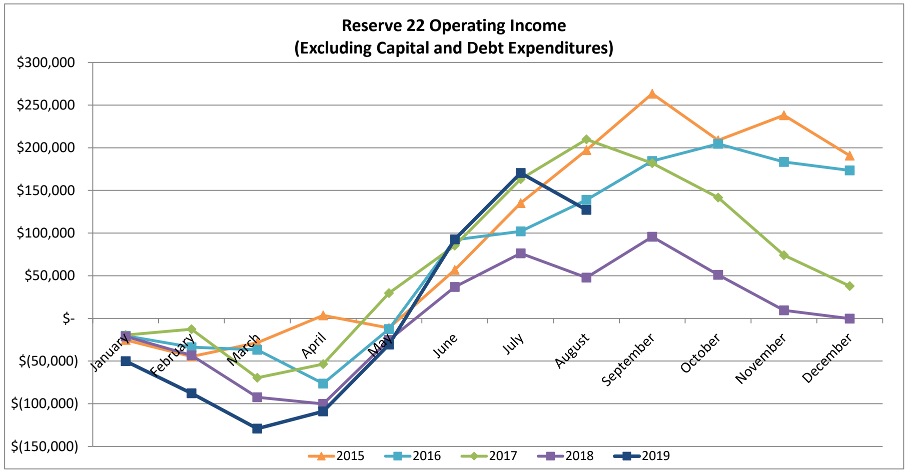
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of August 31, 2019

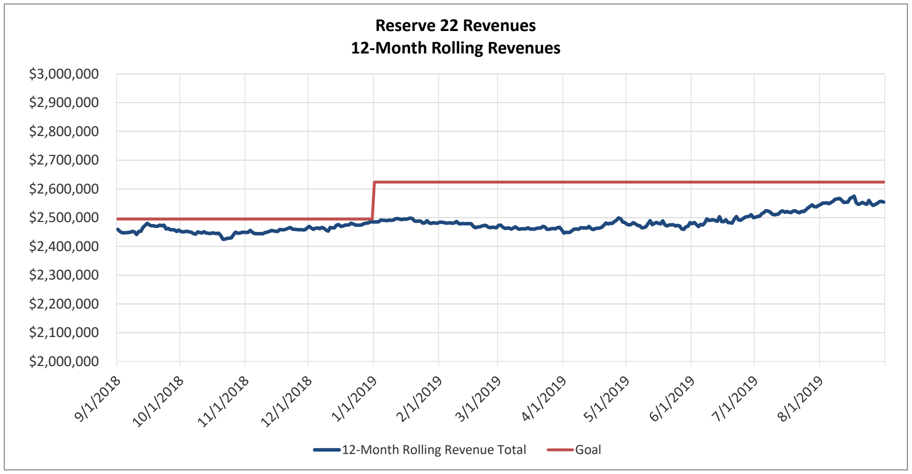
ORG/ OBJECT	DESCRIPTION	2019 BUDGET	MONTH 2019	MONTH 2018	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2019	YEAR-TO-DATE 2018	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	KEY METRICS									
		Goal								
	Revenue Source:									
	Restaurant/Bar	*N/A*	*$ 230,333*	*$ 214,708*	*$ 15,624*	*7%*	*$ 1,189,936*	*$ 1,158,308*	*$ 31,629*	*3%*
	Banquets	*N/A*	*66,874*	*81,598*	*(14,724)*	*-18%*	*512,199*	*501,094*	*11,105*	*2%*
	Other	*N/A*	*40,181*	*29,203*	*10,978*	*38%*	*151,149*	*125,031*	*26,118*	*21%*
	Total	*$ 2,623,600*	*$ 337,387*	*$ 325,509*	*$ 11,878*	*4%*	*$ 1,853,285*	*$ 1,784,433*	*$ 68,852*	*4%*
	Reserve 22 Revenues (Last 12 Months)	*$ 2,623,600*					*$ 2,554,077*	*$ 2,468,128*	*$ 85,950*	*3%*
	Reserve 22 Expenses (Last 12 Months)	*$ 2,275,945*					*$ 2,474,869*	*$ 2,592,186*	*$ (117,316)*	*-5%*
	# Guest Checks (Restaurant/Bar)	*N/A*	*6,750*	*7,324*	*(574)*		*35,630*	*39,159*	*(3,529)*	
	Revenue Per Guest Check	*N/A*	*$ 34.12*	*$ 29.32*	*$ 4.81*		*$ 33.40*	*$ 29.58*	*$ 3.82*	
	# Guests (Restaurant/Bar)	*N/A*	*11,507*	*12,112*	*(605)*		*61,133*	*67,257*	*(6,124)*	
	Average Guest Spend	*N/A*	*$ 20.02*	*$ 17.73*	*$ 2.29*		*$ 19.46*	*$ 17.22*	*$ 2.24*	
	Cost of Goods Sold %	*27%*	*40%*	*37%*	*3%*		*31%*	*32%*	*-1%*	
	Cost of Goods Sold % (By Category):									
	Cost of Goods Sold - Beer	*26%*	*24%*	*34%*	*-10%*		*22%*	*26%*	*-4%*	
	Cost of Goods Sold - Wine	*29%*	*59%*	*49%*	*10%*		*32%*	*32%*	*0%*	
	Cost of Goods Sold - Liquor	*19%*	*43%*	*32%*	*10%*		*24%*	*24%*	*0%*	
	Cost of Goods Sold - NA Beverages	*29%*	*51%*	*53%*	*-2%*		*58%*	*39%*	*19%*	
	Cost of Goods Sold - Food	*32%*	*45%*	*40%*	*4%*		*36%*	*37%*	*-2%*	
	Personnel Expenses as % of Sales	*47%*	*56%*	*60%*	*-4%*		*48%*	*53%*	*-5%*	
	Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	*74%*	*97%*	*97%*	*0%*		*79%*	*84%*	*-5%*	

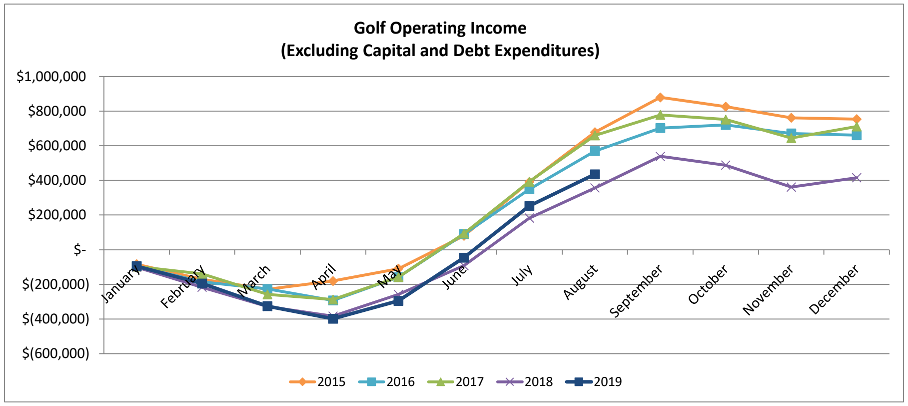
Village Links / Reserve 22
Dashboard Financial Report
As of August 31, 2019

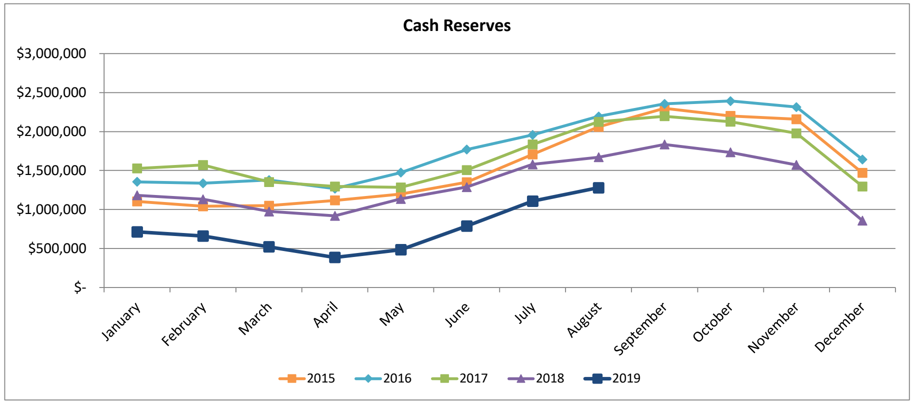












Recreation Commission
Village Links/Reserve 22
Glen Ellyn, IL 60137

Meeting: 09/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4161) DOC ID: 4161

Village Links/Reserve 22 - Operating Profits & Cash Reserves

Please see attached report.

ATTACHMENTS:

- COHScenarios08192 (PDF)

VILLAGE LINKS / RESERVE 22

OPERATING PROFITS HISTORY

= 3 pay pds

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	D
2014	(118,949)	(101,644)	(94,893)	27,332	45,807	252,752	287,280	255,037	294,214	(139,659)	(154,412)	(39,45
2015	(108,349)	(107,017)	(40,284)	78,571	56,800	257,310	390,227	348,416	267,023	(108,036)	(34,661)	(93,70
2016	(115,001)	(104,968)	(43,888)	(104,943)	197,835	353,418	268,567	257,220	178,460	37,805	(69,848)	(20,56
2017	(117,225)	(35,354)	(174,979)	(14,117)	212,398	307,073	377,487	313,199	90,918	(67,235)	(174,683)	29,78
2018	(121,170)	(138,361)	(160,474)	(63,655)	200,308	228,511	314,318	145,569	229,186	(94,659)	(168,730)	45,04
2019	(144,614)	(138,320)	(171,958)	(52,631)	181,819	372,689	339,066	139,811				

PREDICTED CASH RESERVES

	ACTUAL 2019 AUG	2019 SEP	2019 OCT	2019 NOV	2019 DEC	2020 JAN	2020 FEB	2020 MAR	2020 APR	2020 MAY	2020 JUN	20 J
'19-20 Avg	1,278,400	1,541,874	1,500,511	1,380,045	715,142	519,257	414,980	355,292	350,392	548,482	843,774	1,038,2
'19-20 Best	1,278,400	1,572,614	1,610,419	1,575,758	971,677	788,328	752,974	712,690	791,261	1,003,659	1,376,348	1,631,5
'19-20 Worst	1,278,400	1,507,586	1,412,927	1,238,244	495,416	275,802	137,441	42,548	(21,107)	160,712	389,222	522,7

Assumptions:

We continue to operate the same way, with no adjustments in operations

We have no Capital Expenses JAN-JUL 2020

We only spend **budgeted** Capital, with no "emergencies"

We have paid $233,914 in budgeted Caps to date

OPERATING PROFITS HISTORY

	2014	2015	2016	2017	2018	Best
Jun - Dec	2	2	1	1	1	1,231,612

Current (May)	(325,704)
Debt	(658,070)
Caps	(274,000)
Caps Executed	182,493
Break Even	**1,075,281**

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

Meeting: 09/26/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4160) DOC ID: 4160

Village Links/Reserve 22 - 2020 Annual Budget (Preliminary)

Please see attached 2020 Annual Budget and Budget Narrative (preliminary).

ATTACHMENTS:

- Village Links - 2020 Annual Budget (PDF)
- 2020 Budget Narrative (PDF)

PROJECTION: 2020 2020 ANNUAL BUDGET FOR PERIOD 99

ACCOUNTS FOR:

VILLAGE LINKS / RESERVE 22			2018 ACTUAL	2019 ORIG BUD	2019 REVISED BUD	2019 ACTUAL	2019 PROJECTION	2020 Department	COMMENT
5500	VILLAGE LINKS REVENUES								
5500	440550	GREEN FEES	-1,696,255.54	-1,850,000.00	-1,850,000.00	-1,422,046.17	-1,718,592.00	-1,850,000.00	________
5500	440554	PRO SHOP	-164,447.15	-180,000.00	-180,000.00	-123,595.46	-155,950.00	-180,000.00	________
5500	440555	CARTS	-458,277.36	-525,000.00	-525,000.00	-389,815.02	-478,664.00	-525,000.00	________
5500	440556	DRIVING	-253,693.80	-280,000.00	-280,000.00	-232,511.42	-259,775.00	-285,000.00	________
5500	440557	RES CARD	-31,340.00	-32,000.00	-32,000.00	-31,030.00	-31,060.00	-32,000.00	________
5500	460100	INTEREST	-18,943.50	-17,000.00	-17,000.00	-7,648.96	-11,100.00	-13,200.00	________
5500	489000	MISC	-84,595.57	-109,000.00	-109,000.00	-99,688.82	-105,000.00	-112,500.00	________
5500	489100	OVER/SHORT	115.21	.00	.00	16.88	.00	.00	________
5500	489200	G/L FIX AS	-1,000.00	.00	.00	.00	.00	.00	________
TOTAL VILLAGE LINKS REVENUES			-2,708,437.71	-2,993,000.00	-2,993,000.00	-2,306,318.97	-2,760,141.00	-2,997,700.00	________
5520	RESERVE 22 REVENUES								
5520	441100	FOOD	-1,366,812.11	-1,450,000.00	-1,450,000.00	-1,116,589.02	-1,427,216.00	-1,500,000.00	________
5520	441101	LIQUOR	-260,836.39	-260,000.00	-260,000.00	-188,265.13	-230,678.00	-260,000.00	________
5520	441102	BEER	-430,715.20	-465,000.00	-465,000.00	-393,177.40	-483,626.00	-485,000.00	________
5520	441103	WINE	-202,376.62	-215,000.00	-215,000.00	-164,382.90	-216,003.00	-235,000.00	________
5520	441104	NABEVERAGE	-83,350.90	-95,000.00	-95,000.00	-69,719.48	-69,216.00	-85,000.00	________
5520	441106	ROOM	-4,100.00	-1,500.00	-1,500.00	-3,925.00	-4,000.00	-4,000.00	________
5520	441107	SERV CHG	-136,978.95	-137,000.00	-137,000.00	-93,944.50	-140,000.00	-160,000.00	________
5520	441108	TIPS	-10.00	.00	.00	4.00	.00	.00	________
5520	489000	MISC	-45.46	-100.00	-100.00	-3,584.53	-4,000.00	-4,000.00	________
TOTAL RESERVE 22 REVENUES			-2,485,225.63	-2,623,600.00	-2,623,600.00	-2,033,583.96	-2,574,739.00	-2,733,000.00	________
55700	ADMINISTRATION								
55700	510100	SAL PEN	117,438.25	118,800.00	118,800.00	91,648.20	133,125.00	157,165.00	________
55700	510120	SAL NONPEN	19,116.73	32,760.00	32,760.00	20,675.20	20,675.00	.00	________
55700	510400	FICA TAXES	10,088.71	11,623.00	11,623.00	8,406.06	11,766.00	12,023.00	________
55700	510500	IMRF ER	10,994.10	8,521.00	8,521.00	6,337.98	9,518.00	14,286.00	________
55700	520600	DUES/SUBSC	13,675.52	11,000.00	11,000.00	9,553.68	14,200.00	10,250.00	________
55700	520615	RECRUITNG	363.49	.00	.00	.00	.00	.00	________
55700	520620	EMPL ED	.00	500.00	500.00	281.02	281.00	500.00	________
55700	520625	TRAVEL	9.79	.00	.00	.00	.00	.00	________
55700	520630	ST UNEMPLO	2,306.00	1,900.00	1,900.00	548.00	548.00	.00	________
55700	520855	PAY AGENT	1,352.50	1,253.00	1,253.00	.00	1,253.00	1,253.00	________
55700	521055	PROF SVC	4,387.16	5,000.00	5,000.00	1,010.15	3,158.00	5,000.00	________
55700	530100	OFF SUPL	8,677.03	6,900.00	6,900.00	5,900.04	7,250.00	6,700.00	________
55700	540000	DEPR/AMTZ	373,651.70	.00	.00	.00	.00	.00	________
55700	540100	Amort	-1,547.04	.00	.00	.00	.00	.00	________
55700	551000	2010R PRIN	.00	305,000.00	305,000.00	.00	305,000.00	315,000.00	________

PROJECTION: 2020 2020 ANNUAL BUDGET **FOR PERIOD 99**

ACCOUNTS FOR:

VILLAGE LINKS / RESERVE 22			2018 ACTUAL	2019 ORIG BUD	2019 REVISED BUD	2019 ACTUAL	2019 PROJECTION	2020 Department	COMMENT
55700	551005	2010R INT	48,967.50	39,542.00	39,542.00	19,771.25	39,542.00	28,868.00	________
55700	551130	2012 GO PR	.00	235,000.00	235,000.00	.00	235,000.00	240,000.00	________
55700	551135	2012 GO IN	83,127.50	78,528.00	78,528.00	39,263.75	78,528.00	73,828.00	________
55700	570100	BUILDINGS	52,927.00	40,000.00	30,423.00	.00	.00	40,000.00	________
55700	570155	VEHICLES	.00	.00	.00	.00	.00	64,000.00	________
55700	580100	CAP IMP	.00	.00	.00	34,490.00	34,490.00	.00	________
55700	580110	EQUIPMENT	-18,355.70	234,000.00	292,787.25	216,403.41	216,403.00	88,000.00	________
55700	590120	ACCY SERV	110,000.00	120,000.00	120,000.00	80,000.00	120,000.00	150,000.00	________
55700	590600	TFR HEALTH	16,567.59	15,400.00	15,400.00	12,115.77	16,690.00	17,300.00	________
55700	590610	GENRL INS	69,200.00	77,400.00	77,400.00	51,600.00	77,400.00	83,500.00	________
TOTAL ADMINISTRATION			922,947.83	1,343,127.00	1,392,337.25	598,004.51	1,324,827.00	1,307,673.00	________
55705	MECH MAINT - ADMIN								
55705	520975	MT-EQUIP	.00	1,000.00	1,000.00	.00	1,000.00	1,000.00	________
TOTAL MECH MAINT - ADMIN			.00	1,000.00	1,000.00	.00	1,000.00	1,000.00	________
55710	GOLF COURSE MAINTENANCE								
55710	510100	SAL PEN	331,902.44	370,000.00	370,000.00	245,919.28	340,000.00	360,000.00	________
55710	510120	SAL NONPEN	41,362.22	63,000.00	63,000.00	44,547.72	45,000.00	41,200.00	________
55710	510200	OVERTIME	337.35	2,500.00	2,500.00	473.10	1,000.00	1,000.00	________
55710	510400	FICA TAXES	28,414.93	33,316.00	33,316.00	22,068.32	29,529.00	30,768.00	________
55710	510500	IMRF ER	32,115.21	26,455.00	26,455.00	17,313.07	24,668.00	32,724.00	________
55710	520600	DUES/SUBSC	1,599.95	1,500.00	1,500.00	1,754.95	2,000.00	1,830.00	________
55710	520615	RECRUITNG	715.92	500.00	500.00	1,107.50	1,108.00	1,000.00	________
55710	520620	EMPL ED	300.00	1,000.00	1,000.00	482.16	1,000.00	1,000.00	________
55710	520630	ST UNEMPLO	15,893.00	12,000.00	12,000.00	15,731.00	15,731.00	18,000.00	________
55710	520970	MAINT-B&G	12,200.87	10,000.00	10,000.00	6,551.62	6,552.00	10,000.00	________
55710	520980	MT-IRRIG	21,003.84	20,000.00	20,000.00	2,528.61	5,717.00	14,000.00	________
55710	521055	PROF SVC	2,880.00	2,880.00	2,880.00	2,160.00	2,880.00	3,000.00	________
55710	521195	TELECOM	2,312.59	2,000.00	2,000.00	1,813.65	2,000.00	2,000.00	________
55710	521200	UTILITIES	37,918.07	28,000.00	28,000.00	25,583.92	27,000.00	27,000.00	________
55710	530105	OPER SUPL	29,613.74	30,000.00	30,000.00	17,523.60	30,000.00	30,000.00	________
55710	530300	GAS OIL	19,395.15	25,000.00	25,000.00	11,334.64	20,000.00	25,000.00	________
55710	530415	FERTILIZER	17,910.00	40,000.00	40,000.00	8,022.00	20,000.00	30,000.00	________
55710	530425	LNDSCP SUP	17,047.66	25,000.00	25,000.00	16,114.64	18,000.00	22,000.00	________
55710	530435	SOD	19,613.43	25,000.00	25,000.00	13,227.54	22,000.00	25,000.00	________
55710	530440	PESTCDS	77,823.64	80,000.00	80,000.00	84,205.28	85,000.00	80,000.00	________
55710	530445	UNIFORMS	1,824.04	2,500.00	2,500.00	1,679.65	2,000.00	2,000.00	________
55710	590600	TFR HEALTH	31,944.51	35,300.00	35,300.00	28,366.38	46,425.00	63,300.00	________
TOTAL GOLF COURSE MAINTENANC			744,128.56	835,951.00	835,951.00	568,508.63	747,610.00	820,822.00	________
55715	MECH MAINT - GROUNDS								
55715	510100	SAL PEN	67,278.73	61,650.00	61,650.00	46,059.29	62,000.00	64,000.00	________

PROJECTION: 2020 2020 ANNUAL BUDGET FOR PERIOD 99

ACCOUNTS FOR:

VILLAGE LINKS / RESERVE 22			2018 ACTUAL	2019 ORIG BUD	2019 REVISED BUD	2019 ACTUAL	2019 PROJECTION	2020 Department	COMMENT
55715	510400	FICA TAXES	4,931.26	4,728.00	4,728.00	3,378.66	4,743.00	4,896.00	
55715	510500	IMRF ER	6,269.44	4,419.00	4,419.00	3,157.76	4,433.00	5,818.00	
55715	520970	MAINT-B&G	.00	2,000.00	2,000.00	.00	1,000.00	1,000.00	
55715	520975	MT-EQUIP	66,292.49	43,000.00	43,000.00	26,110.58	40,000.00	48,000.00	
55715	530105	OPER SUPL	14,195.17	10,000.00	10,000.00	10,158.74	10,200.00	11,000.00	
55715	590600	TFR HEALTH	11,586.52	5,100.00	5,100.00	8,143.41	9,000.00	5,800.00	
TOTAL MECH MAINT - GROUNDS			170,553.61	130,897.00	130,897.00	97,008.44	131,376.00	140,514.00	
55720	GOLF SERVICES								
55720	510100	SAL PEN	239,636.04	266,000.00	266,000.00	165,927.28	240,000.00	265,000.00	
55720	510120	SAL NONPEN	92,990.74	92,000.00	92,000.00	91,114.53	96,000.00	95,000.00	
55720	510200	OVERTIME	4,886.41	3,500.00	3,500.00	4,226.82	4,500.00	3,500.00	
55720	510400	FICA TAXES	24,882.05	27,655.00	27,655.00	19,510.83	25,972.00	27,808.00	
55720	510500	IMRF ER	22,592.98	19,019.00	19,019.00	11,554.08	17,160.00	24,089.00	
55720	520600	DUES/SUBSC	25,343.62	38,634.00	23,623.96	44,874.24	44,164.00	38,899.00	
55720	520615	RECRUITNG	2,055.29	1,200.00	1,200.00	2,165.50	2,500.00	2,000.00	
55720	520620	EMPL ED	.00	4,400.00	4,400.00	45.00	45.00	2,200.00	
55720	520625	TRAVEL	.00	.00	.00	69.92	.00	.00	
55720	520630	ST UNEMPLO	4,425.00	5,000.00	5,000.00	6,128.00	6,128.00	6,000.00	
55720	520810	CR CARD	51,319.41	51,280.00	51,280.00	28,878.70	30,000.00	51,400.00	
55720	520900	POSTAGE	2,358.34	2,600.00	2,600.00	1,463.24	1,500.00	1,600.00	
55720	520903	MARKETING	53,211.57	36,000.00	36,000.00	34,535.51	35,000.00	36,000.00	
55720	520905	PRINTING	3,250.56	4,800.00	4,800.00	2,215.00	2,750.00	2,000.00	
55720	520940	CLUB REPR	6,521.43	3,500.00	3,500.00	.00	1,000.00	3,500.00	
55720	520950	HANDICAP	21,340.00	30,000.00	30,000.00	28,050.00	28,050.00	30,000.00	
55720	521055	PROF SVC	6,578.54	7,380.00	7,380.00	5,899.55	6,850.00	7,380.00	
55720	521195	TELECOM	7,046.02	8,000.00	8,000.00	6,148.08	8,900.00	9,000.00	
55720	521200	UTILITIES	39,339.52	35,000.00	35,000.00	23,522.58	33,000.00	33,000.00	
55720	530105	OPER SUPL	68,709.57	44,400.00	44,400.00	51,798.61	54,000.00	44,000.00	
55720	530445	UNIFORMS	3,634.77	4,000.00	4,000.00	3,689.49	4,000.00	4,000.00	
55720	590600	TFR HEALTH	37,113.26	33,000.00	33,000.00	27,213.23	37,465.00	38,800.00	
TOTAL GOLF SERVICES			717,235.12	717,368.00	702,357.96	559,030.19	678,984.00	725,176.00	
55725	MECH MAINT - CLUBHOUSE								
55725	510100	SAL PEN	2,672.08	2,500.00	2,500.00	1,997.50	2,500.00	2,500.00	
55725	510400	FICA TAXES	201.24	191.00	191.00	150.46	191.00	191.00	
55725	510500	IMRF ER	256.71	179.00	179.00	140.60	179.00	227.00	
55725	520970	MAINT-B&G	651.30	1,000.00	1,000.00	3,831.01	3,500.00	1,000.00	
55725	520975	MT-EQUIP	1,654.03	1,000.00	1,000.00	701.46	1,000.00	1,000.00	
55725	590600	TFR HEALTH	454.87	450.00	450.00	332.68	460.00	475.00	
TOTAL MECH MAINT - CLUBHOUSE			5,890.23	5,320.00	5,320.00	7,153.71	7,830.00	5,393.00	
55730	RESERVE 22								
55730	510100	SAL PEN	650,921.17	629,440.00	629,440.00	458,812.56	635,000.00	640,000.00	

PROJECTION: 2020 2020 ANNUAL BUDGET FOR PERIOD 99

ACCOUNTS FOR:

VILLAGE LINKS / RESERVE 22			2018 ACTUAL	2019 ORIG BUD	2019 REVISED BUD	2019 ACTUAL	2019 PROJECTION	2020 Department	COMMENT
55730	510120	SAL NONPEN	453,613.73	370,000.00	370,000.00	314,694.09	455,000.00	465,000.00	________
55730	510200	OVERTIME	8,650.19	6,000.00	6,000.00	14,885.46	14,886.00	5,000.00	________
55730	510399	TIPSPAYROL	-1,051.69	.00	.00	1,652.21	.00	.00	________
55730	510400	FICA TAXES	103,757.14	95,662.00	95,662.00	76,779.52	114,908.00	115,440.00	________
55730	510500	IMRF ER	68,239.15	45,114.00	45,114.00	37,218.47	45,403.00	58,176.00	________
55730	520600	DUES/SUBSC	14,036.61	12,500.00	12,500.00	12,410.50	13,800.00	12,300.00	________
55730	520615	RECRUITNG	9,442.81	5,000.00	5,000.00	5,183.45	6,500.00	5,000.00	________
55730	520620	EMPL ED	.00	1,200.00	1,200.00	163.00	163.00	200.00	________
55730	520630	ST UNEMPLO	1,086.88	2,500.00	2,500.00	1,203.09	1,203.00	2,500.00	________
55730	520810	CR CARD	56,556.95	55,000.00	55,000.00	38,062.86	56,000.00	50,600.00	________
55730	520875	DEDUCTIBLE	2,089.00	2,089.00	2,089.00	2,149.00	2,149.00	2,149.00	________
55730	520900	POSTAGE	250.00	.00	.00	130.97	131.00	250.00	________
55730	520903	MARKETING	33,084.53	37,500.00	37,500.00	19,014.76	20,000.00	30,000.00	________
55730	520904	ENTERTAINM	4,100.00	7,500.00	7,500.00	1,400.00	2,000.00	2,000.00	________
55730	520905	PRINTING	.00	.00	.00	5.00	5.00	.00	________
55730	521055	PROF SVC	27,987.10	32,000.00	32,000.00	27,580.59	32,500.00	30,384.00	________
55730	521195	TELECOM	5,516.09	4,900.00	4,900.00	3,496.99	5,400.00	5,500.00	________
55730	521200	UTILITIES	37,255.03	41,000.00	41,000.00	27,148.71	37,500.00	38,000.00	________
55730	530105	OPER SUPL	87,054.09	75,500.00	75,500.00	58,952.80	80,000.00	78,000.00	________
55730	530400	COGSBEER	115,680.83	119,080.00	119,080.00	77,879.42	110,000.00	121,250.00	________
55730	530401	COGSWINE	65,332.72	61,360.00	61,360.00	47,793.02	60,000.00	68,150.00	________
55730	530402	COGSLIQUOR	62,114.22	50,400.00	50,400.00	40,305.43	60,000.00	46,800.00	________
55730	530405	NABEVERAGE	35,351.90	27,600.00	27,600.00	34,878.03	35,000.00	28,050.00	________
55730	530410	DRY GOODS	27,878.36	10,000.00	10,000.00	25,137.50	25,000.00	26,000.00	________
55730	530420	COGSFOOD	502,615.41	460,800.00	460,800.00	367,653.40	500,000.00	495,000.00	________
55730	530445	UNIFORMS	7,248.40	6,800.00	6,800.00	7,585.42	7,250.00	7,000.00	________
55730	530446	LINENS/REN	35,361.35	31,000.00	31,000.00	39,793.20	38,350.00	33,750.00	________
55730	590600	TFR HEALTH	82,392.35	86,000.00	86,000.00	56,070.37	73,135.00	86,200.00	________
TOTAL RESERVE 22			2,496,564.32	2,275,945.00	2,275,945.00	1,798,039.82	2,431,283.00	2,452,699.00	________
55735	MECH MAINT - FOOD SERVICES								
55735	510100	SAL PEN	6,226.73	7,500.00	7,500.00	4,115.97	6,500.00	6,500.00	________
55735	510400	FICA TAXES	454.40	574.00	574.00	303.13	497.00	497.00	________
55735	510500	IMRF ER	581.08	536.00	536.00	283.42	465.00	591.00	________
55735	520970	MAINT-B&G	2,137.52	2,500.00	2,500.00	2,975.17	2,500.00	2,500.00	________
55735	520975	MT-EQUIP	20,570.50	14,000.00	14,000.00	21,044.16	17,000.00	17,000.00	________
55735	530105	OPER SUPL	907.28	500.00	500.00	112.69	500.00	500.00	________
55735	590600	TFR HEALTH	1,437.94	900.00	900.00	822.90	1,080.00	1,000.00	________
TOTAL MECH MAINT - FOOD SERV			32,315.45	26,510.00	26,510.00	29,657.44	28,542.00	28,588.00	________
55740	STORMWATER MANAGEMENT								
55740	510100	SAL PEN	17,260.43	22,000.00	22,000.00	12,616.64	15,000.00	20,000.00	________

PROJECTION: 2020 2020 ANNUAL BUDGET **FOR PERIOD 99**

ACCOUNTS FOR:

VILLAGE LINKS / RESERVE 22			2018 ACTUAL	2019 ORIG BUD	2019 REVISED BUD	2019 ACTUAL	2019 PROJECTION	2020 Department	COMMENT
55740	510400	FICA TAXES	1,317.33	1,683.00	1,683.00	946.01	1,148.00	1,530.00	________
55740	510500	IMRF ER	1,699.53	1,573.00	1,573.00	884.16	1,073.00	1,818.00	________
55740	530435	SOD	.00	5,000.00	5,000.00	347.59	348.00	5,000.00	________
55740	590600	TFR HEALTH	454.87	500.00	500.00	1,215.58	650.00	475.00	________
TOTAL STORMWATER MANAGEMENT			20,732.16	30,756.00	30,756.00	16,009.98	18,219.00	28,823.00	________
55750	PRO SHOP MERCHANDISE								
55750	510100	SAL PEN	17,669.24	18,100.00	18,100.00	13,208.39	18,100.00	18,600.00	________
55750	510400	FICA TAXES	1,273.05	1,388.00	1,388.00	952.79	1,385.00	1,423.00	________
55750	510500	IMRF ER	1,623.31	1,297.00	1,297.00	890.57	1,294.00	1,691.00	________
55750	520810	CR CARD	3,269.74	3,420.00	3,420.00	1,796.19	2,000.00	3,420.00	________
55750	520945	COGS	124,429.34	135,000.00	135,000.00	79,197.73	109,165.00	126,000.00	________
55750	521195	TELECOM	1,351.98	1,500.00	1,500.00	804.08	1,200.00	1,400.00	________
55750	530105	OPER SUPL	347.77	.00	.00	91.00	150.00	300.00	________
55750	590600	TFR HEALTH	4,114.92	3,700.00	3,700.00	3,020.26	4,160.00	4,400.00	________
TOTAL PRO SHOP MERCHANDISE			154,079.35	164,405.00	164,405.00	99,961.01	137,454.00	157,234.00	________
55755	MECH MAINT - PRO SHOP								
55755	520975	MT-EQUIP	.00	300.00	300.00	.00	.00	300.00	________
TOTAL MECH MAINT - PRO SHOP			.00	300.00	300.00	.00	.00	300.00	________
55780	MOTORIZED CARTS								
55780	510120	SAL NONPEN	30,473.90	31,250.00	31,250.00	22,787.84	29,700.00	32,000.00	________
55780	510200	OVERTIME	92.07	.00	.00	301.08	301.00	.00	________
55780	510400	FICA TAXES	2,338.29	2,391.00	2,391.00	1,766.40	2,295.00	2,448.00	________
55780	530300	GAS OIL	9,264.11	10,000.00	10,000.00	6,251.44	9,000.00	9,000.00	________
TOTAL MOTORIZED CARTS			42,168.37	43,641.00	43,641.00	31,106.76	41,296.00	43,448.00	________
55785	MECH MAINT - MOTORIZED CARTS								
55785	510100	SAL PEN	4,064.79	4,400.00	4,400.00	3,038.75	4,400.00	4,500.00	________
55785	510400	FICA TAXES	298.41	337.00	337.00	223.22	337.00	344.00	________
55785	510500	IMRF ER	380.47	315.00	315.00	208.79	315.00	409.00	________
55785	520975	MT-EQUIP	3,815.83	3,000.00	3,000.00	1,271.50	3,000.00	3,000.00	________
55785	590600	TFR HEALTH	806.70	800.00	800.00	587.88	805.00	825.00	________
TOTAL MECH MAINT - MOTORIZED			9,366.20	8,852.00	8,852.00	5,330.14	8,857.00	9,078.00	________
TOTAL VILLAGE LINKS / RESERV			122,317.86	-32,528.00	1,672.21	-530,092.30	222,398.00	-9,952.00	________
GRAND TOTAL			122,317.86	-32,528.00	1,672.21	-530,092.30	222,398.00	-9,952.00	________

** END OF REPORT - Generated by Ann Pedersen **

VILLAGE LINKS / RESERVE 22 – BUDGET

Facilities

The Village Links/Reserve 22 operates four facilities on 280 acres. These facilities are incorporated into a sophisticated storm water detention system that detains approximately 30% of Glen Ellyn's storm water and is a primary reason that the Village developed and operates these properties.

27-Hole Golf Course	
Village Links of Glen Ellyn	240 acres
Passive Use Parks	
Panfish Park	18 acres
Lambert Lake Nature Preserve	22 acres
Co-Op Park	1 acre

Village Green Park (35 acres of athletic fields) is owned by the Village. Since 2003, it has been operated by the Glen Ellyn Park District under a rolling 25-year lease. Village Green Park does not affect this budget.

Budget Organization

The Village Links/Reserve 22 has three operating divisions: Grounds, Golf, and Reserve 22. The budget is divided into nine accounting sections. Segregating expenditures by revenue center and by managerial responsibility allows us to monitor the financial performance of each revenue center and maintain managerial accountability for each line item.

Grounds Division
Division Head: Golf Course Superintendent

Responsible for Budget Sections:
55710 - Golf Course Grounds
55740 - Stormwater Management
557x5 - Mechanical Maintenance (equipment and buildings in all Divisions)

Golf Division
Division Head: Director of Golf

Responsible for Budget Sections:
55720 - Golf Services
55750 - Pro Shop Merchandise
55780 - Motorized Carts

Reserve 22 Division
Division Head: Food & Beverage Director

Responsible for Budget Section:
55730 – Reserve 22

Administration, 55700, includes line items not specific to an individual operating division, along with all capital expenditures and debt service.

Financial Overview

No tax dollars are used to maintain or operate Village Links/Reserve 22, Lambert Lake, or Panfish Park. The Village Links/Reserve 22 and Stormwater Management operate solely from user fees. Residents pay golf green fees at roughly a 35% discount off market prices.

Golf Course and restaurant profits are used to subsidize resident use of the golf course, parks maintenance and the maintenance and operation of the storm water detention system.

Financial Goals - Our financial goal is to operate at maximum profitability. More specifically, our short-term goal is to generate enough revenue to cover operating expenses, $658,000 per year in debt service, $150,000 per year in capital replacement, and maintain adequate cash reserves to buffer against the whims of a weather dependent seasonal business.

Another major goal is to provide significant resident green fee discounts. In 2019, residents will receive roughly $300,000 in discounts.

Debt Service - The fund is scheduled to make a $344,000 annual debt service payment to retire bonds issued to fund the 2004 golf course renovation. The final debt service payment for that bond issue is due in 2023.

The fund is also scheduled to make a $314,000 annual debt service payment to retire bonds issued to fund the 2013 expansion of the driving range, parking lot, and clubhouse. The final debt service payment for that bond issue is due in 2033.

The golf course has generated sufficient profits during every fiscal year of operation to fully cover all debt service. Year 2014 was the first full year of operations with the expanded clubhouse. As of now, estimated cash reserves of more than $1,278,000 will be available to cover any short falls, and to fund future capital projects. Cash reserves have accumulated from prior years' profits.

Profit - $7,016,000 in operating profits have been earned in the 14 years since the 2004 golf course renovation. Those profits were used to make $5,952,000 in debt service payments, reinvest $1,611,000 in routine capital equipment replacement, and maintain cash reserves for future capital replacement needs.

Revenue - Nationwide demand for golf weakened after September 11, 2001, and fell even more sharply following the 2008 recession. Rounds played and golf revenues were down slightly for 2018, as the poor spring and fall weather dampened golf enthusiasm. Restaurant revenue is steadily increasing year after year, but the relatively low margin of profit makes a smaller impact on the bottom line.

The number of golf rounds played at the Village Links and resulting revenues have varied widely in recent years. Weather is the main variable. A second straight year of unfavorable spring and fall conditions will hold revenues down.

Future golf revenues are uncertain. Golf demand is stagnant. Revenues are held down by significant price competition stemming from an excessive number of golf courses operating in the market. Most public courses in the market are not-for-profit, and they are subsidized by tax dollars.

The expanded food and beverage business has generated additional revenue, but much of this new revenue is offset by increased expenses. The track record of golf course food service operations in DuPage County is uneven, with virtually every golf course clubhouse requiring tax dollars to cover debt service.

Expenses - Cost containment efforts started in 2002 have allowed us to remain virtually flat in golf operations expenses from year to year. This containment of operating expense has kept the golf course profitable in spite of declining revenues. Most golf course operations will be asked to further reduce maintenance budgets in the upcoming years.

Year 2019 has been a good sixth full year of operations with the new restaurant, bar and banquet facility. Despite some unusual challenges, facility revenues have increased steadily. While golf revenues have been down for the period, food and beverage operations have shown moderate increases, most notably in the banquet business. We will continue to find ways to refine cost efficiency in Reserve 22, which will lead to maximization of profitability. We expect to be able to cover all expenses, including the 2013 portion of the debt service, without the use of tax dollars.

Summary - The Village Links/Reserve 22 is well positioned. The course is popular and has retained an active clientele. The physical plant and equipment are in generally good condition, and the facility improvements added in 2013 have been well received by our guests. With the addition of a Marketing Strategist, more prevalent brand recognition has had an impact on sales and profitability.

Storm Water Detention System

The Village Links is a golf course and a storm water detention system. Built in 1966 and expanded in 1973, the storm water detention system consists of 24 interconnected ponds: one pond at Lambert Lake, one at Panfish Park and 22 on the golf course. Rain water entering the system at the northwest portion of the system flows from pond to pond via a series of underground storm drain pipes for more than a mile before leaving the golf course for the DuPage River.

The storm water is slowed as it moves from pond to pond. Silt debris washed from streets and sidewalks settles in the ponds before it can pollute downstream rivers. The water stored in the detention ponds is used to irrigate the golf course. The golf course turf filters the mildly polluted storm run-off water, cleaning it before it replenishes the aquifers below.

Since 1966, Village Links' revenues have paid for the maintenance and operation of the storm water detention system. During the 2004 golf course renovation, $350,000 was spent on the main system, including pond expansion, silt removal, pipe replacement, and shoreline stabilization. In 2013, the capacity of the storm water detention system was increased to accommodate the expanded clubhouse. A pond was expanded, several acres of property were lowered, and new lake connector pipes were added at a cost of $200,000.

Shoreline Stabilization - The storm water detention system has 6.4 miles of shoreline. Wave erosion causes the lake banks to fall into the water, increasing the water surface and reducing the water depth. Shoreline stabilization efforts initiated in the 1970's and 2000's have been effective.

Shoreline - Village Links Ponds - 4.9 miles
Shoreline - Panfish Park Ponds - 1.0 mile
Shoreline - Lambert Lake - .5 mile

Total Shoreline	6.4 miles

Silt Removal - Silt removal is a potentially significant expense over the next 20 years. Disposal of detention pond silt is expensive because concentrations of metals and fuels dropped onto roads by vehicles require that it be treated as a hazardous material.

Drain Pipe Replacement - Many of the original corrugated metal pipes that connect the golf course ponds were replaced in 2003. The new drain pipes (concrete or composite plastic) should last indefinitely.

Control Structure Replacement - Three concrete control structures are in fair condition for their age and will not be prohibitively expensive to replace in another 20-30 years.

2019 REVIEW

Year 2019 is the sixth full season of operations in the new facility. We will be able to cover debt, execute some capital needs, but will likely need the use of some cash reserves, as we have committed significant dollars to equipment replacement.

Grounds (Golf Course Maintenance)

Following a wet and cool spring, in which we aerated greens for the second consecutive season, we began to see warming and drying out in July and August. Along with the sub-par weather, the aeration hampered already unreliable spring revenues. However, aggressive top-dressing and fungicide applications returned the golf course conditions to the fast, firm, and lush conditions our customers have come to expect.

Golf

Golf rounds have decreased significantly the past two seasons, mostly due to weather. Extensive golf programming, in the form of nightly golf leagues, junior and adult lesson programs, and a variety of public events, keeps the Village Links as one of the busiest golf facilities in the area. The expanded driving range has accommodated more patrons, as they appreciate the improved turf conditions. Driving range revenues have shown a slight increase, due to a minor fee increase.

Since we began accepting golf outings in 2008, our business and reputation have grown at a steady rate. Many of our outings are less than 50 players, as groups struggled to fill their events. Still, golf outings improve our dollars per round, and they offer advantageous exposure to many who are visiting for the first time. The Blue Heron Room has proven to be a good selling point. Many outings take full advantage of the banquet facilities and adjoining patio for their events.

Golf staff introduced PGA Jr. League golf in 2014. The initial summer league attracted 60 participants, and provided over $10,000 in additional revenue, notably in green fees and driving range. In the past three seasons, the summer league filled with 120 participants, while the added fall league attracts around 72 juniors. Village Links hosts the largest such program in Illinois and ranks in the top three nationally.

Pro Shop

Pro Shop revenues have little impact on the bottom line, as there is a high variable cost associated with the sale of merchandise. It is very difficult to compete with the big box stores, who can offer a wider variety at more attractive prices. We are continuing with an inventory reduction plan, which will focus on carrying mostly products with a higher turn rate, such as gloves, balls, and apparel, and reduce products with a long shelf presence, like golf clubs and other equipment.

Food and Beverage

Revenues

Reserve 22 continues to increase in popularity among Glen Ellyn residents, as well as nearby communities. The business has increased consistently, month to month, in each of the four main profit centers over calendar year 2014. Restaurant revenues took a hit in 2019, with the poor weather conditions of April, May, and June, hampering the attractiveness of outdoor dining, showing a relatively flat revenue base. The banquet business, however, continues at a steady, but slowing, growth rate of 12%.

Expenses

The most challenging expenses to cover in the food and beverage operation is the business' prime cost, consisting of payroll and product costs. With ever rising food costs, menu construction and pricing will continue to be a main focus. While all businesses struggle to comply with Affordable Care Act regulations, municipally-owned facilities have the added challenge of managing pension regulations for its core staff. Limited available hours contribute to higher turnover, inconsistency in service levels, and training expenses. Exploring staffing alternatives, such as outsourcing labor, proved undesirable, as these types of arrangements carry high service costs, which negate the offset of pension, or overtime costs. Controlling prime cost continues to be a major component to increased profitability.

Debt Service

In 2002, the Village Links/Reserve 22 Fund borrowed $4,500,000 through a 20-year general obligation bond issue to help finance the golf course renovation. In November 2010, a bond refinancing was conducted to restructure this debt and take advantage of lower interest rates. Interest rates for this bond issue are 2% initially and top out at 3.9%. Annual principal and interest payments remain unchanged at about $340,000. The bulk of the savings, about $225,000, will be realized at the end of the issue, with a reduced final payment on January 1, 2023.

In 2012, the Village Links/Reserve 22 Fund borrowed an additional $5,000,000 through a second 20-year general obligation bond issue, to help finance the new restaurant, bar, banquet room, and driving range. Interest rates for this bond issue are 2% initially and top out at 2.5%. Annual principal and interest payments are about $310,000. The final payment on this bond issue will be made on January 1, 2033.

2020 PREVIEW

It will continue to be a challenge to cover the debt service that funded these improvements with revenues generated from the facility, while maintaining the facility at a high level. Every publicly-owned golf course clubhouse built in the last 25 years in DuPage County has been supported with tax dollars. We are committed to retiring all of the related debt service with Village Links/Reserve 22 operating profits. A maturing food and beverage business will begin to stabilize in profitability, especially with the steady increase in the more profitable banquet business. Increased marketing and public relations strategies promise to increase traffic in both golf and food and beverage. Declining, but still healthy, cash reserves will ensure that debt payments are made without the use of tax monies.

Golf profitability will continue to be the key factor in the financial success of the Village Links. Green fees, cart fees, and driving range revenues will generate the bulk of the gross profits necessary to cover the outstanding debt service.

Food service is playing a much larger role than in the past. Food service revenues will continue to grow, as banquet sales and catering will contribute. Food Service will generate a significant amount of the gross profits required to cover the debt service.

The Village Links faces diverse competition from area golf courses. Many courses, desperate to generate cash flow, are offering green fees below their break-even point. Less drastic changes are expected from courses owned by local governments, many of whom subsidize golf like they do swimming pools and skating rinks. Some governments are getting out of the golf business, bringing in management companies that lower costs and/or services to the commodity level. At the other end of the spectrum, private clubs are dropping guest fees, member dues, and outing fees to compete with high end public courses.

The Village Links remains an excellent golf value due to superior course conditions and layout. Successful programming strategies and green fee specials outside of prime time help keep the course busier than most others in the area.

Primary Initiatives for 2020

Grounds

We must continue to be a great value in golf, by offering consistently superior playing conditions, as demanded by the golfing public. We will continue efforts to improve the firmness of the greens with aggressive top dressing and spring aerations. This must continue to be done efficiently, as revenues will dictate the amount of resources available to maintain the optimal conditions. Our full-time staff members are trained in all areas of golf course and grounds maintenance, and having five full-time members will ensure continuity and consistency. The scheduled increases in minimum wage will have little impact on the Grounds Division initially, but will force higher labor costs in coming years.

Golf

<u>Programmed Golf</u> - We will continue to offer an exceptional amount of programmed golf at the Village Links in 2019, including leagues, tournaments, and instructional schools and classes. The upkeep of these events is crucial in guaranteeing a consistent revenue flow. We will also look for new revenue streams, such as Foot Golf, introduced at the end of 2014, to increase profitability.

<u>Course Maximization</u> - We will continue to try to maximize golf course utilization. The Golf Division has the job of scheduling the proper number of tee times, filling the tee times, getting the customers in those

tee times started on time, and helping them move around the course in a reasonable amount of time. This is particularly crucial when we book smaller outing groups, who choose a shotgun start. The challenge is that over the years, with the increased distance golf balls are travelling, golf course capacity has been reduced. While we have historically teed off eight groups per hour, it is difficult now to tee off seven groups per hour.

Online Tee Times - Providing our guests 24/7 access to online tee times has been a popular addition. The use of this system is growing at a slow, but steady, rate. Our goal is to maximize the ease in which golfers can book our course. The electronic tee time system will help us automate communication with guests who have made tee time reservations.

Golf Outings - We must continue to increase the size and number of golf outings held in 2020. Marketing efforts and attention to detail have increased the popularity among groups to hold events at the Village Links. We will continue to look for ways to raise the revenues, by looking to offer more value added services. We will continue to build a reputation in the area as conducting professional, well run events. We must be conscious of the number of outings we book each year, so as not to alienate our regular customers and resident golfers, while maximizing profits.

Labor – Scheduled increase in the state minimum wage will have the largest impact on the golf operation, as a significant portion of the part time staff is paid at that rate. We will need to closely monitor hours worked by these essential workers, and may be faced with consolidating, or eliminating some of the services they provide.

RESERVE 22

Our facility offers a variety of products to maximize revenues. We will continue to market and build Reserve 22 as a destination restaurant that does not rely primarily on golfer traffic for its profits.

Staffing - We look to fine-tune staffing levels to match seasonal sales volume and lower our payroll cost as a percentage of revenue. Hiring the right people in key positions will assure us of providing outstanding service levels. We will be challenged by the prohibitive costs and restrictions of the IMRF pension program, and ACA. Minimum wage increases will have a minimal effect on payroll costs, as many of the part-time staff are in tipped positions.

Banquet Room - The 150-guest Blue Heron Room is available for golf outing banquets and non-golf private parties. This room is also used for overflow dining when available. Special brunches are planned for Easter, Mother's Day and Father's Day. One key factor in our success will be to make good use of our banquet and meeting rooms. Keeping those spaces productive will increase our profit percentages, as parties and meetings generally carry a lower overall variable cost as a percentage.

Board Room - The Board Room is available for groups of 8-20 that combine meetings with golf and a meal or for stand-alone meetings.

Stormwater Management

This budget provides $29,000 to maintain three Village parks: Lambert Lake Nature Preserve, Panfish Park, and Co-Op Park. These parks are part of the Village Links' storm water detention system. Included in the maintenance of Panfish Park is maintenance of walkways that run through the Waters Edge

Condominium Association and connect to the park. Also included are new maintenance requirements with the addition of the new police station at Panfish Park.

Throughout the years, Village Links' revenues have paid for over $1,000,000 in park maintenance. Staff will continue to collaborate with the Public Works Department to maintain these parks, and make improvements as necessary.

Capital Projects

Our goal is to earmark $150,000 annually for routine capital projects and equipment replacement. In 2020, $192,000 is budgeted in capital expenditures. Depending on how the year is going financially, some of those items may have to be postponed.

While we have extended some equipment beyond their useful lives, our equipment and physical plant are in acceptable condition. If revenues permit, it will take most of the next 10 years to get our equipment replacement program back on schedule.

IMRF - Retirement Fund Contributions

The employer portion of retirement fund contributions budgeted for 2020 is $139,830, 9.09% of total pensionable wages. In Reserve 22, we have added pensionable employees to IMRF, in order to increase service consistency and minimize training costs and turnover.

Personnel Costs

We will continue to attempt to minimize our exposure to state unemployment benefit claims. We cannot control those costs, but we can influence them through a variety of means, including helping seasonal staff to find other employment in the off-season.

Minimum wage increases will affect our cost for hourly employees. They will have a significant impact on Golf, and a lesser impact in Reserve 22 and Grounds.

2020 GOALS

We have six major goals for 2020:

1 - Pace of Play - Have play move at a faster pace at the Village Links than at any comparable public golf course in the Chicago market. Improve customer awareness of their pace of play and our efforts to assist them on both the 18-hole and 9-hole courses.

2 - Course Conditions - Maintain the 18-hole course in superior condition. Maintain greens that are smoother and faster than those at most public golf courses.

3 - Revenue Growth – Increase both golf and food revenues with targeted marketing campaigns, and interesting events and programs.

4 - Continue to Build the Food Service Business Increase restaurant, bar and banquet business that generates $2,733,000 in annual revenue.

5 - Constrain Expenditures - Constrain expenditures to match revenues, without customers noticing the cutbacks.

6 - Generate Profit - Generate a gross profit to cover $658,000 in debt service and $192,000 in capital replacement, and build up cash reserves.

Key Performance Indicators - We track the following Key Performance Indicators. Target performance levels are identified.

Total Revenue - $5,731,000

Rounds Played - 70,000

Golf Revenue (Green Fees, Motor Carts, Driving Range, & Pro Shop) - $2,998,000

Reserve 22 Revenue - $2,733,000

Controllable Food Service Expenses - Wages for part-time/seasonal employees is 28-29% of revenue. The cost of products for resale, including food, liquor, beer, wine, and non-alcoholic beverages, is a combined 33% of revenue. Prime cost totals 73-76% of revenues.

Keep Pace - 80% of golfers Keep Pace

Guest Satisfaction Ratings = 4.0+.

Stimpmeter (weekly) - Average 10.0, minimum 9.0 feet, April 15 - November (9-hole course 1.0 foot slower).