



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

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

I. Call To Order

II. Public Comments

III. Approval of Minutes - September 26, 2019

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

IV. Standing Reports

A. Manager - Jeff Vesevick

1. Village Links/Reserve 22 - Manager's Report - September 2019
2. Village Links - 1-2-1 Marketing Reviews and Reputation Report

B. Reserve 22 - Brad Chapple

1. Reserve 22 - Restaurant Reviews - September 2019
2. Reserve 22 - Gross Profit Analysis

C. Financial - Jeff Vesevick

1. Village Links/Reserve 22 - Financial Statements - September 2019
2. Village Links/Reserve 22 - Predicted Cash Reserves

D. Trustee Liaison - Steve Thompson

V. Discussion - 2020 User Fees

VI. Other Business

VII. Next Meeting - November 22, 2019

VIII. Adjournment



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

Meeting: 10/25/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4198)

DOC ID: 4198

Village Links/Reserve 22 - Minutes - September 2019

Please see attached Minutes.

ATTACHMENTS:

- MN092619 (PDF)

**RECREATION COMMISSION
MINUTES
SEPTEMBER 26, 2019**

Board or Commission: Recreation
Meeting: Special
Quorum: Yes

Called to Order: 7:01A.M.
Adjourned: 8:18A.M.

MEMBER ATTENDANCE:

Tim O'Shea	Chairman	Present
Rebecca Austin	Commissioner	Excused Absence
Brian Diver	Commissioner	Present
Glen G. Graham	Commissioner	Excused Absence
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	Excused Absence
Mark Franz	Village Manager	Excused Absence
Brad Chapple	Food and Beverage Director	Present
Tom Fota	Executive Chef	Excused Absence
Mike Campbell	Golf Professional	Excused Absence
Noel Allen	Director of Golf	Excused Absence
Chris Pekarek	Golf Course Superintendent	Present

1. CALL TO ORDER

The September 26, 2019 special meeting of the Recreation Commission was called to order at 7:01A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman O'Shea.

MOVE TO ALLOW COMMISSIONER DIVER TO TELECONFERENCE INTO THE MEETING.

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

2. PUBLIC COMMENTS

None.

3. **APPROVAL OF MINUTES FROM AUGUST 28, 2019 MEETING**

MOVE TO APPROVE MINUTES OF SPECIAL MEETING FROM 8/28/19 AS PRESENTED.

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

4. **STANDING REPORTS**

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

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

General Manager Vesevick stated the month of August was excellent for the facility, with below average rainfall and virtually every revenue category was up. The Glen Ellyn Open was canceled in August due to rain and rescheduled for September. Golf outings were down slightly, but green fees increased. The fall membership special will be offered. The Village Links newsletter will no longer be mailed to patrons, but rather emailed. Through emailing the newsletter the Links will save about a couple of thousand per mailing/distribution. Printed newsletters will still be available at the Village Links.

Overall the golf boards were rented a total of 144 times through August with a net loss of about \$2,300. The people who rent the golf boards really enjoy them. Chairman O'Shea recommended that the golf board rental program be discontinued, but noted the Recreation Commission will discuss this at a later time. General Manager Vesevick said overall the course is in good condition. Golf Course Superintendent Pekarek noted the course is being treated for a common disease, which is difficult to control with all the rainfall. Golf Course Superintendent Pekarek noted the cooler weather should improve this. General Manager Vesevick noted September is proving to be an above average month and now the Links has a good solid four (4) months of business behind them and overall are in pretty good shape.

2. Village Links Golf Course Reviews – August 2019

General Manager Vesevick said the course reviews reflect that golfers were relatively happy with the course.

3. Village Links – Grounds Activity Log – August 2019

General Manager Vesevick referenced the Grounds Activity Log which details routine maintenance. Commissioner Reinke inquired about the bunkers and the

number of man hours spent repairing them. Golf Course Superintendent Pekarek replied staff spends more time repairing the bunkers after rainfalls than the greens. Golf Course Superintendent Pekarek added a long-term goal is to consult with an architect to suggest some bunker modifications.

The Recreation Commission concurred to not include the maintenance activity log on future agendas.

B. Reserve 22 – Food and Beverage Director Chapple

1. Reserve 22 – Restaurant Reviews - August 2019

Food and Beverage Director Chapple said overall August was a good month for Reserve 22, while outings were down slightly. Staff is in a transition with all the kids leaving for college. Commissioner Reinke inquired about the Reserve 22 food specials. Food and Beverage Director Chapple said the Steak Night Special is performing well and starting to get a following. Reserve 22 is also pushing Kids-Eat-Free on Mondays through different marketing approaches. General Manager Vesevick noted that 24 out of the 30 reviews received four (4) or five (5) stars on Google. Service levels are improving at Reserve 22, which is reflected in the increased revenues.

C. Financial – Jeff Vesevick

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

General Manager Vesevick said August was a good month especially considering the three (3) payrolls. Chairman O'Shea asked what the August payroll amount was. General Manager Vesevick replied roughly \$100,000. Chairman O'Shea asked about Reserve 22's back of the house operations. Food and Beverage Director Chapple replied the addition of Sous Chef Katie Sullivan has improved kitchen operations and she works really well with Executive Chef Tom Fota.

2. Village Links/Reserve 22 – Operating Profits & Cash Reserves

General Manager Vesevick noted the Links and Reserve 22 had an operating profit of \$139,811 for August compared to \$145,569 last year. General Manager Vesevick noted under the worst-case scenario projection there will be negative cash in April of 2020, only in the event that the worst fall and spring are experienced. General Manager Vesevick noted overall the facility is healthy and will be able to meet the principal and interest payments obligations in December.

Commissioner Reinke inquired about what if the Village Links could not cover the debt service. General Manager Vesevick responded the Village would have to make a decision to loan the Village Links the money or obtain funding from somewhere else. Chairman O'Shea asked if this has been discussed with the Village. General Manager Vesevick responded yes that informal discussions have been held with Village Manager Franz. General Manager Vesevick said at some

point the Recreation Commission needs to determine whether they want to operate without Village support. Chairman O'Shea expressed concern over the rate at which the facility is burning through cash. General Manager Vesevick noted half of the debt service payments will mature in 2023, while the other half matures in 2033. General Manager Vesevick noted the facility has about \$500,000 to \$700,000 in operating profits if the Links did not have the debt. Commissioner Reinke said the Recreation Commission needs to be prepared for 2021 and they do not want to wait until 2021 is here. Chairman O'Shea asked for a comparison of the lowest cash positions, so we can compare to where we are currently are. General Manager Vesevick will provide this going back to 2014.

Commissioner Diver asked when it the most appropriate time to discuss this matter with the Village Board in the event that the Village Links requires assistance and how much lead time is necessary for budgeting purposes. General Manager Vesevick said this conversation does not to be had unless it is eminent. Chairman O'Shea asked if staff has thought of alternate ways to raise capital for the golf course. Chairman O'Shea said staff needs to think of ways to change operations given the way the golf business is going. Chairman O'Shea suggested closing Reserve 22 during the off-season on days that don't make money. Chairman O'Shea said we should be fine for this year's 2020 budget, but a discussion does need to be had for the 2021 budget. General Manager Vesevick said each year staff gets together to see what revenues will be and then staff looks at ways to cut costs. Staff is very well aware of where golf rounds is going, but revenues are increasing due to price raises and increased activity at Reserve 22. Discussion ensued regarding closing Reserve 22 some weekdays during the off-season. Chairman O'Shea requested past daily sales figures for January, February, and March for Reserve 22. Commissioner Park said the Glen Ellyn Rotary may be looking for options to hold their weekly Thursday meetings.

Commissioner Diver said the business model has changed since 2014. Commissioner Diver suggested a separate breakout meeting with the Village to discuss a five (5) year plan with staff offering several different options. The purpose of the breakout session would be to discuss the options presented in the five (5) year plan so the facility will be the best it can be for the coming years. Commissioner Diver said the Village probably needs to be a more active participant in these discussions. Commissioner Diver said during the workshop, staff can present the different options and ask if there is anything else the Village Board want us to do because changes are most likely coming. The Recreation Commission agreed with Commissioner Diver's suggestion.

Commissioner Reinke said the Recreation Commission does not want to have to go back to the Village. Chairman O'Shea said if the Recreation Commission feels that tax dollars should support the facility then we need to go to the Village Board and request funding for stormwater assistance. Chairman O'Shea said he would have no problem making this recommendation but would need to sound-out all the options before. Commissioner Diver said the Links is a great asset to the Village especially with the stormwater and it looks that by 2021 some sort of

subsidy will be needed from the Village based upon the trends. Commissioner Park said the proposal to the Village has to be well thought-out.

D. Trustee Liaison Report – Steve Thompson

No report.

5. Discussion – Village Links/Reserve 22 Annual Budget (Preliminary)

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

Chairman O'Shea felt the 2020 revenue assumptions were a little high and would like to have the Village Board see something more aligned with the current scenario. Commissioner Reinke agreed with Chairman O'Shea.

6. OTHER BUSINESS

None.

7. NEXT REGULAR MEETING FRIDAY, OCTOBER 25, 2019

8. ADJOURN

Commissioner Reinke moved and Commissioner Park seconded, to adjourn the meeting. The meeting was adjourned at 8:18a.m.

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



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

Meeting: 10/25/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4199)

DOC ID: 4199

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

Please see attached report.

ATTACHMENTS:

- Managers Report 0919 (PDF)

Manager's Report for September 2019

Submitted by Jeff Vesevick, General Manager

September 2019, while relatively warm, was the wettest since 2008. There was above normal rain of 5.9" over 11 days. The average rainfall for September is 3.4". Golf carts were grounded for 8 days. The wet weather severely hampers the ability for staff to maintain the grounds, as well as the ability to produce revenues.

High Temperatures/Precipitation in September																					
	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	1	3	7	1	1		2	1	2			2	3		4			3	1	2	4
80° days	8	11	5	12	11	6	7	6	3	8	7	7	14	4	14	15	12	13	7	9	8
70° days	15	6	12	12	13	14	12	14	7	15	17	13	9	14	8	12	10	11	10	9	14
60° days	6	7	6	4	5	5	8	6	13	5	5	7	4	10	4	3	6	3	10	8	4
50° days		3		1		5	1	3	5	2	1	1		2			2		2	2	
40° days																					
Rain	7.6"	2.8"	0.5"	1.9"	3.8"	2.4"	1.8"	1.8"	3.4"	2.1"	3.4"	10.9"	0.9"	5.5"	1.7"	0.3"	2.2"	2.0"	5.8"	5.1"	3.0"

GOLF

Rounds played were down 4% for the month, and are flat for the year

Green Fee revenue was down 2% for the month, as is up 4% for the year

Driving Range revenue was up 5% for the month, and is flat for the year

Motor Car revenue was down 19% for the month, and is down 5% for the year

Pro Shop sales were up 1% for the month, and are down 12% for the year

Golf Revenue September										
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Rounds	10,022	8,865	9,747	9,576	9,612	10,189	9,216	9,620	8,849	8,460
Green Fees	226,227	216,810	241,225	234,590	231,421	254,798	245,672	254,974	249,558	244,080
Driving Range	20,929	19,938	23,341	27,614	33,388	30,545	29,124	30,957	30,528	32,156
Pro Shop	19,090	19,003	18,903	22,319	24,039	26,308	23,782	28,518	20,830	21,070
Carts	61,112	59,976	69,048	72,224	72,374	81,706	76,637	80,935	81,638	65,907
Resident Cards	323	362	260	610	380	220	300	300	150	140
Miscellaneous	13,716	3,134	12,059	3,040	5,159	4,007	5,686	6,782	5,741	5,073
Total Revenue	341,325	319,227	364,829	360,243	366,760	397,583	381,201	402,465	388,444	368,426
<i>Golf Revenues were the 5th best in the last 10 years</i>										

The annual **Glen Ellyn Open**, originally scheduled for August 18, was rescheduled for Sunday, September 8 due to heavy rains in August. 83 golfers recommitted to the event, and competed. **Zach Jecklin** posted a 2 under par 70 to capture the Men's title. **Mary Ellen Martin** scored 77 to best the Women, and **Mike Kotalik** fired a 76 for the Senior title.

There were 18 outside events in September, 9 less than 2018. The outings were of various sizes, and generated \$65,583 in golf revenue, down 28% from a year ago. Revenue from outings accounted for 19% of all green fee, cart, and driving range revenue for September. The wetness of the month cancelled, or diminished several events.

The Golf Staff will again offer the **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. To date, 30 golfers are signed up, as opposed to 20 a year ago in September.

The 4th annual fall version of the **PGA Junior League** attracted 37 junior golfers, roughly half of the successful summer league, and 4 more than the initial program of 2016. High School golf practices and matches began in August, and continued through September.

Golf Boards were rented 20 times on the 18-hole course, and 21 times on the 9-hole course in September, generating \$652 in revenue. Lease costs are \$1,100 per month. To date they have been rented 185 times, generating \$3,324 in revenues.

GROUNDS

September weather continued the pattern of too much rain for both golfers and our maintenance staff. There was above normal rain of 5.58" over 11 days. The average rainfall for September is 3.38". Golf carts were grounded for 8 days during the month.

Grounds

1. Litter was removed from the parkways twice.
2. Bunker sand was shoveled/plowed back into place 3 times.
3. Micro-nutrients, growth regulators and disease prevention treatments were applied to greens, tees and fairways 2 times.
4. Greens were sand top dressed once.
5. The fairways were spiked with solid tines.
6. Tees were aerated with .5" diameter cores.

Mechanical and Building Maintenance

1. Fourteen pieces of equipment were repaired and serviced.
2. Fifteen cutting units were sharpened.
3. The Reserve 22 and Blue Heron carpets were cleaned.
4. Reserve 22/Blue Heron windows were washed twice.
5. 4 natural gas patio heaters were installed on the main patio.
6. A failed refrigerated food prep unit was replaced.

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.

RESERVE 22

Reserve 22 revenues were up 11% for the month of September. While the restaurant and bar saw an increase of 20%, the banquet business slowed, with a modest increase of 3% increase from September of last year. Reserve 22 is still recovering from a dismal spring, but is up 5% in sales year to date. Banquets continue to grow slowly, up 2% for the year.

Reserve 22 - SEPTEMBER				Year to Date		
Restaurant	2018	2019	+/-	2018	2019	+/-
Beverages	5,462	3,432	-37.2%	43,236	29,215	-32.4%
Beer	32,354	33,781	4.4%	255,168	276,762	8.5%
Wine	9,492	17,425	83.6%	131,804	133,482	1.3%
Spirits	18,377	18,501	0.7%	152,999	146,821	-4.0%
Food	71,990	91,923	27.7%	711,977	755,707	6.1%
Total	137,675	165,062	19.9%	1,296,221	1,355,021	4.5%
Banquet & Outings	2018	2019	+/-	2018	2019	+/-
Beverages	1,532	4,138	170.1%	10,355	7,591	-26.7%
Beer	10,558	13,619	29.0%	48,651	55,374	13.8%
Wine	8,653	5,229	-39.6%	29,054	40,879	40.7%
Spirits	9,238	6,606	-28.5%	41,438	26,370	-36.4%
Food	55,237	58,986	6.8%	361,790	378,863	4.7%
SVC Fees	17,911	17,895	-0.1%	109,834	102,977	-6.2%
Other	645	75		3,745	7,237	
Total	103,773	106,548	2.7%	604,867	619,290	2.4%
Other	30,677	30,468	-0.7%	155,554	181,052	16.4%
Total Reserve 22	272,125	302,078	11.0%	2,056,642	2,155,363	4.8%

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

Food & Beverage Director Brad Chapple announced the addition of **Tommy Caruso** to the Full Time staff. Tommy left a little over a year ago, to manage the restaurant operations at Drury Lane in Oakbrook Terrace. Tommy's first day will be Friday, October 18.

Oktoberfest preparations are under way, as Chef Tom and F&B Director Brad Chapple are preparing special seasonal dishes and offerings, as well as the fall and winter season Restaurant and Bar menu.

Marketing Specialist **Julie Rusin** attended the Glen Ellyn Park District's Glow in the Park, promoting the Restaurant and Banquet businesses to Glen Ellyn. Julie handed out 200 glow sticks to families in attendance.



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

Meeting: 10/25/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4202)

DOC ID: 4202

Village Links - 1-2-1 Marketing Reviews and Reputation Report

Please see attached report.

ATTACHMENTS:

- 1-2-1 Marketing_ Review Performance Report (PDF)

The Village Links of Glen Ellyn | Reviews and Reputation Report

Prepared for:

The Village Links of Glen Ellyn

By:



Village Links Of Glen Ellyn
485 Winchell Way
Glen Ellyn, IL 60137
Voice +1 630-469-8180

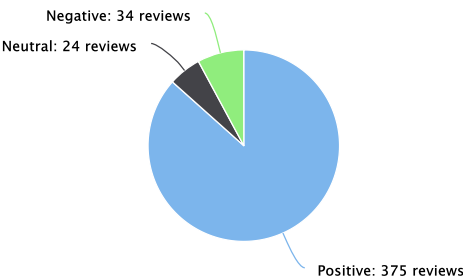
Reputation Overview

Overall Average Rating

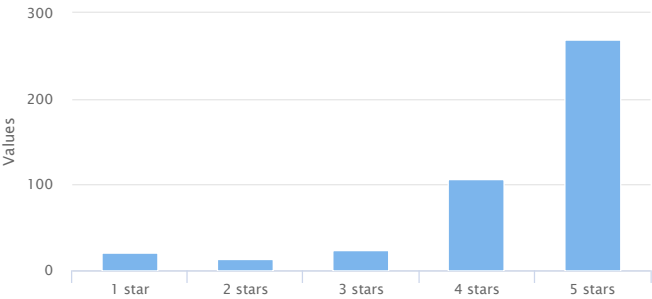


The Village Links of Glen Ellyn has an aggregate star rating of **4.54 stars** out of 5 across all monitored review sites. Of the 442 reviews and ratings evaluated, **86.6%** of the ratings are *positive*, **7.9%** are *negative*, and **5.5%** are *neutral*.

Ratings Distribution By Sentiment



Estimated Ratings Distribution By Number of Stars



Review Volume & Distribution

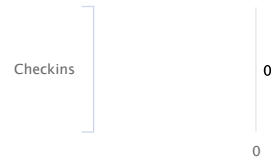
Total Reviews (Estimate)

442

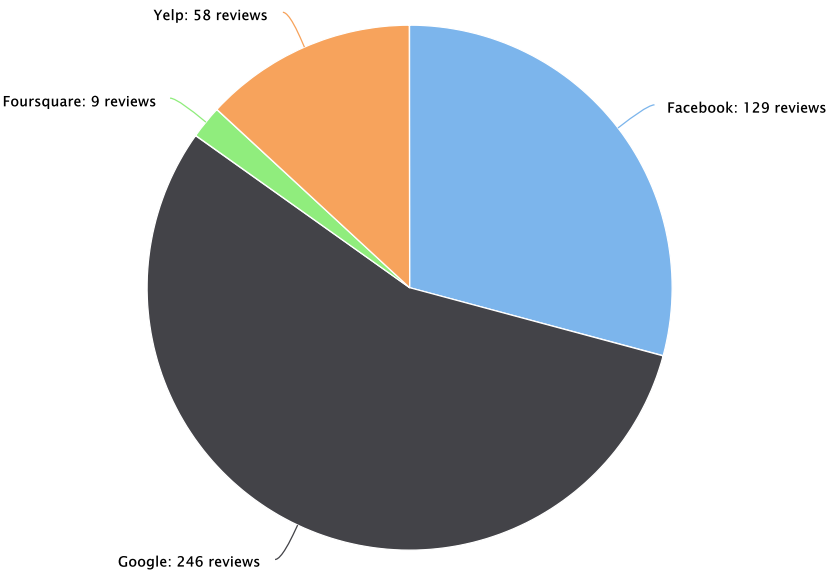
For its one location, The Village Links of Glen Ellyn has a total of about **442** customer reviews across **6** individual profiles on **6** different online review sites.

Social Checkins

The Village Links of Glen Ellyn has **0** checkins on social media.



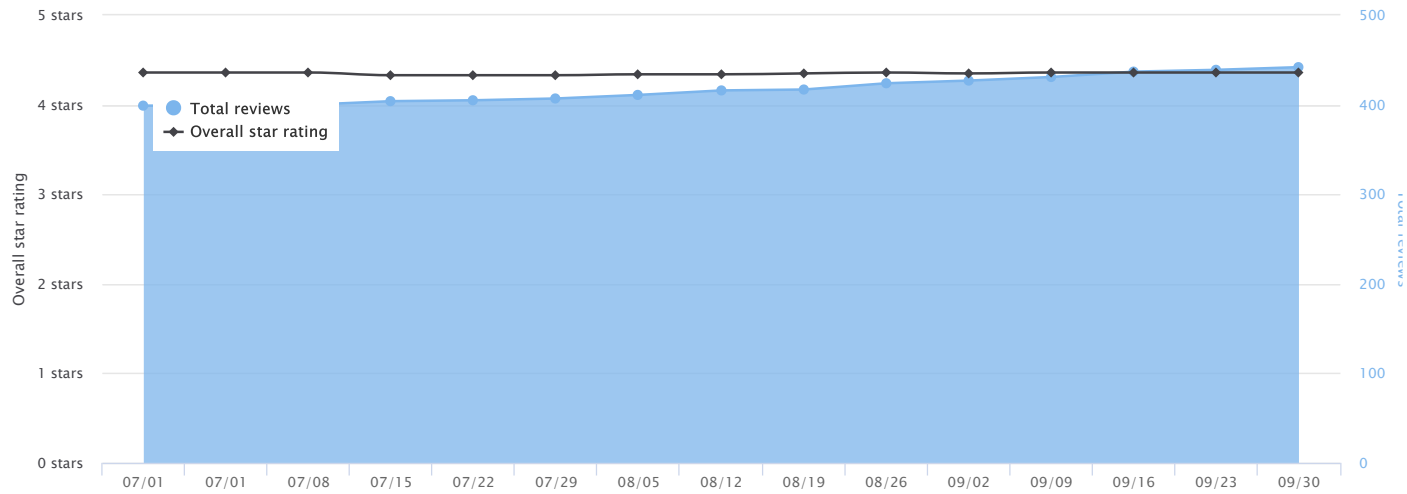
Reviews Distribution By Site



New Reviews

2019-07-01-2019-09-30

Total Review Count and Overall Star Rating by Week



Total New Reviews

43

Average Rating of New Reviews

★★★★☆ (4.4)

From 2019-07-01 to 2019-09-30, The Village Links of Glen Ellyn garnered **43** new reviews with an average rating of **4.4 stars**. These reviews effected a **↑0.0-star (+0%)** change in its overall star rating and a change in total review count of **+11%**.

New Reviews By Site

yelp	4
facebook	5
Google	34
TOTAL	43

New Reviews for The Village Links of Glen Ellyn (Detail)

2019-07-01-2019-09-30

2019-07-04 ★★★★★

Michael Laramie View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-07-10 ★☆☆☆☆

Amazed at how well the staff played dumb on that one. This is why they offer a half price cart fee if you come back within the week.

Ryan J. View review (<http://www.yelp.com/biz/R9BuTwLye4FtaakKzyi3gA?hrid=4f85ac9b74e55dee7f8ef740a49b921e1a63f917>)

2019-07-10 ★☆☆☆☆

Amazed at how well the staff played dumb on that one. This is why they offer a half price cart fee if you come back within the week.

Ryan J. View review (<http://www.yelp.com/biz/R9BuTwLye4FtaakKzyi3gA?hrid=x-HrmvcKA0M86-qgDnDulg>)

2019-07-10 ★☆☆☆☆

Amazed at how well the staff played dumb on that one. This is why they offer a half price cart fee if you come back within the week.

Ryan Johnson View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-07-14 ★★★★★☆

Layout is good, and hazards are not overwhelming. Par 3s are on the long side, but fair. Looking forward to playing the 18 hole course.

Paul Graham View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-07-17 ★★★★★

Larry Mason View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-07-27 ★★★★★☆

Kerry Klein View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-07-28 ★★★★★

It's a beautiful course and fun to play.

Jan Buscher View review (<https://www.facebook.com/10159379069463018>)

2019-07-29 ★★★★★

*Love this golf course! It's beautiful, a little challenging but not too much, and pretty easy to get tee times.***Jan Buscher** View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-08-02 ★★★★★

*Each visit is a pleasant experience.***Tom Matczak** View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-08-04 ★★★★★

*The 18 hole course was well maintained and very challenging. Staff went out of their way to help me and my group have a great experience.***Joseph DiFranco** View review (<https://www.facebook.com/10156821607070735>)

2019-08-04 ★★★★★

Mark Grohe View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-08-06 ★★★★★☆

*Great course that comes close to private clubs. Bar and restaurant have a good atmosphere. Ok service. Rangers keep play moving along.***John Fatigato** View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-08-06 ★★★★★

james coccaro View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-08-07 ★★★★★☆

*Great 9-hole course for quick rounds during the week. Course was in good condition for August. \$20 rate for non-resident good too.***Peter Jensen** View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-08-09 ★★★★★

*Very nice course very well kept up will go back even though I found every sand trap on the course t I think***Doug Williams** View review (<https://www.facebook.com/10214054255295242>)

2019-08-10 ★★★★★

Tim Connors View review (<https://www.google.com/search?q=Village%20Links%20Of%20Glen%20Ellyn&ludocid=6203351918557793664#lrd=0x0:0x5616bbb402600d80,1>)

2019-08-14 ★★★★★

*Nice facility and crew !!***John Bosko** View review (<https://www.facebook.com/10219186109594063>)

2019-08-22 ★★★★★

*Village Links is a great well cared for course. The employees are all very nice.***Sue Collins** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-08-23 ★★★★★

*Choose either the 9-hole or 18-hole course, both are well maintained and challenging.***Steve Thayer** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-08-23 ★★★★★

*Very challenging but fair. So many ways to play each hole. I could play every weekend and it never gets old.***Joey Wheeler** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-08-25 ★★★★★

*Fantastic course and a great practice area. Friendly staff and good food at Reserve 22. I have been playing here for years!***Adam C.** View review (<http://www.yelp.com/biz/R9BuTwLye4FtaakKzyi3gA?hrid=a9486d9f94895002aba33c8eb468e88698a7fe08>)

2019-08-25 ★★★★★

*Fantastic course and a great practice area. Friendly staff and good food at Reserve 22. I have been playing here for years!***Adam C.** View review (<http://www.yelp.com/biz/R9BuTwLye4FtaakKzyi3gA?hrid=6bf28553219db7a84534f6716d4a4bc7c7bd94c0>)

2019-08-25 ★★★★★

*Great place for a round of golf and then to sit outside and have a nice meal and drinks***suzan olsen** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-08-25 ★★★★★

*All staff are friendly and helpful. Restaurant and bar are great.***Chad Marten** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-08-26 ★★★★★

Mark Zeboski View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-08-29 ★★★★★

Joe Marino View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-08-29 ★☆☆☆☆

*\$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.***Jim Vos** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-03 ★★★★★

*One of the best public courses in Chicagoland, Lucky to live in Glen Ellyn!***Jim Bell** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-04 ★★★★★

Ruben Rucoba View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-08 ★★★★★

Jim Miller View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-08 ★★★★★

*The courses are challenging and the greens are tricky to read but always a lot of fun.***Katman0625** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-09 ★★★★★☆

*Staff was very friendly and helpful.***Rick Bachman** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-10 ★★★★★

Wayne Ledebuhr View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-11 ★★★★★

*Great golf, good food and friendly atmosphere.***Dennis Merrifield** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-11 ★★★★★☆

*Service personnel are very good and friendly.***scott merrifield** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-15 ★★★★★☆

*Great facility , very good staff (friendly and helpful) only downside with golf are the sand traps , not very well maintained .***Dennis Crotty** View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-15 ★★★★★☆

Greens challenging, sand was well groomed and soft, and a lot of water challenges.

Bhaves Patel View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-16 ★★★★★

Highly recommend.

Dana Baumgartner View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-18 ★★★★★

Joe Hlavach View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-25 ★★★★★☆

Martin Gaughan View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-25 ★★★★★☆

Course was in excellent shape but our complaint is with the pace of play. It was the slowest round we played at any course all year!

Tom Schnurstein View review (<http://search.google.com/local/reviews?placeid=ChIJk2iuSL1TDogRgA1gArS7FIY>)

2019-09-28 ★★★★★

Best facility in Du Page... families and novices welcome. 18 hole course w/ fantastic layout. Friendly staff. A+ experience every time!

John Sullivan View review (<https://www.facebook.com/10157284319621955>)



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

Meeting: 10/25/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4201)

DOC ID: 4201

Reserve 22 - Restaurant Reviews - September 2019

Please see attached report.

ATTACHMENTS:

- RESERVE 22 REVIEWS SEPT 2019 (PDF)

RESERVE 22 REVIEWS – SEPTEMBER 2019

SUMMARY – 24 REVIEWS = 4.4 STARS

5 STARS = 13 2 STARS = 1
4 STARS = 8 1 STAR = 0
3 STARS = 2

TRIP ADVISOR

ballengerb1
Cape Coral, Florida
381

Reviewed September 3, 2019 3 STARS

Once again, out of Blue Moon

We love their burgers and Tuesday is half price night so doubly good. However, for about 6 times during this years they were out of my favorite beer, on a Tuesday night??

Date of visit: September 2019

OPEN TABLE

K

VIP Katarina

Chicago

16 reviews

Dined on September 27, 2019

Overall 4 Food 4 Service 3 Ambience 3

Food was delicious, pot roast special, burgers and desert. Service was great at the beginning of our meal, but slow to refill coffee and fish fry (all you can eat fish: our friend was given one piece of fish for seconds, we had to ask for tartar sauce).

T

Taximom

Chicago

8 reviews

Dined on September 26, 2019

Overall 5 Food 5 Service 5 Ambience 5

First time we have had good service there. Enjoyed the outside patio

ME

VIP MariaE

Chicago

33 reviews

Dined on September 25, 2019

Overall3Food2Service3Ambience1

Disappointing experience. We live close by, so it's convenient for a quick meal. This time it was neither quick or good. My club sandwich was so boring and tasteless. There was absolutely nothing memorable about it. My husband ordered the salmon entree with carrots and a green tea rice cake and he said it was greasy - even the julienned carrots! The rice cake was not a good accompaniment. Appetizers are good, but the menu needs to be refreshed. Service was good. We went on an evening that was pretty quiet. We like the space.

K

Kiki

Chicago

4 reviews

Dined on September 25, 2019

Overall5Food4Service5Ambience5

Great location for outdoor seating. Good weekly specials

FR

FrancisR

Chicago

2 reviews

Dined on September 25, 2019

Overall4Food3Service5Ambience5

The steaks were a bit overdone. 2 were ordered as medium, and 2 were ordered as medium rare. All were overdone. The 2 medium were actually charred so bad, the ends were turned up

NH

NancyH

Chicago

22 reviews

Dined on September 17, 2019

Overall2Food2Service1Ambience2

The service was very slow. Burgers were all cooked well, although 3 of our party of 4 requested medium.

Although red wine should be served at 60-70 degrees, it was served much colder. Probably in the fridge too long. Glass of house wine was \$12 a little pricey for the overall quality and taste. It may be a good suggestion to have more staff for such for 1/2 off burger night as it seems to be popular. We have been there before and never had this type of issue.

CS

CandaceS

1 review

Dined on September 10, 2019

Overall5Food4Service5Ambience5

Great outdoor patio. Good menu selections. Casual atmosphere. Food and service also great.

PJ

PJSINOP

Chicago

31 reviews

Dined on September 7, 2019

Overall5Food4Service4Ambience5

Always enjoy the patio on a nice evening. Service is definitely better than it had been in past. Overall a great spot.

EM

EandM

1 review

Dined on September 7, 2019

Overall5Food5Service5Ambience5

A great evening. We were seated outside immediately upon arrival. We had a glass of wine and then ordered our dinner. My husband and I both loved our entrees and felt they were a good value. We look for to a return visit soon

J

Jack39

Chicago

6 reviews

Dined on September 7, 2019

Overall4Food4Service3Ambience5

We truly enjoyed ourselves. The patio with the surrounding golf course is fantastic. It is very calming and relaxing and because it the food seems more tasteful. We would highly recommend.

SS

SteveS

Chicago

1 review

Dined on September 5, 2019

Overall4Food5Service5Ambience5

We had a wonderful meal outside. We would recommend it to anyone. We were going to the play at the Mac afterwards and when asked about the discount were told it only applies to seasonal events. We were surprised.

OT

 OpenTable Diner

Chicago

71 reviews

Dined on September 4, 2019

Overall5**Food**5**Service**5**Ambience**5

Great food, great service, awesome view

HS

HeidiS

1 review

Dined on September 3, 2019

Overall5**Food**5**Service**5**Ambience**5

Reserve 22 has the best deal on hamburgers on Tuesdays and there patio is nice and peaceful. Great food great service, thanks Josue!

GOOGLE

TERRY KAUFFMAN

 4 weeks ago

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

(owner)

6 days ago

Thanks Terry!

housni k

 4 weeks ago

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

(owner)

6 days ago

Wow! Thanks for the five star review Housni! We appreciate your support!

Margie Leonard

 5 weeks ago

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

(owner)

6 days ago

Wow! Thanks for the five-star rating... We truly appreciate it.

Eileen Gilligan

 5 weeks ago

Really like there restaurant. Salads are always very good and half price hamburgers even better. Very relaxing place ... More

(owner)

6 days ago

Thanks Eileen! If you like our 1/2 priced burgers, you should try our 1/2 priced nachos on Thursday nights!

Gina Friend

 5 weeks ago

Nice establishment, Employess, Good food. Love the patio!!

(owner)

6 days ago

Thanks Gina! Come back and see us again soon!

Michael Dellenbach

 6 weeks ago

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

(owner)

6 days ago

Thanks Michael!

Sandi Kleefisch

 6 weeks ago

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

(owner)

6 days ago

Thanks Sandi!

Brandon Turner

 7 weeks ago

Reserve 22 is a nice little place that is inside a golf course. I wouldn't exactly call it hip or trendy, but definitely warm, comfortable, and familiar. It's actually the brightest lit restaurant I can remember going to. Often I have to use the light from my phone to read the menu, but not here. This may be why the clientele this restaurant attracts appear to be more "experienced" than most places we go to. No loud music, it's quiet, and well lit. On to the grub. So I read up on the place a bit before we went the first time. The head chef is known for this special pork chop dish he makes. It gets great reviews, looked fantastic, so what we did get. You guessed it.... Nachos. Well, for an appetizer anyway. Jessica is something of a nacho connoisseur. It's a life long passion to sample nachos from pretty much everywhere. She says they're the best she's ever had and I'm hard pressed to disagree. Somehow every chip has something on it, and none of them are soggy. Even the ones way down there at the bottom. I'm not quite sure how they do that, but if you go to this place do yourself a favor and get the nachos. Make it your meal though because you'll be too stuffed to eat anything else.

(owner)

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

Vanessa Ayola

 7 weeks ago

we had our wedding at Reserve 22 back in 2018. From beginning, when we approached them, to end, when we had the ceremony and reception on their grounds, they were professionals all the way & they delivered a great event. I would absolutely recommended This venue for weddings and banquets.

(owner)

6 weeks ago

Thanks so much for the review, Vanessa! It was a pleasure working with you. We loved being a part of your special day and we really appreciate you taking the time to review us. We hope to see you back again soon - perhaps for an anniversary dinner?! ;)

Paul Gomez

 7 weeks ago

Great food and service!

(owner)

7 weeks ago

Thanks Paul! Please come back and visit us again soon!



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

Meeting: 10/25/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4204)

DOC ID: 4204

Reserve 22 - Gross Profit Analysis

Please see attached report.

ATTACHMENTS:

- ProfitAnalysis (PDF)

RESERVE 22 GROSS PROFIT ANALYSIS

November 2018							
	<u>Monday</u>	<u>Tuesday</u>	<u>Wednesday</u>	<u>Thursday</u>	<u>Friday</u>	<u>Saturday</u>	<u>Sunday</u>
# days in month	4	4	4	5	5	4	4
J1-FB RESTAURANT-BEVERAGE	73	276	170	145	273	280	144
J2-FB RESTAURANT-BEER	641	1,217	1,541	1,073	2,956	2,574	831
J3-FB RESTAURANT-WINE	636	1,584	1,602	1,435	2,511	2,002	509
J4-FB RESTAURANT-SPIRITS	176	619	1,272	1,028	2,567	2,348	318
J7-FB RESTAURANT-LUNCH/DINNER	1,935	6,176	4,307	6,292	10,833	9,216	3,622
Total Sales by Day of Week	3,466	9,875	8,897	9,978	19,146	16,425	5,429
Avg. Sales/Day	867	2,469	2,224	1,996	3,829	4,106	1,357
- Avg PT Labor (not incl BQT)	790						
- COGS (32%)	277	790	712	639	1,225	1,314	434
= Avg Gross Profit (LOSS)/day	(201)						
January 2019							
	<u>Monday</u>	<u>Tuesday</u>	<u>Wednesday</u>	<u>Thursday</u>	<u>Friday</u>	<u>Saturday</u>	<u>Sunday</u>
# days in month	4	4	4	5	4	4	4
J1-FB RESTAURANT-BEVERAGE	0	184	187	191	245	262	130
J2-FB RESTAURANT-BEER	0	865	546	886	2,067	3,267	1,195
J3-FB RESTAURANT-WINE	0	712	984	475	1,413	1,686	944
J4-FB RESTAURANT-SPIRITS	0	643	464	531	1,997	1,702	937
J7-FB RESTAURANT-LUNCH/DINNER	0	3,314	3,655	4,178	8,353	7,703	4,990
Total Sales by Day of Week	0	5,718	5,837	6,261	14,074	14,619	8,197
Avg. Sales/Day	0	1,430	1,459	1,252	3,519	3,655	2,049
- Avg PT Labor (not incl BQT)		1,173	1,017	1,015	1,393	1,428	1,289
- COGS (32%)		443	452	388	1,091	1,133	635
= Avg Gross Profit (LOSS)/day		(187)	(10)	(151)	1,035	1,094	125
	(1,542)	close?	close?	close?			
February 2019							
	<u>Monday</u>	<u>Tuesday</u>	<u>Wednesday</u>	<u>Thursday</u>	<u>Friday</u>	<u>Saturday</u>	<u>Sunday</u>
# days in month	4	4	4	4	4	4	4
J1-FB RESTAURANT-BEVERAGE	0	249	143	142	172	195	93
J2-FB RESTAURANT-BEER	0	1,098	729	783	2,034	2,025	1,303
J3-FB RESTAURANT-WINE	0	983	1,110	1,441	2,174	2,062	575
J4-FB RESTAURANT-SPIRITS	0	866	437	423	1,941	1,601	657
J7-FB RESTAURANT-LUNCH/DINNER	0	3,588	4,229	5,738	7,545	9,213	3,468
Total Sales by Day of Week	0	6,784	6,647	8,527	13,868	15,097	6,095
Avg. Sales/Day		1,696	1,662	2,132	3,467	3,774	1,524
- Avg Part Time Labor		1,175	926	1,115	1,478	1,371	962
- COGS (32%)		543	532	682	1,109	1,208	488
= Avg Gross Profit (LOSS)/day		(5)	221	356	914	1,233	89
March 2019							
	<u>Monday</u>	<u>Tuesday</u>	<u>Wednesday</u>	<u>Thursday</u>	<u>Friday</u>	<u>Saturday</u>	<u>Sunday</u>
# days in month	4	4	4	4	5	5	5
J1-FB RESTAURANT-BEVERAGE	68	266	253	185	393	437	233
J2-FB RESTAURANT-BEER	602	1,415	2,510	1,527	4,290	3,225	2,028
J3-FB RESTAURANT-WINE	432	1,166	1,040	903	3,554	1,902	1,331
J4-FB RESTAURANT-SPIRITS	412	772	663	519	3,252	2,032	1,305
J7-FB RESTAURANT-LUNCH/DINNER	2,128	5,472	4,356	4,256	16,093	11,672	7,851
Total Sales by Day of Week	3,647	9,095	8,825	7,394	27,587	19,273	12,752
Avg. Sales/Day	912	2,274	2,206	1,848	5,517	3,855	2,550
- Avg PT Labor (not incl BQT)	933	1,186	962	947	1,771	1,686	1,276
- COGS (32%)	292	728	706	591	1,766	1,233	816
= Avg Gross Profit (LOSS)/day	(313)	360	538	310	1,981	935	458

Attachment: ProfitAnalysis (4204 : Reserve 22 - Gross Profit Analysis)



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

Meeting: 10/25/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4200)

DOC ID: 4200

Village Links/Reserve 22 - Financial Statements - September 2019

Please see attached financial statements.

ATTACHMENTS:

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

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 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	\$ 369,710	\$ 390,093	\$ (20,383)	-5%	\$ 2,421,606	\$ 2,391,681	\$ 29,925	1%
5520	Reserve 22 Revenues	2,623,600	302,078	272,125	29,953	11%	2,155,363	2,056,558	98,805	5%
	Total Revenues	\$ 5,616,600	\$ 671,789	\$ 662,218	\$ 9,571	1%	\$ 4,576,969	\$ 4,448,240	\$ 128,729	3%
	EXPENDITURES:									
55700	Administration	\$ 411,057	\$ 32,344	\$ 32,472	\$ (127)	0%	\$ 312,394	\$ 295,570	\$ 16,824	6%
55710	Golf Course Maintenance	835,951	66,187	59,162	7,026	12%	611,285	595,881	15,403	3%
55720	Golf Services	717,368	65,552	73,336	(7,784)	-11%	583,329	591,963	(8,634)	-1%
55730	Reserve 22	2,275,945	247,740	224,303	23,437	10%	1,973,783	1,960,923	12,860	1%
55740	Stormwater Management	30,756	3,923	2,449	1,474	60%	16,681	18,448	(1,768)	-10%
55750	Pro Shop Merchandise	164,405	18,591	19,662	(1,071)	-5%	117,597	134,863	(17,266)	-13%
55780	Motorized Carts	43,641	6,638	7,473	(835)	-11%	34,867	37,461	(2,594)	-7%
557X5	Mechanical Maintenance	172,879	13,160	14,211	(1,051)	-7%	147,119	179,068	(31,949)	-18%
	Total Operating Expenses	\$ 4,652,002	\$ 454,136	\$ 433,068	\$ 21,069	5%	\$ 3,797,055	\$ 3,814,178	\$ (17,123)	0%
	Operating Income	\$ 964,598	\$ 217,652	\$ 229,151	\$ (11,498)	-5%	\$ 779,914	\$ 634,062	\$ 145,852	23%
	Debt Service	658,070	-	-	-	0%	59,035	66,048	(7,013)	-11%
	Capital Expenditures	332,787	8,775	40,966	(32,191)	-79%	232,689	109,313	123,376	113%
	CHANGE IN NET POSITION	\$ (26,259)	\$ 208,878	\$ 188,185	\$ 20,693	11%	\$ 488,190	\$ 458,702	\$ 29,488	6%

KEY METRICS

	<u>Goal</u>								
Personnel Expenses as % of Sales	46%		34%		36%	-1%	44%	46%	-2%
Cash Balance (End of Month, in \$000's)	\$	1,164	\$	1,424	\$	1,835	\$	(411)	

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of September 30, 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	\$ 244,080	\$ 249,558	\$ (5,478)	-2%	\$ 1,498,407	\$ 1,447,960	\$ 50,448	3%
440554	Pro Shop - Sales	180,000	21,070	20,830	240	1%	131,302	148,398	(17,096)	-12%
440555	Motor Carts	525,000	65,907	81,710	(15,803)	-19%	408,181	430,413	(22,232)	-5%
440556	Driving Range	280,000	32,156	30,528	1,628	5%	242,564	241,367	1,197	0%
440557	Resident Cards	32,000	140	150	(10)	-7%	31,090	31,340	(250)	-1%
460100	Investment Income	17,000	718	1,279	(560)	-44%	8,367	12,151	(3,784)	-31%
489000	Miscellaneous Revenue	109,000	5,583	6,220	(638)	-10%	101,678	80,060	21,618	27%
489100	Miscellaneous - Over/Short	-	57	(182)	238	-131%	16	(8)	25	-294%
	Total Revenues	\$ 2,993,000	\$ 369,710	\$ 390,093	\$ (20,383)	-5%	\$ 2,421,606	\$ 2,391,681	\$ 29,925	1%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 135,000	\$ 16,165	\$ 17,019	\$ (854)	-5%	\$ 95,363	\$ 111,976	\$ (16,613)	-15%
	Total Cost of Goods Sold	\$ 135,000	\$ 16,165	\$ 17,019	\$ (854)	-5%	\$ 95,363	\$ 111,976	\$ (16,613)	-15%
	Gross Profit	\$ 2,858,000	\$ 353,545	\$ 373,074	\$ (19,529)	-5%	\$ 2,326,243	\$ 2,279,706	\$ 46,537	2%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 870,950	\$ 71,572	\$ 70,790	\$ 781	1%	\$ 620,701	\$ 611,030	\$ 9,672	2%
510120	Salaries - Non-Pensionable	219,010	18,788	22,762	(3,974)	-17%	188,474	155,367	33,106	21%
510200	Salaries - Overtime	6,000	930	479	452	94%	5,509	5,152	357	7%
510400	FICA Taxes	83,886	6,817	7,059	(242)	-3%	61,144	57,934	3,210	6%
510500	IMRF	62,314	5,024	6,849	(1,826)	-27%	43,316	59,164	(15,848)	-27%
590600	Health Insurance	95,150	9,960	8,156	1,804	22%	86,803	80,372	6,431	8%
52XXXX	Contractual Services	595,447	48,888	51,566	(2,677)	-5%	470,652	520,218	(49,565)	-10%
53XXXX	Commodities	308,300	28,252	24,084	4,168	17%	251,309	252,043	(734)	0%
	Total Operating Expenses	\$ 2,241,057	\$ 190,231	\$ 191,745	\$ (1,514)	-1%	\$ 1,727,909	\$ 1,741,280	\$ (13,370)	-1%
	Operating Income	\$ 616,943	\$ 163,314	\$ 181,329	\$ (18,015)	-10%	\$ 598,334	\$ 538,426	\$ 59,908	11%
	Operating Income Percentage	21%	44%	46%			25%	23%		

KEY METRICS

	Goal								
Rounds Played	72,000	8,460	8,849	(389)	55,787	55,783	4		
Revenue Per Round	\$ 41.57	\$ 43.70	\$ 44.08	\$ (0.38)	\$ 43.41	\$ 42.87	\$ 0.53		
Resident Cards Sold	N/A	8	9	(1)	2,455	2,570	(115)		
Cost of Goods Sold % - Pro Shop	75%	77%	82%	-5%	73%	75%	-3%		
Personnel Expenses as % of Sales	45%	31%	30%	1%	42%	41%	1%		

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of September 30, 2019

ORG/ OBJECT	DESCRIPTION	2019 BUDGET	MONTH				YEAR-TO-DATE			
			2019	2018	DIFF	% DIFF	2019	2018	DIFF	% DIFF
<u>MISCELLANEOUS REVENUE</u>										
Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories:										
Handicaps			\$ 40	\$ 155	\$ (115)		\$ 37,495	\$ 25,370	\$ 12,125	
Hand Cart Rentals			3,082	2,038	1,044		21,385	17,392	3,993	
Adult & Junior Golf Lessons			-	546	(546)		24,701	13,228	11,474	
Golf Club Rentals			910	1,220	(310)		4,400	5,580	(1,180)	
Golf Club Repairs			291	336	(45)		3,423	4,660	(1,237)	
Locker Rentals			-	-	-		3,200	3,360	(160)	
Illinois Sales Tax (1.75%)			462	480	(17)		2,633	2,493	140	
Glen Ellyn Food & Beverage Tax (1%)			47	-	47		124	-	124	
Memorial Tree Donations			-	250	(250)		500	500	-	
Caddie Equipment			-	-	-		-	150	(150)	
FootGolf Ball Rentals			35	50	(15)		250	285	(35)	
ATM Machine Commission			38	55	(17)		165	190	(25)	
Misc./Misc.			678	1,091	(413)		3,402	6,853	(3,451)	
Total		\$ 109,000	\$ 5,583	\$ 6,220	\$ (638)		\$ 101,678	\$ 80,060	\$ 21,618	

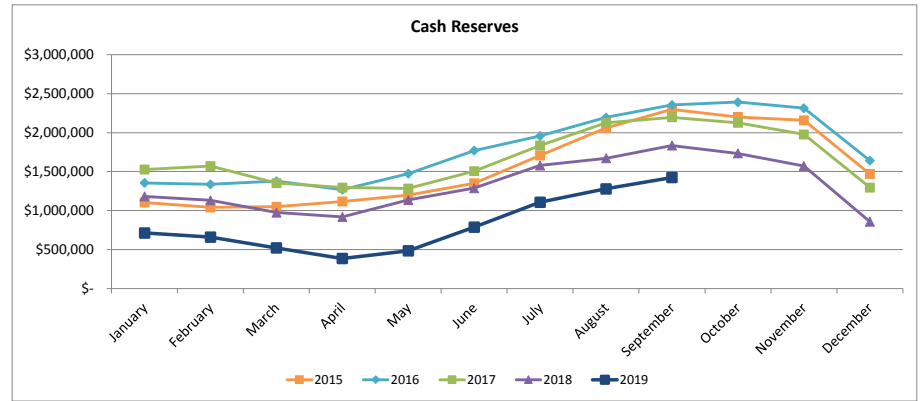
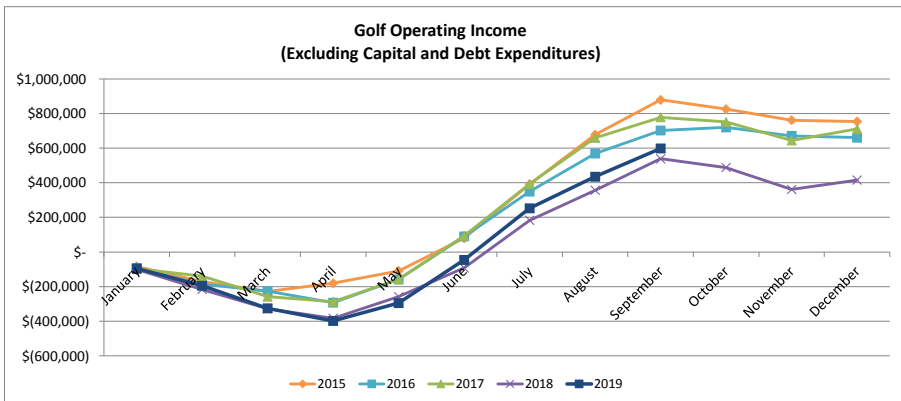
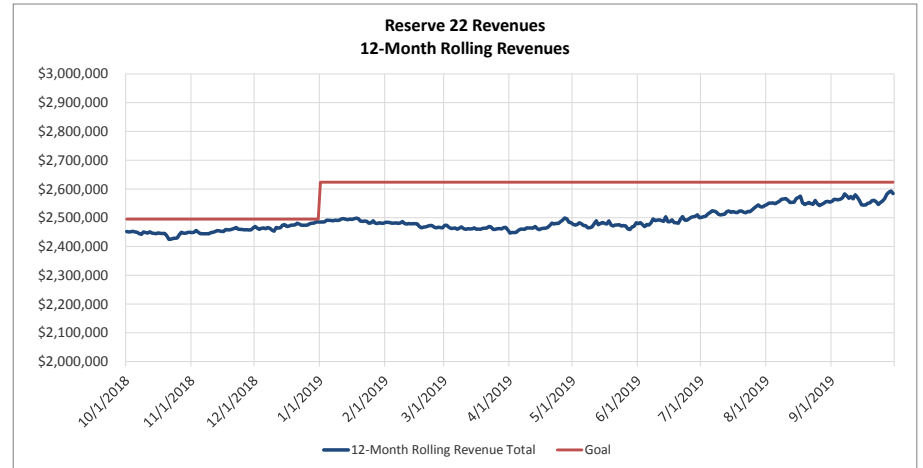
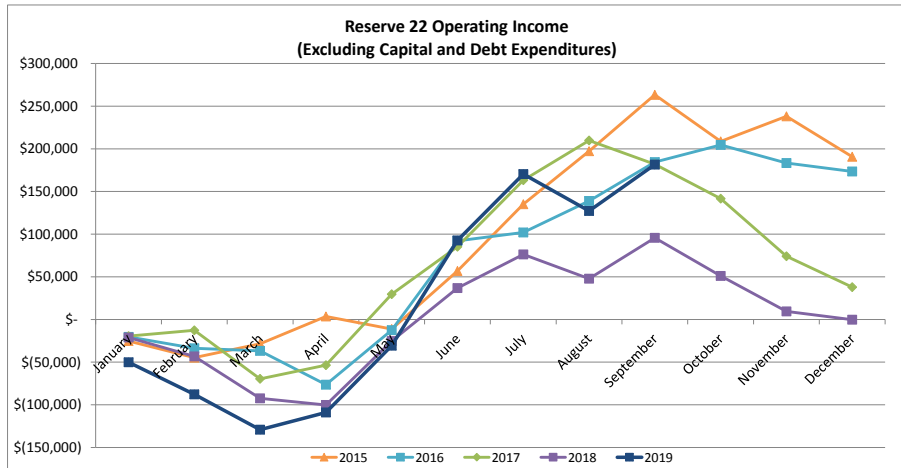
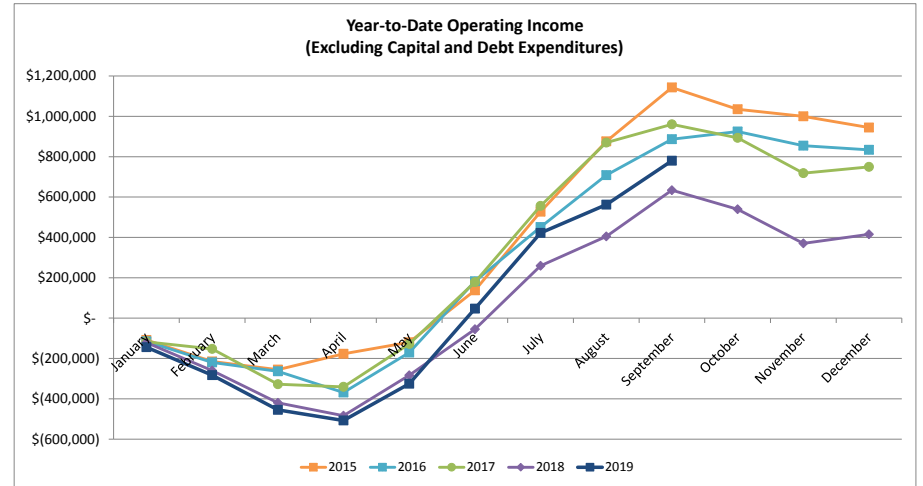
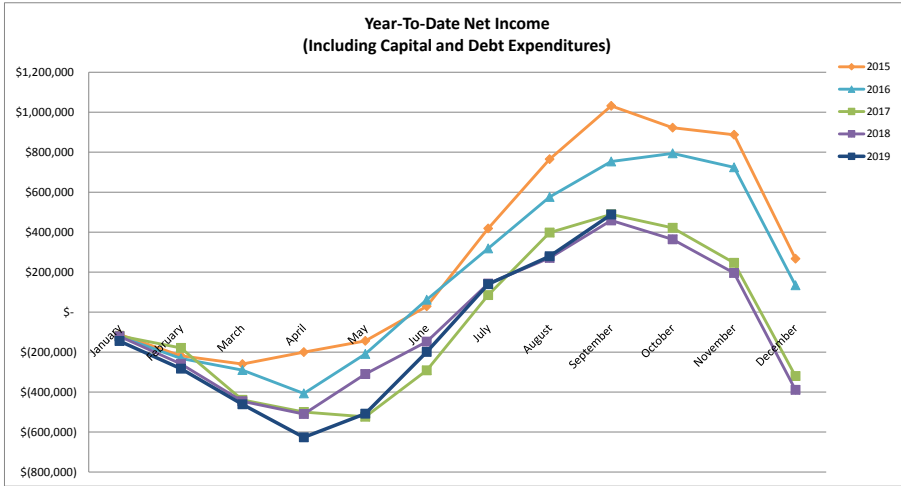
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 2019

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	\$ 156,366	\$ 134,019	\$ 22,347	17%	\$ 1,181,057	\$ 1,113,527	\$ 67,530	6%
441101	Liquor	260,000	30,919	34,474	(3,555)	-10%	200,304	217,590	(17,286)	-8%
441102	Beer	465,000	61,578	56,744	4,834	9%	416,848	378,154	38,694	10%
441103	Wine	215,000	22,654	18,145	4,509	25%	173,940	159,918	14,022	9%
441104	NA Beverages	95,000	12,599	10,332	2,267	22%	72,735	76,521	(3,786)	-5%
441106	Room Charges	1,500	75	500	(425)	-85%	3,925	3,600	325	9%
441107	Service Charges	137,000	17,895	17,911	(16)	0%	102,977	107,203	(4,226)	-4%
489000	Miscellaneous Revenue	100	(8)	-	(8)	0%	3,577	45	3,531	7767%
	Total Revenues	\$ 2,623,600	\$ 302,078	\$ 272,125	\$ 29,953	11%	\$ 2,155,363	\$ 2,056,558	\$ 98,805	5%
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 119,080	\$ 21,323	\$ 15,501	\$ 5,822	38%	\$ 99,202	\$ 98,359	\$ 843	1%
530401	Cost of Goods Sold - Wine	61,360	5,820	3,546	2,274	64%	53,613	48,310	5,303	11%
530402	Cost of Goods Sold - Liquor	50,400	9,112	5,796	3,315	57%	49,417	49,193	224	0%
530405	Cost of Goods Sold - NA Beverages	27,600	6,483	3,362	3,120	93%	41,361	29,323	12,038	41%
530420	Cost of Goods Sold - Food	460,800	57,663	42,273	15,390	36%	425,316	409,582	15,734	4%
	Total Cost of Goods Sold	\$ 719,240	\$ 100,400	\$ 70,479	\$ 29,921	42%	\$ 668,909	\$ 634,767	\$ 34,142	5%
	Gross Profit	\$ 1,904,360	\$ 201,678	\$ 201,646	\$ 32	0%	\$ 1,486,454	\$ 1,421,791	\$ 64,662	5%
	Gross Profit Percentage	73%	67%	74%			69%	69%		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 629,440	\$ 56,093	\$ 56,792	\$ (699)	-1%	\$ 488,177	\$ 491,456	\$ (3,279)	-1%
510120	Salaries - Non-Pensionable	370,000	38,546	39,180	(635)	-2%	335,903	368,042	(32,140)	-9%
510200	Salaries - Overtime	6,000	2,427	1,235	1,192	97%	15,889	8,174	7,715	94%
510399	Tips Paid Through Payroll	-	649	246	403	164%	3,053	2,193	860	39%
510400	FICA Taxes	95,662	9,780	9,266	515	6%	81,842	82,565	(724)	-1%
510500	IMRF	45,114	4,816	6,214	(1,397)	-22%	39,700	53,036	(13,337)	-25%
590600	Health Insurance	86,000	4,888	7,480	(2,592)	-35%	58,509	59,951	(1,442)	-2%
52XXXX	Contractual Services	201,189	18,020	17,549	471	3%	146,323	145,096	1,227	1%
53XXXX	Commodities	123,300	12,121	15,864	(3,742)	-24%	135,478	115,642	19,836	17%
	Total Operating Expenses	\$ 1,556,705	\$ 147,340	\$ 153,824	\$ (6,484)	-4%	\$ 1,304,874	\$ 1,326,156	\$ (21,282)	-2%
	Operating Income	\$ 347,655	\$ 54,338	\$ 47,822	\$ 6,516	14%	\$ 181,580	\$ 95,635	\$ 85,944	90%
	Operating Income Percentage	13%	18%	18%			8%	5%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 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		\$ 165,062	\$ 137,675	\$ 27,387	20%	\$ 1,354,632	\$ 1,295,207	\$ 59,425	5%
Banquets	N/A		106,548	103,773	2,775	3%	619,290	604,867	14,423	2%
Other	N/A		30,468	30,677	(209)	-1%	181,441	156,484	24,957	16%
Total	\$ 2,623,600		\$ 302,078	\$ 272,125	\$ 29,953	11%	\$ 2,155,363	\$ 2,056,558	\$ 98,805	5%
Reserve 22 Revenues (Last 12 Months)	\$ 2,623,600						\$ 2,584,030	\$ 2,456,792	\$ 127,238	5%
Reserve 22 Expenses (Last 12 Months)	\$ 2,275,945						\$ 2,498,306	\$ 2,505,120	\$ (6,814)	0%
# Guest Checks (Restaurant/Bar)	N/A		5,034	5,413	(379)		40,664	44,572	(3,908)	
Revenue Per Guest Check	N/A		\$ 32.79	\$ 25.43	\$ 7.36		\$ 33.31	\$ 29.06	\$ 4.25	
# Guests (Restaurant/Bar)	N/A		8,565	7,850	715		69,698	75,107	(5,409)	
Average Guest Spend	N/A		\$ 19.27	\$ 17.54	\$ 1.73		\$ 19.44	\$ 17.24	\$ 2.19	
Cost of Goods Sold %	27%		33%	26%	7%		31%	31%	0%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer	26%		35%	27%	7%		24%	26%	-2%	
Cost of Goods Sold - Wine	29%		26%	20%	6%		31%	30%	1%	
Cost of Goods Sold - Liquor	19%		29%	17%	13%		25%	23%	2%	
Cost of Goods Sold - NA Beverages	29%		51%	33%	19%		57%	38%	19%	
Cost of Goods Sold - Food	32%		37%	32%	5%		36%	37%	-1%	
Personnel Expenses as % of Sales	47%		38%	44%	-6%		47%	52%	-5%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	74%		72%	70%	2%		78%	83%	-4%	

**Village Links / Reserve 22
Dashboard Financial Report
As of September 30, 2019**





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

Meeting: 10/25/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4203)

DOC ID: 4203

Village Links/Reserve 22 - Predicted Cash Reserves

Please see attached report.

ATTACHMENTS:

- CashReservesSept2109 (PDF)

VILLAGE LINKS / RESERVE 22

OPERATING PROFITS HISTORY

= 3 pay pds

	<u>JAN</u>	<u>FEB</u>	<u>MAR</u>	<u>APR</u>	<u>MAY</u>	<u>JUN</u>	<u>JUL</u>	<u>AUG</u>	<u>SEP</u>	<u>OCT</u>	<u>NOV</u>	<u>DEC</u>
2014	(118,949)	(101,644)	(94,893)	27,332	45,807	252,752	287,280	255,037	294,214	(139,659)	(154,412)	(39,459)
2015	(108,349)	(107,017)	(40,284)	78,571	56,800	257,310	390,227	348,416	267,023	(108,036)	(34,661)	(93,707)
2016	(115,001)	(104,968)	(43,888)	(104,943)	197,835	353,418	268,567	257,220	178,460	37,805	(69,848)	(20,568)
2017	(117,225)	(35,354)	(174,979)	(14,117)	212,398	307,073	377,487	313,199	90,918	(67,235)	(174,683)	29,787
2018	(121,170)	(138,361)	(160,474)	(63,655)	200,308	228,511	314,318	145,569	229,186	(94,659)	(168,730)	45,040
2019	(144,614)	(138,320)	(171,958)	(52,631)	181,819	372,689	339,066	139,811	208,878			

PREDICTED CASH RESERVES

	ACTUAL											
	2019	2019	2019	2019	2020	2020	2020	2020	2020	2020	2020	2020
	<u>SEP</u>	<u>OCT</u>	<u>NOV</u>	<u>DEC</u>	<u>JAN</u>	<u>FEB</u>	<u>MAR</u>	<u>APR</u>	<u>MAY</u>	<u>JUN</u>	<u>JUL</u>	<u>AUG</u>
'19-20 Avg	1,487,278	1,445,915	1,325,448	683,652	487,768	383,490	323,802	318,902	516,992	812,284	1,006,775	1,152,344
'19-20 Best	1,487,278	1,525,083	1,490,422	909,448	726,099	690,744	650,460	729,031	941,430	1,314,119	1,569,346	1,714,915
'19-20 Worst	1,487,278	1,392,619	1,217,936	498,214	278,601	140,239	45,346	(18,309)	163,510	392,021	525,588	671,157

Assumptions:

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

We have no Capital Expenses JAN-AUG 2020

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

We have paid \$233,914 in budgeted Caps to date, \$26,980 remains

*Debt Service remaining (Dec) \$599,035

*Budgeted Capital remaining (Oct) = \$26,980