Agenda
Village of Glen Ellyn
Recreation Commission
Regular Meeting
Friday, November 22, 2019
7:00 AM
Village Links

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

I. Call To Order

II. Public Comments

III. Minutes Approval - October 25, 2019

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

IV. Standing Reports

A. Manager - Jeff Vesevick

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

B. Reserve 22 - Brad Chapple

1. Reserve 22 - Restaurant Reviews - October 2019

C. Financial - Jeff Vesevick

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

2. Village Links/Reserve 22 - Predicted Cash Reserves

D. Trustee Liaison - Steve Thompson

V. Discussion - Golf Policies - Permanent Tee Times

VI. Other Business

VII. Next Meeting - December 20, 2019

VIII. Adjournment

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

Meeting: 11/22/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4241) DOC ID: 4241

Village Links/Reserve 22 - Minutes - October 2019

Please see attached Minutes.

ATTACHMENTS:

- MN102519 (PDF)

RECREATION COMMISSION
MINUTES
OCTOBER 25, 2019

Board or Commission:	Recreation	**Called to Order:**	7:05A.M.
Meeting:	Regular	**Adjourned:**	8:48A.M.
Quorum:	Yes		

MEMBER ATTENDANCE:

Tim O'Shea	Chairman	Present
Rebecca Austin	Commissioner	Present
Brian Diver	Commissioner	Present
Glen G. Graham	Commissioner	Excused Absence
Alison Park	Commissioner	Excused Absence
Mark W. Reinke	Commissioner	Present
Carol Scott	Commissioner	Excused Absence
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 October 25, 2019 regular meeting of the Recreation Commission was called to order at 7:05A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman O'Shea. Commissioner Diver arrived at 7:07A.M.

2. **PUBLIC COMMENTS**
   None.

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

MOVE TO APPROVE MINUTES OF MEETING FROM 9/26/19 AS PRESENTED.

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

Attachment: MN102519 (4241 : Village Links/Reserve 22 - Minutes - October 2019)

4. **STANDING REPORTS**

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

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

General Manager Vesevick stated the month of September was warm but rainy with approximately six (6) inches of rain. The weather caused overall revenues to be down. For 2019, carts were grounded 33 times (more than double than normal). Driving range revenues were up about 5%. September revenues were right in the middle of the last 10 years. The Glen Ellyn Open took place with about 83 players. Overall the golf course was in good shape. Staff had to rake-in the bunkers about three (3) times in September. Trustee Thompson said he attended the Glen Ellyn Chamber golf outing and commended the course, the food, and the service. Trustee Thompson said he heard a lot of praise about the outing.

Commissioner Reinke inquired about the golf board rental program. Director of Golf Allen recommended not offering the boards next year because the Village Links lost money on the program and only a very small percentage of players used the boards. The Village Links lowered the board rental price several times during the season and even with the lower price the rental fees did not cover the fees paid to the vendor. General Manager Vesevick said the boards were rented about 185 times. Golf Professional Campbell suggested if the rental company allowed the Village Links to break even; then possibly offer the golf boards next year. Chairman O'Shea said he supported not offering the boards next year, but was glad the Links offered a new program. Chairman O'Shea recommended possibly negotiating with the board rental company for a lower price or other subsidy for next year, if the City opted to renew the program. Commissioner Diver said this was a good idea, if a deal could be secured.

General Manager Vesevick said September was a good month for Reserve 22 with revenues up 20% and banquets up 3%. Food and Beverage Director Chapple noted a new restaurant manager was hired. Staff is working on updating the winter menu and finalizing the catering-to-go menu, which will offer nightly family meal deals priced at $35 for a family of four (4).

Reserve 22 has a new wine and drink menu. Chairman O'Shea asked about future events at Reserve 22. Food and Beverage Director Chapple said plans for the Chili Cook-off are underway and staff is working on the Thanksgiving to-go menu and buffet options. Food and Beverage Director Chapple asked for input regarding New Year's Eve. Chairman O'Shea and Commissioner Austin recommended Reserve 22 focus on a family event with a 9PM balloon drop. General Manager Vesevick said staff will explore this option.

Attachment: MN102519 (4241 : Village Links/Reserve 22 - Minutes - October 2019)

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

General Manager Vesevick said Marketing Strategist Julie Rusin compiled this report. Under this review program, first time guests are asked to rate their overall experience at the Village Links. Chairman O'Shea asked if the Links has to pay for this. General Manager Vesevick said the reviews are part of the website fee. Director of Golf Allen said the nice thing with the Reputation Defender; staff is able to get ahead of reviews and respond to them and be pro-active.

Commissioner Reinke asked if 1-2-1 would share how other comparable courses are being rated so we can compare them to the Village Links. General Manager Vesevick said other courses would probably be very similar.

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

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

The Recreation Commission discussed some of the restaurant reviews.

General Manager Vesevick said the gross profit analysis covers the months of November through March and includes the costs with the greatest potential savings including: part-time labor and the costs of goods sold. General Manager Vesevick noted full-time employees will still need to be paid. General Manager Vesevick said on Mondays during the off-season Reserve 22 loses about $200 a day.

Food and Beverage Director Chapple said the plan is to close Reserve 22 on Mondays from November through March. Food and Beverage Director Chapple said the restaurant would mirror the course schedule. Food and Beverage Director Chapple added if a really good weather day occurs, then Reserve 22 will open on Mondays. General Manager Vesevick noted if Reserve 22 closed on Tuesday, Wednesdays, and Thursdays in January, the total savings would be $1,500 for the month. General Manager Vesevick said he does not want lose the Reserve 22 momentum and confuse customers about when Reserve 22 is open. General Manager Vesevick said he would rather staff work together to improve marketing efforts.

Commissioner Reinke said the consensus is for Reserve 22 to remain open on Tuesdays, Wednesdays, Thursdays, and weekends during the off-season. Chairman O'Shea thanked staff for putting together this report. Commissioner Diver said staff did a good job on this report.

C. **Financial – Jeff Vesevick**

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

Attachment: MN102519 (4241 : Village Links/Reserve 22 - Minutes - October 2019)

Chairman O'Shea said the financial report was self-explanatory and asked if there were any questions. There were no questions so the Recreation Commission moved on to the next agenda item.

2. Village Links/Reserve 22 – Predicted Cash Reserves

General Manager Vesevick noted cash reserves improved from last month and added that staff's goal during the off-season is to not lose cash.

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

Trustee Thompson expressed concern over the stormwater retention issues and why the Village Links is funding this alone, when it is a Village-wide expense. Trustee Thompson said he would like to discuss these concerns with Village Manger Franz. Discussion ensued regarding the value that the Links brings to the Village. Chairman O'Shea said he appreciated Trustee Thompson's sentiments. Commissioner Diver suggested if the Links does end up in a negative cash position in the next few years, then we need to remind everyone why the Links was built and that it provides more services than golf. Commissioner Diver noted golf trends have changed and the revenues are not what they used to be, and if the Links needs to obtain some financial assistance from the Village then it is time to start informing people now why the Village Links is an asset to the entire community.

Trustee Thompson said if there was no debt, then the Village Links and Reserve 22 would be a very profitable business. Trustee Thompson said maybe the debt payments could be extended another 10 years. Chairman O'Shea expressed concern over the Village Link's future capital needs. General Manager Vesevick noted once the debt issue is paid-off in 2022 about $350,000 in cash reserves will be freed-up. Chairman O'Shea said the conversation needs to be had now, so the Village Board can start planning. Chairman O'Shea suggested holding a workshop between the Village Board and the Recreation Commission this winter regarding this matter.

5. **DISCUSSION 2020 USER FEES**

General Manager Vesevick said staff discussed the 2020 user fees and given the current golf market, staff recommends holding-off on any fee increases. Chairman O'Shea asked when the last rate increase. General Manager Vesevick replied the weekend fees increased last year. The Recreation Commission concurred to leave the current user fees in-tact for 2020. Chairman O'Shea suggested an alternate payment structure for permanent tee times and asked before the 2020 rates are published that the Recreation Commission discuss this. The Recreation Commission will discuss permanent tee times at a November or December meeting.

6. **OTHER BUSINESS**

None.

7. **NEXT SPECIAL MEETING FRIDAY, NOVEMBER 22, 2019**

Attachment: MN102519 (4241 : Village Links/Reserve 22 - Minutes - October 2019)

8. **ADJOURN**

Commissioner Diver moved and Commissioner Reinke seconded, to adjourn the meeting. The meeting was adjourned at 8:48a.m.

Submitted by Aileen Haslett, Recording Secretary

Reviewed by General Manager Jeff Vesevick

Attachment: MN102519 (4241 : Village Links/Reserve 22 - Minutes - October 2019)

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

Meeting: 11/22/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4245) DOC ID: 4245

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

Please see attached report.

ATTACHMENTS:

- Managers Report 112219 (PDF)

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

"Committed to Excellence since 1967"

Manager's Report for October 2019

Submitted by Jeff Vesevick, General Manager

October weather continued the pattern of too much rain for both golfers and our Maintenance staff. There was above normal rain of 5.12" over 10 days. The average rain fall for October is 2.66". There were also 2 days of snow totaling 8". Golf carts were grounded for 4 days during the month. The golf course was closed 3 days, and we had frost delays 5 days. The wet weather severely hampers the ability for staff to maintain the grounds, as well as the ability to produce revenues.

High Temperatures in October																					
	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999
80° days	1	4	1	1					4	3		1	6	2	4		3	1	1	4	1
70° days	1	2	11	10	7	3	9	4	6	9	1	5	8	3	6	7	7	7	5	13	10
60° days	12	5	9	11	12	13	8	10	8	13	10	12	7	7	8	14	9	8	11	9	10
50° days	10	16	5	6	10	11	9	10	11	4	12	11	10	12	12	9	9	6	11	4	9
40° days	5	4	3	3	2	4	4	7	2	2	8	2		6	1	1	3	9	2	1	1
30° days	2		2				1							1					1		
Rain	5.1"	4.7"	10.1"	4.1"	1.9"	2.7"	2.9"	3.0"	1.6"	1.0"	5.9"	2.1"	2.0"	6.6"	1.0"	1.8"	2.0"	1.3"	9.0"	1.6"	1.1"
Snow	8"																				

GOLF

Rounds played were 24% for the month, and are up 2% for the year

Green Fee revenue was up 74% for the month, as is up 6% for the year

Driving Range revenue was up 29% for the month, and is up 2% for the year

Motor Car revenue was up 22% for the month, and is down 3% for the year

Pro Shop sales were up 3% for the month, and are down 11% for the year

Attachment: Managers Report 112219 (4245 : Village Links/Reserve 22 - Manager's Report - October 2019)

Golf Revenue October										
	2010	**2011**	**2012**	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**
Rounds	6,780	6,824	5,202	5,045	5,794	5,785	6,031	4,550	3,914	4,859
Green Fees	136,880	134,608	92,528	94,224	108,002	111,533	116,968	87,335	63,569	110,662
Driving Range	13,775	12,569	8,537	11,089	16,517	13,359	15,719	10,999	11,042	14,214
Pro Shop	10,509	10,344	9,604	11,296	11,221	10,519	11,577	8,812	8,405	8,687
Carts	37,370	40,534	32,598	33,325	38,965	40,118	44,509	33,516	25,708	31,401
Resident Cards	90	121	50	50	30	50	0	80	0	20
Miscellaneous	3,541	2,910	6,908	4,022	2,338	1,744	3,139	3,018	2,608	2,704
Total Revenue	**202,043**	**201,132**	**150,180**	**154,082**	**177,073**	**177,323**	**191,913**	**143,749**	**111,332**	**167,688**
Golf Revenues in October were the 6th best in the past 10 years										

The Village Links hosted the **20th Links Cup Matches**, which pits a team of 8 qualifying amateurs against 8 members of the staff. Consistent with the rest of the golfing year, the matches were cut short due to poor weather. The event follows the Ryder Cup format, and is contested over 2 days. The Professionals & Staff posted a decisive victory. Since its inaugural event in 1999, the Golf Staff has won 13 cups, and the amateurs have captured 8.

Four tournaments were hosted in October, three of which consisted of High School events. Lake Park High School in Itasca hosted its annual Invitational, consisting of 8 schools. The Village Links also hosted IHSA Regional and Sectional events. **Glenbard West High School** won the Sectional on their home turf, and boasted the tournament medalist, **John Wild.** Golf staff also hosted 8 outside private outings for the month, generating $38,000 in revenue.

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 2020. To date, 41 golfers are signed up, as opposed to 35 a year ago.

The 5th annual fall version of the ***PGA Junior League*** attracted 37 junior golfers. High School golf practices and matches began in August, and concluded in October.

FALL FEST promotions continued throughout the month of October, and included FREE Tuesday 9-holes for Glen Ellyn Resident Card holders, and VIP Card holders.

Attachment: Managers Report 112219 (4245 : Village Links/Reserve 22 - Manager's Report - October 2019)

GROUNDS

Grounds

1. Litter was removed from the parkways twice.
2. Bunker sand was shoveled/plowed back into place 2 times.
3. Micro-nutrients, growth regulators and disease prevention treatments were applied to greens, tees and fairways 2 times.
4. Greens were core aerated sand top dressed. A second top dressing was applied late in the month.
5. Greens, tees, fairways, rough and wear areas received granular fall fertilizer applications.
6. Irrigation sprinklers, quick couplers and shut-off valves were trimmed around in anticipation of winterizing the irrigation system.
7. The irrigation system was turned off for the year.

Mechanical and Building Maintenance

1. Eighteen pieces of equipment were repaired and serviced.
2. Twelve cutting units were sharpened.
3. The Reserve 22 and Blue Heron carpets were cleaned.
4. Reserve 22/Blue Heron windows were washed twice.
5. Patio umbrellas were removed and stored for the winter.
6. A failed refrigerated food prep unit was replaced.
7. Winter servicing of the golf cart fleet began.

Horticulture/Conservation

1. The potted tropical plants were brought to the maintenance basement for the winter.
2. The landscape beds surrounding the clubhouse were mulched.
3. Annual flower beds were stripped and cleaned.
4. Perennials were added to several landscape beds.

Lambert Lake/Panfish Park

1. Branches generated from removing invasive trees were chipped once.
2. Gravel was added to the parking lot and graded.

RESERVE 22

Reserve 22 revenues were relatively flat for the month of October 2019. While the restaurant and bar saw an increase of 5%, the banquet business slowed, with a decrease of 16% increase from October 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 less than 1% for the year.

Attachment: Managers Report 112219 (4245 : Village Links/Reserve 22 - Manager's Report - October 2019)

Reserve 22 - October				Year To Date		
Restaurant	**2018**	**2019**	**+/-**	**2018**	**2019**	**+/-**
Beverages	2,668	2,127	*-20.3%*	45,904	31,342	*-31.7%*
Beer	16,910	17,794	*5.2%*	272,078	294,556	*8.3%*
Wine	11,091	10,859	*-2.1%*	142,896	144,341	*1.0%*
Spirits	12,569	11,590	*-7.8%*	165,568	158,412	*-4.3%*
Food	44,184	49,396	*11.8%*	757,197	817,748	*8.0%*
Total Restaurant	**87,422**	**91,766**	***5.0%***	**1,383,642**	**1,446,398**	***4.5%***
Banquets	**2018**	**2019**	**+/-**	**2018**	**2019**	**+/-**
Beverages	300	385	*28.3%*	10,655	7,976	*-25.1%*
Beer	5,692	1,909	*-66.5%*	54,247	57,284	*5.6%*
Wine	5,536	4,815	*-13.0%*	34,686	45,693	*31.7%*
Spirits	6,013	5,311	*-11.7%*	47,451	31,680	*-33.2%*
Food	41,347	36,556	*-11.6%*	403,137	415,419	*3.0%*
Misc.	791	1,400	*77.0%*	22,779	17,279	*-24.1%*
Total Banquets	**59,679**	**50,376**	***-15.6%***	**572,956**	**575,331**	***0.4%***
	2018	**2019**	**+/-**	**2018**	**2019**	**+/-**
Other	**15,358**	**21,022**		**262,449**	**296,797**	
Total Reserve 22	**162,459**	**163,164**	***0.4%***	**2,219,047**	**2,318,527**	***4.5%***

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

Black Wednesday will feature the band 'Bert's Revenge' on November 27. Staff hopes to capitalize on a traditionally busy restaurant and bar crowd the night before Thanksgiving. The band is scheduled to perform from 7:30 – 11:30pm.

Staff has been taking reservations for the **Thanksgiving Day buffet**, as well as Thanksgiving catering orders. We expect to build on the 136 Guests served a year ago at the buffet, and increase the catering revenue which produced $1,600 in sales a year ago. The Buffet will be available from 11am – 4pm. Catering orders will be taken through Sunday, November 24.

Reserve 22 will introduce a "pop up" bar as a holiday theme in 2019. The bar will be adorned with many holiday decorations, and will feature an "Elfie Booth" for those wishing to commemorate their experience with the famous elf, Buddy.

Attachment: Managers Report 112219 (4245 : Village Links/Reserve 22 - Manager's Report - October 2019)

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

Meeting: 11/22/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4243) DOC ID: 4243

Reserve 22 - Restaurant Reviews - October 2019

Please see attached report.

ATTACHMENTS:

- Reserve22Reviews-October 2019 (PDF)

Chicago
23 reviews
Dined on October 29, 2019
Overall3Food3Service5Ambience2
10/29 We had a table by the windows and could feel the wind coming through during our visit. Had to put our coats around our shoulders, even the guys were cold!! The burger was fine, paid extra for cheese that was scarce on the burger. Asked for medium well burger and a really well done was delivered to two in our group. The two pinot noirs offered on the wine list not my favorite, pretty bitter. Our server was much better than our last visit. Not sure why some of the staff felt compelled to keep opening the door on the patio and looking out. No guests were seated out there and it was dark & cold out.

L

VIP Loanguy

Chicago
21 reviews
Dined on October 22, 2019
Overall2Food2Service2Ambience3
Went for the 1/2 burger special on Tuesday nights. They only give you half price on the burger itself and not the additions that they charge you extra for. Got a hockey puck on a burger bun. Way overcooked. 1/2 price 1/2 the attention to detail I guess

Their drink prices are a bit high. They should run some craft beer and other drink specials every once in a while. Why not offer a craft beer pint for $4 instead of $7?

The service is typically spotty as servers may be attentive when you get there and then go MIA between the drink order and food order or after the food order has been delivered. The outside patio was closed so servers should have been able to provide better service.

B

Butterfly

Chicago
8 reviews
Dined on October 22, 2019
Overall5Food4Service5Ambience4
On a gloomy day, when the patio is not a choice, inside dining facing out over the greens is a great second option! The cozy corner fireplace added to the warmth of a gray windy fall day. The server and hostess/server who seated us made the, always great time at Reserve 22, a dining option as winter approaches. They have expanded their wine list and the chef made on premises desserts will tempt even those who usually abstain. Cheers!

JohnA

Chicago
1 review
Dined on October 18, 2019
Overall3Food3Service3Ambience4
Ok but the menu is limited. Prices are about average. Fish fry is one of their better deals. Service is slow

Attachment: Reserve22Reviews-October 2019 (4243 : Reserve 22 - Restaurant Reviews - October 2019)

OT

VIP OpenTable Diner

New York Area
14 reviews
Dined on October 14, 2019
Overall4Food4Service4Ambience3
Spencer was superb!

SS

VIP SusanS

Chicago
2 reviews
Dined on October 6, 2019
Overall2Food2Service3Ambience3
We had a great experience the first time we visited, or else we wouldn't have gone back. However, this time was different. My meal wasn't as described in the menu and didn't taste very good on top of it. When I had half of my plate still there at the end, the waiter didn't even ask how things were.
In addition, waitstaff started hovering when we were finishing up our appetizer asking us if we were done. I finally had to ask for a couple of minutes for him to go away and let us finish it up without being watched from a couple of feet behind our table.
I absolutely understand that there are many high school students working here, but I really expected better after our last experience.

OT

OpenTable Diner

Milwaukee
1 review
Dined on October 4, 2019
Overall5Food5Service5Ambience5
Bday , top notch service

GOOGLE REVIEWS

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

Thanks Mike! Come back again soon!

Mo Mann
6 weeks ago
Went with a party of 7. The food was excellent. My group ordered chicken, sea food, and pasta from both the specials and main menu. I ordered the pork chops. They were excellent and came with broccoli and a rice and bean blend. Our server, Dan was very accommodating and efficient. I will go back, but think they are priced slightly higher than some of their competitors.

Thanks Mo, we are glad you enjoyed your meal! See you again soon!

Attachment: Reserve22Reviews-October 2019 (4243 : Reserve 22 - Restaurant Reviews - October 2019)

Simply Me
7 weeks ago
Amazing in every way !!

Wow! Thanks Simply Me! Please come back and see us again soon!

Wolfblood _78
3 weeks ago
The user didn't write a review, and has left just a rating.

Sandra Winters
3 weeks ago
Eh, it was okay. We went for the $6 burger night and they were just average tasting. Outdoor seating was nice though.

Reginald Shelton
3 weeks ago
Nice golf course/country club restaurant.

Robert D
4 weeks ago
Great restaurant with awesome outdoor seating and nice views of the course. The only problem I have is that after ordering, the food takes a long time to be served. To mitigate this, I've started calling my order in about 10 minutes before I arrive, so it's already in the oven! They are super receptive of this, and completely willing to accommodate my request. Thank you, and will continue to dine here!

Dakota Lambert
5 weeks ago
I love this venue a lot. there is a very nice atmosphere. The cuisine is superb. the service is effective and the personel is very professional. The cost is modest. profoundly recommend.

Wow thanks Dakota! We are humbled! Please visit us again soon!

don newsham
5 weeks ago
58th HS reunion, great food

Wow, so happy you had a wonderful reunion! Thanks Don!

Ameer Al Wafai
5 weeks ago
Nice area to sit. Food is average. Service is good. Would come back again for nice area outside to sit in.

Thanks Ameer! Please come back again soon!

Attachment: Reserve22Reviews-October 2019 (4243 : Reserve 22 - Restaurant Reviews - October 2019)

John Saccomanno
5 weeks ago
Great outdoor area with fire pit

Thanks John, hope to see you back at the Links again soon!

Attachment: Reserve22Reviews-October 2019 (4243 : Reserve 22 - Restaurant Reviews - October 2019)

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

Meeting: 11/22/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4242) DOC ID: 4242

Village Links/Reserve 22 - Financial Statements - October 2019

Please see attached financial statements.

ATTACHMENTS:

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

VILLAGE LINKS
GLEN ELLYN

RESERVE
22
TWENTY-TWO

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of October 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	$ 168,824	$ 125,711	$ 43,113	34%	$ 2,590,430	$ 2,517,392	$ 73,038	3%
5520	Reserve 22 Revenues	2,623,600	163,164	162,459	705	0%	2,318,527	2,219,017	99,510	4%
	Total Revenues	**$ 5,616,600**	**$ 331,988**	**$ 288,169**	**$ 43,818**	**15%**	**$ 4,908,957**	**$ 4,736,409**	**$ 172,548**	**4%**
	EXPENDITURES:									
55700	Administration	$ 411,057	$ 32,733	$ 31,715	$ 1,019	3%	$ 345,128	$ 327,285	$ 17,842	5%
55710	Golf Course Maintenance	835,951	59,551	55,158	4,393	8%	670,836	651,039	19,796	3%
55720	Golf Services	717,368	55,133	62,451	(7,319)	-12%	638,462	654,414	(15,953)	-2%
55730	Reserve 22	2,275,945	198,285	206,947	(8,662)	-4%	2,172,068	2,167,870	4,198	0%
55740	Stormwater Management	30,756	2,923	1,724	1,198	69%	19,603	20,173	(570)	-3%
55750	Pro Shop Merchandise	164,405	9,273	10,913	(1,641)	-15%	126,870	145,776	(18,906)	-13%
55780	Motorized Carts	43,641	2,821	3,073	(253)	-8%	37,688	40,535	(2,847)	-7%
557X5	Mechanical Maintenance	172,879	13,868	10,848	3,020	28%	160,987	189,915	(28,929)	-15%
	Total Operating Expenses	$ 4,652,002	$ 374,585	$ 382,830	$ (8,245)	-2%	$ 4,171,641	$ 4,197,008	$ (25,368)	-1%
	Operating Income (Loss)	**$ 964,598**	**$ (42,598)**	**$ (94,661)**	**$ 52,063**	**-55%**	**$ 737,316**	**$ 539,401**	**$ 197,916**	**37%**
	Debt Service	658,070	-	-	-	0%	59,035	66,048	(7,013)	-11%
	Capital Expenditures	332,787	26,979	-	26,979	0%	259,668	109,313	150,356	138%
	CHANGE IN NET POSITION	**$ (26,259)**	**$ (69,577)**	**$ (94,661)**	**$ 25,084**	**-26%**	**$ 418,613**	**$ 364,041**	**$ 54,572**	**15%**

KEY METRICS

	Goal						
Personnel Expenses as % of Sales	*46%*	*64%*	*77%*	*-13%*	*45%*	*48%*	*-2%*
Cash Balance (End of Month, in $000's)	*$ 1,164*	*$ 1,360*	*$ 1,734*	*$ (373)*			

Attachment: Village Links - Financial Statements - October 2019 (4242 : Village Links/Reserve 22 -

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 October 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	$ 110,662	$ 63,569	$ 47,093	74%	$ 1,609,069	$ 1,511,529	$ 97,540	6%
440554	Pro Shop - Sales	180,000	8,687	8,405	282	3%	139,989	156,803	(16,814)	-11%
440555	Motor Carts	525,000	31,401	25,708	5,693	22%	439,582	456,121	(16,539)	-4%
440556	Driving Range	280,000	14,214	11,042	3,172	29%	256,778	252,409	4,370	2%
440557	Resident Cards	32,000	20	-	20	0%	31,110	31,340	(230)	-1%
460100	Investment Income	17,000	925	2,152	(1,227)	-57%	9,292	14,304	(5,012)	-35%
489000	Miscellaneous Revenue	109,000	2,950	14,891	(11,942)	-80%	104,627	94,952	9,676	10%
489100	Miscellaneous - Over/Short	-	(34)	(57)	23	-40%	(18)	(66)	48	-72%
	Total Revenues	**$ 2,993,000**	**$ 168,824**	**$ 125,711**	**$ 43,113**	**34%**	**$ 2,590,430**	**$ 2,517,392**	**$ 73,038**	**3%**
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	$ 135,000	$ 6,878	$ 8,517	$ (1,639)	-19%	$ 102,240	$ 120,492	$ (18,252)	-15%
	Total Cost of Goods Sold	**$ 135,000**	**$ 6,878**	**$ 8,517**	**$ (1,639)**	**-19%**	**$ 102,240**	**$ 120,492**	**$ (18,252)**	**-15%**
	Gross Profit	**$ 2,858,000**	**$ 161,946**	**$ 117,194**	**$ 44,753**	**38%**	**$ 2,488,190**	**$ 2,396,899**	**$ 91,290**	**4%**
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 870,950	$ 71,069	$ 70,650	$ 419	1%	$ 691,770	$ 681,680	$ 10,091	1%
510120	Salaries - Non-Pensionable	219,010	14,148	16,696	(2,548)	-15%	202,622	172,064	30,558	18%
510200	Salaries - Overtime	6,000	207	164	43	26%	5,716	5,316	400	8%
510400	FICA Taxes	83,886	6,369	6,575	(206)	-3%	67,513	64,509	3,004	5%
510500	IMRF	62,314	4,941	6,794	(1,853)	-27%	48,257	65,957	(17,701)	-27%
590600	Health Insurance	95,150	9,971	8,156	1,814	22%	96,774	88,529	8,246	9%
52XXXX	Contractual Services	595,447	47,621	39,521	8,100	20%	518,274	559,739	(41,465)	-7%
53XXXX	Commodities	308,300	15,097	18,810	(3,713)	-20%	266,406	270,853	(4,447)	-2%
	Total Operating Expenses	**$ 2,241,057**	**$ 169,423**	**$ 167,367**	**$ 2,057**	**1%**	**$ 1,897,332**	**$ 1,908,646**	**$ (11,314)**	**-1%**
	Operating Income (Loss)	**$ 616,943**	**$ (7,477)**	**$ (50,173)**	**$ 42,696**	**-85%**	**$ 590,857**	**$ 488,253**	**$ 102,604**	**21%**
	Operating Income (Loss) Percentage	**21%**	**-4%**	**-40%**			**23%**	**19%**		

KEY METRICS

	Goal							
Rounds Played	*72,000*	*4,859*	*3,914*	*945*	*60,646*	*59,697*	*949*	
Revenue Per Round	*$ 41.57*	*$ 34.74*	*$ 32.12*	*$ 2.63*	*$ 42.71*	*$ 42.17*	*$ 0.54*	
Resident Cards Sold	*N/A*	*1*	*-*	*1*	*2,456*	*2,570*	*(114)*	
Cost of Goods Sold % - Pro Shop	*75%*	*79%*	*101%*	*-22%*	*73%*	*77%*	*-4%*	
Personnel Expenses as % of Sales	*45%*	*63%*	*87%*	*-24%*	*43%*	*43%*	*0%*	

Attachment: Village Links - Financial Statements - October 2019 (4242 : Village Links/Reserve 22 -

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 October 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		$ 40	$ 60	$ (20)		$ 37,535	$ 25,430	$ 12,105	
	Hand Cart Rentals		1,296	1,255	41		22,681	18,647	4,034	
	Adult & Junior Golf Lessons		-	-	-		24,701	13,228	11,474	
	Property Damage Reimbursement		-	11,924	(11,924)		-	11,924	(11,924)	
	Golf Club Rentals		190	490	(300)		4,590	6,070	(1,480)	
	Golf Club Repairs		130	228	(98)		3,553	4,888	(1,335)	
	Locker Rentals		-	-	-		3,200	3,360	(160)	
	Illinois Sales Tax (1.75%)		398	360	38		3,031	2,852	178	
	Glen Ellyn Food & Beverage Tax (1%)		(152)	-	(152)		(28)	-	(28)	
	Misc. Tournament Prize		-	525	(525)		-	525	(525)	
	Memorial Tree Donations		-	-	-		500	500	-	
	Caddie Equipment		-	-	-		-	150	(150)	
	FootGolf Ball Rentals		20	-	20		270	285	(15)	
	ATM Machine Commission		43	50	(7)		208	240	(33)	
	Misc./Misc.		985	-	985		4,387	6,853	(2,466)	
	Total	$ 109,000	$ 2,950	$ 14,891	$ (11,942)		$ 104,627	$ 94,952	$ 9,676	

Attachment: Village Links - Financial Statements - October 2019 (4242 : Village Links/Reserve 22 -

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of October 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	$ 89,002	$ 86,749	$ 2,253	3%	$ 1,270,060	$ 1,200,276	$ 69,784	6%
441101	Liquor	260,000	18,516	19,447	(931)	-5%	218,819	237,036	(18,217)	-8%
441102	Beer	465,000	24,210	24,372	(162)	-1%	441,058	402,526	38,532	10%
441103	Wine	215,000	15,674	16,627	(953)	-6%	189,614	176,546	13,069	7%
441104	NA Beverages	95,000	4,829	3,749	1,080	29%	77,564	80,269	(2,705)	-3%
441106	Room Charges	1,500	1,450	-	1,450	0%	5,375	3,600	1,775	49%
441107	Service Charges	137,000	9,466	11,506	(2,040)	-18%	112,443	118,709	(6,265)	-5%
489000	Miscellaneous Revenue	100	17	10	7	72%	3,594	55	3,538	6380%
	Total Revenues	**$ 2,623,600**	**$ 163,164**	**$ 162,459**	**$ 705**	**0%**	**$ 2,318,527**	**$ 2,219,017**	**$ 99,510**	**4%**
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	$ 119,080	$ 7,245	$ 10,116	$ (2,871)	-28%	$ 106,448	$ 108,476	$ (2,028)	-2%
530401	Cost of Goods Sold - Wine	61,360	6,437	10,005	(3,568)	-36%	60,050	58,315	1,735	3%
530402	Cost of Goods Sold - Liquor	50,400	2,673	5,179	(2,506)	-48%	52,090	54,372	(2,282)	-4%
530405	Cost of Goods Sold - NA Beverages	27,600	3,885	2,930	956	33%	45,246	32,253	12,993	40%
530420	Cost of Goods Sold - Food	460,800	39,570	31,833	7,737	24%	464,886	441,416	23,471	5%
	Total Cost of Goods Sold	**$ 719,240**	**$ 59,810**	**$ 60,063**	**$ (253)**	**0%**	**$ 728,720**	**$ 694,830**	**$ 33,889**	**5%**
	Gross Profit	**$ 1,904,360**	**$ 103,354**	**$ 102,395**	**$ 958**	**1%**	**$ 1,589,807**	**$ 1,524,187**	**$ 65,621**	**4%**
	Gross Profit Percentage	**73%**	**63%**	**63%**			**69%**	**69%**		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 629,440	$ 56,496	$ 57,318	$ (822)	-1%	$ 544,673	$ 548,774	$ (4,101)	-1%
510120	Salaries - Non-Pensionable	370,000	31,072	33,342	(2,270)	-7%	366,975	401,385	(34,410)	-9%
510200	Salaries - Overtime	6,000	1,053	384	669	174%	16,942	8,558	8,384	98%
510399	Tips Paid Through Payroll	-	(861)	(278)	(583)	210%	2,192	1,916	277	14%
510400	FICA Taxes	95,662	8,202	8,095	107	1%	90,044	90,660	(616)	-1%
510500	IMRF	45,114	4,514	5,945	(1,432)	-24%	44,213	58,981	(14,768)	-25%
590600	Health Insurance	86,000	4,877	7,480	(2,603)	-35%	63,387	67,432	(4,045)	-6%
52XXXX	Contractual Services	201,189	17,082	18,101	(1,019)	-6%	163,406	163,197	209	0%
53XXXX	Commodities	123,300	16,038	16,495	(456)	-3%	151,517	132,137	19,380	15%
	Total Operating Expenses	**$ 1,556,705**	**$ 138,474**	**$ 146,884**	**$ (8,409)**	**-6%**	**$ 1,443,348**	**$ 1,473,039**	**$ (29,691)**	**-2%**
	Operating Income (Loss)	**$ 347,655**	**$ (35,121)**	**$ (44,488)**	**$ 9,367**	**-21%**	**$ 146,459**	**$ 51,147**	**$ 95,312**	**186%**
	Operating Income (Loss) Percentage	**13%**	**-22%**	**-27%**			**6%**	**2%**		

Attachment: Village Links - Financial Statements - October 2019 (4242 : Village Links/Reserve 22 -

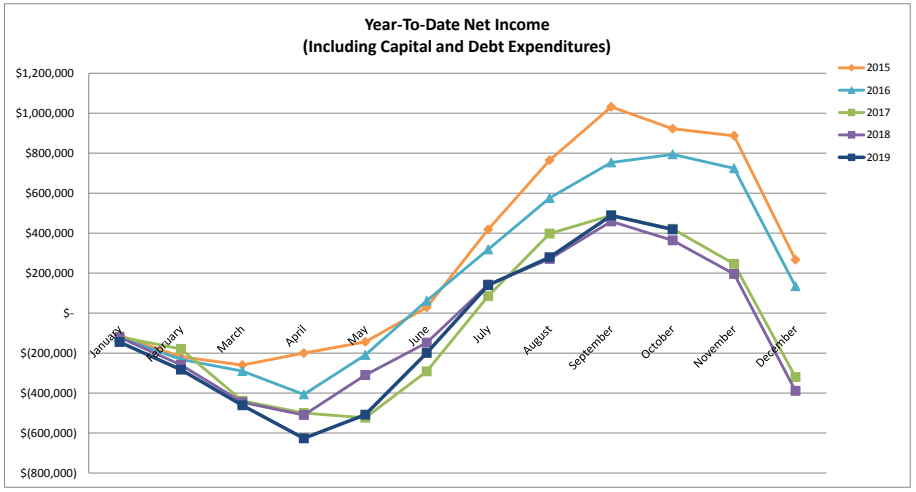
VILLAGE LINKS GLEN ELLYN | RESERVE —22 TWENTY-TWO

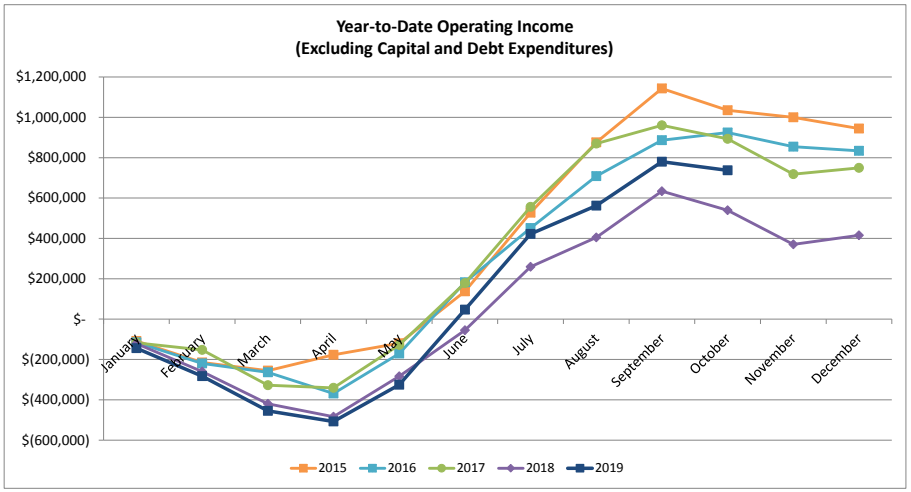
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of October 31, 2019

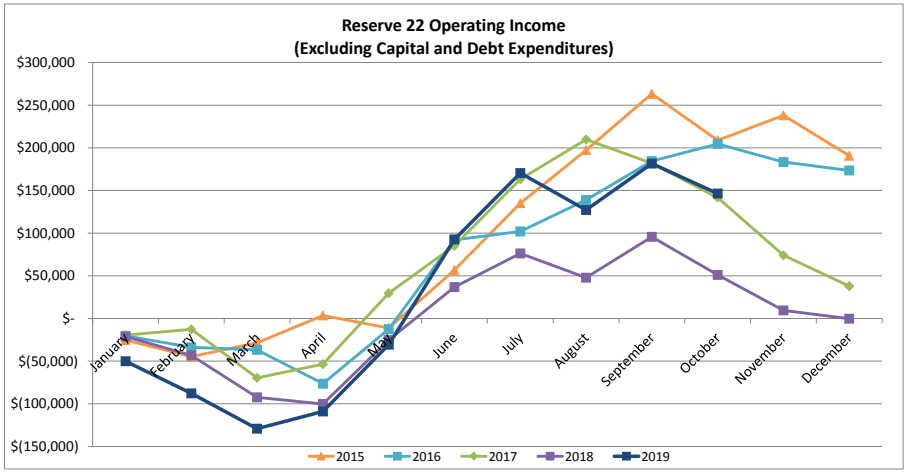
ORG/ OBJECT	DESCRIPTION	2019 BUDGET	MONTH 2019	MONTH 2018	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2019	YEAR-TO-DATE 2018	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	KEY METRICS									
		Goal								
	Revenue Source:									
	Restaurant/Bar	*N/A*	$ 91,766	$ 87,370	$ 4,396	5%	$ 1,446,398	1,382,587	$ 63,811	5%
	Banquets	*N/A*	59,892	70,285	(10,392)	-15%	679,182	675,152	4,030	1%
	Other	*N/A*	11,505	4,804	6,701	139%	192,946	161,277	31,669	20%
	Total	$ 2,623,600	$ 163,164	$ 162,459	$ 705	0%	$ 2,318,527	$ 2,219,017	$ 99,510	4%
	Reserve 22 Revenues (Last 12 Months)	$ 2,623,600					$ 2,584,735	$ 2,449,435	$ 135,301	6%
	Reserve 22 Expenses (Last 12 Months)	$ 2,275,945					$ 2,489,644	$ 2,501,922	$ (12,278)	0%
	# Guest Checks (Restaurant/Bar)	*N/A*	3,085	3,261	(176)		43,749	47,833	(4,084)	
	Revenue Per Guest Check	*N/A*	$ 29.75	$ 26.79	$ 2.95		$ 33.06	$ 28.90	$ 4.16	
	# Guests (Restaurant/Bar)	*N/A*	5,116	4,842	274		74,814	79,949	(5,135)	
	Average Guest Spend	*N/A*	$ 17.94	$ 18.04	$ (0.11)		$ 19.33	$ 17.29	$ 2.04	
	Cost of Goods Sold %	*27%*	*37%*	*37%*	*0%*		*31%*	*31%*	*0%*	
	Cost of Goods Sold % (By Category):									
	Cost of Goods Sold - Beer	*26%*	*30%*	*42%*	*-12%*		*24%*	*27%*	*-3%*	
	Cost of Goods Sold - Wine	*29%*	*41%*	*60%*	*-19%*		*32%*	*33%*	*-1%*	
	Cost of Goods Sold - Liquor	*19%*	*14%*	*27%*	*-12%*		*24%*	*23%*	*1%*	
	Cost of Goods Sold - NA Beverages	*29%*	*80%*	*78%*	*2%*		*58%*	*40%*	*18%*	
	Cost of Goods Sold - Food	*32%*	*44%*	*37%*	*8%*		*37%*	*37%*	*0%*	
	Personnel Expenses as % of Sales	*47%*	*64%*	*69%*	*-5%*		*48%*	*53%*	*-5%*	
	Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	*74%*	*102%*	*106%*	*-5%*		*80%*	*84%*	*-4%*	

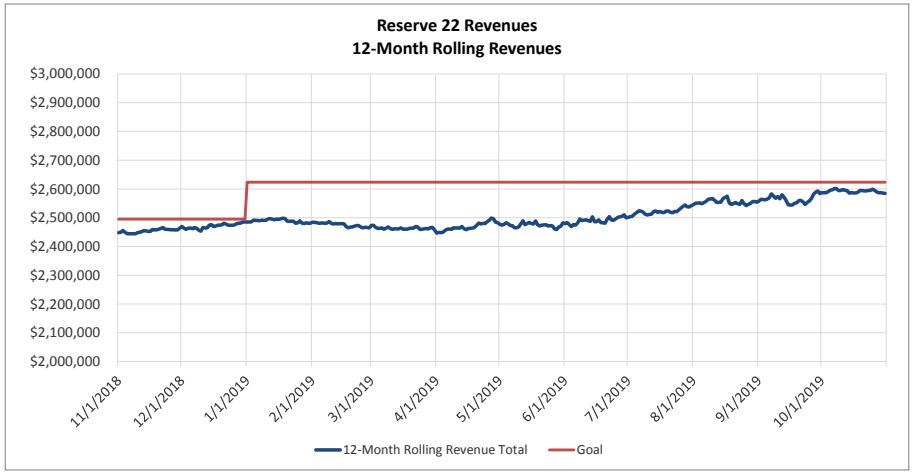
Attachment: Village Links - Financial Statements - October 2019 (4242 : Village Links/Reserve 22 -

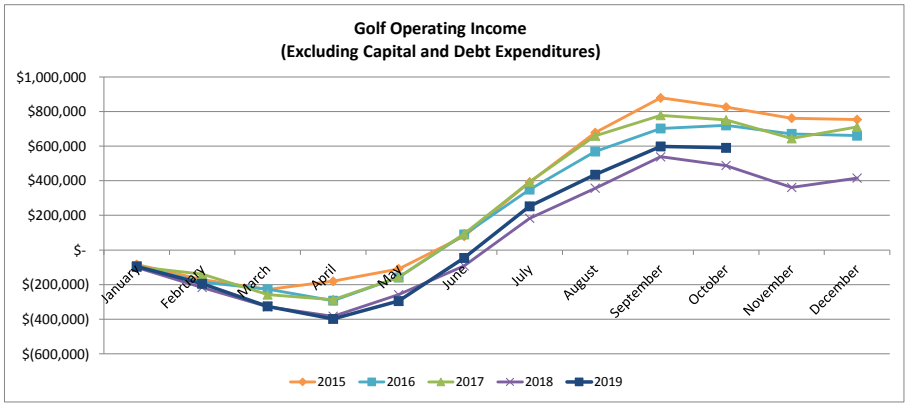
Village Links / Reserve 22
Dashboard Financial Report
As of October 31, 2019

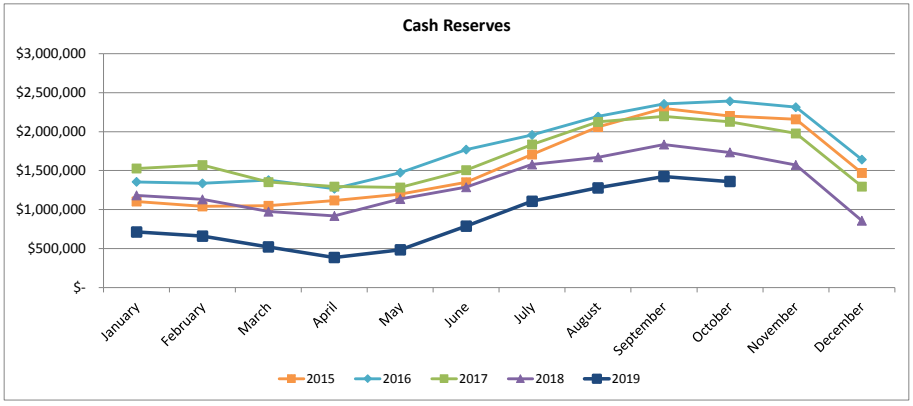












Attachment: Village Links - Financial Statements - October 2019 (4242 : Village Links/Reserve 22 -

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

Meeting: 11/22/19 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4244) DOC ID: 4244

Village Links/Reserve 22 - Predicted Cash Reserves

Please see attached report.

ATTACHMENTS:

- Cash Reserves (PDF)

VILLAGE LINKS / RESERVE 22

OPERATING PROFITS HISTORY

= 3 pay pds

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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	(69,577)		

PREDICTED CASH RESERVES

	ACTUAL 2019 OCT	2019 NOV	2019 DEC	2020 JAN	2020 FEB	2020 MAR	2020 APR	2020 MAY	2020 JUN	2020 JUL	2020 AUG	2020 SEP
'19-20 Avg	1,360,304	1,239,837	625,395	429,510	325,233	265,544	260,644	458,734	754,027	948,517	1,094,086	1,343,911
'19-20 Best	1,360,304	1,325,643	772,022	588,673	553,319	513,035	591,606	804,004	1,176,693	1,431,920	1,577,489	1,871,703
'19-20 Worst	1,360,304	1,185,621	493,253	273,639	135,278	40,385	(23,270)	158,549	387,060	520,627	666,195	875,073

Assumptions:

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

We have no Capital Expenses JAN-SEP 2020

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

We have paid $259,668 in budgeted Caps to date, $14,332 remains

*Debt Service remaining (Dec) $599,035

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

Attachment: Cash Reserves (4244 : Village Links/Reserve 22 - Predicted Cash Reserves)