



Agenda
Village of Glen Ellyn
Recreation Commission
Regular Meeting
Friday, February 28, 2020
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 - February 7, 2020

1. Village Links/Reserve 22 - Minutes - February 7, 2020

IV. Standing Reports

A. Manager - Jeff Vesevick

1. Village Links/Reserve 22 - Manager's Report - January 2020

B. Reserve 22 - Brad Chapple

1. Reserve 22 - Restaurant Reviews - January 2020

C. Financial - Jeff Vesevick

1. Village Links/Reserve 22 - Financial Statements - January 2020

D. Trustee Liaison - Steve Thompson

V. 2020 Golf Operations - Noel Allen

VI. Other Business

VII. Next Meeting - March 27, 2020

VIII. Adjournment



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

Meeting: 02/28/20 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4386)

DOC ID: 4386

Village Links/Reserve 22 - Minutes - February 7, 2020

Please see attached Minutes.

ATTACHMENTS:

- MN020720 (PDF)

**FRECREATION COMMISSION
MINUTES
FEBRUARY 7, 2020**

Board or Commission: Recreation
Meeting: Special
Quorum: Yes

Called to Order: 7:03A.M.
Adjourned: 8:40A.M.

MEMBER ATTENDANCE:

Tim O'Shea	Chairman	Present
Rebecca Austin	Commissioner	Present
Brian Diver	Commissioner	Present
Glen G. Graham	Commissioner	Present
Alison Park	Commissioner	Present
Mark W. Reinke	Commissioner	Present
Carol Scott	Commissioner	Present
Sophia Hadley	Student Commissioner	Excused Absence

Also, Present:

Jeff Vesevick	General Manager / Staff Liaison	Present
Steve Thompson	Liaison Trustee	Present
Mark Franz	Village Manager	Excused Absence
Brad Chapple	Food and Beverage Director	Present
Tom Fota	Executive Chef	Excused Absence
Mike Campbell	Golf Professional	Present
Noel Allen	Director of Golf	Present
Chris Pekarek	Golf Course Superintendent	Present

1. CALL TO ORDER

The February 7, 2020 meeting of the Recreation Commission was called to order at 7:03A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman O'Shea.

MOVE TO ALLOW COMMISSIONER GRAHAM AND COMMISSIONER DIVER TO TELECONFERENCE INTO THE MEETING.

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

2. PUBLIC COMMENTS

None.

3. APPROVAL OF MINUTES FROM NOVEMBER 22, 2019 MEETING

MOVE TO APPROVE MINUTES OF MEETING FROM 11/22/19 AS PRESENTED.

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

4. STANDING REPORTS

A. Manager's Report – General Manager Jeff Vesevick

1. Village Links/Reserve 22 – Manager's Report – November/December 2019

General Manager reported November was not a good month for golf. The Village Links was closed 12 days of the month and carts were grounded 12 times. Golf revenues were the second worst in the last 10 years. However, rounds played for 2019 were up 2% over 2018. The annual Iron Man event had 57 golfers.

General Manager Vesevick noted staff is currently interviewing candidates for the Golf Course Superintendent position and hopefully the new employee starts in March. Chairman O'Shea suggested the new Superintendent continue to engage with golfers. General Manager Vesevick agreed that this is an important consideration.

B. Reserve 22 – Food and Beverage Director Chapple

1. Reserve 22 – Restaurant Reviews – November/December 2019

Food and Beverage Director Chapple said November was pretty decent and the Thanksgiving buffet revenues of \$9,500 were up over last year's \$7,700. Reserve 22 hosted the Holiday Open House and the Breakfast with Santa in December. The family New Year's Eve party was well attended and received many favorable reviews. The Reserve 22 holiday pop-up bar was successful with patrons ordering the holiday theme drinks. General Manager Vesevick noted the holiday pop up bar generated a lot of interest and Reserve 22 had a nice gain for the month. Food and Beverage Director Chapple noted Golf Express was successful for 2019.

Chairman O'Shea asked about the gains in banquet revenues. Food and Beverage Director Chapple explained staff is currently using several different companies on a trial basis to increase search engine optimization which contributed to this increase. General Manager Vesevick noted banquets are off to a good start in January and back on the rise.

General Manager Vesevick noted the Reserve 22 review ratings were all at four (4) or above.

C. Financial – General Manager Jeff Vesevick

1. Village Links/Reserve 22 – Financial Statements – November 2019
2. Village Links/Reserve 22 – Financial Statements – December 2019

These two (2) items were discussed together below.

Chairman O'Shea asked Director of Golf Allen and Food and Beverage Director Chapple to discuss the highlights of the year. Director of Golf Allen said the Village Links tried several promotions and experimented with new programs. Director of Golf Allen indicated there were no real surprises, but weather was a factor. Director of Golf Allen indicated the weekend rate increase mitigated some of the weather-related revenue issues.

A discussion on the number of days carts were grounded ensued. Golf Course Superintendent Pekarek noted carts were grounded 84 days in 2019. Golf Course Superintendent Pekarek noted typically in a good weather year, carts are only grounded 10-12 times per year. Commissioner Reinke suggested adding cart paths to the golf course. Golf Course Superintendent Pekarek estimated cart paths would cost about \$2 to \$2.5 million. Director of Golf Allen noted there are mixed review about the impact of cart paths on golf play. Chairman O'Shea suggested adding the grounded cart days to the monthly metrics.

Food and Beverage Director Chapple noted in working with Chef Tom the check average has been raised. Food and Beverage Director Chapple plans to work on fall promotions to increase restaurant business when the weather turns cooler. Food and Beverage Director Chapple hopes to add more promotions for the fall.

General Manager Vesevick distributed the cash reserve projections. Trustee Thompson suggested refinancing the Village Links debt and spread out the debt into future years to improve cash flow. Commissioner Reinke said there would be no harm in running the refinance calculations now to prepare for the future. General Manager Vesevick said he will discuss this with Village Manager Franz and Finance Director Christina Coyle and report back to the Recreation Commission.

D. Trustee Liaison Report – Steve Thompson

Trustee Thompson updated the Recreation Commission on the recent Village Board activity.

5. PRESENTATION – MARKETING INITIATIVES – JULIE RUSIN

Marketing Strategist Julie Rusin discussed the 2019 Marketing Report included in the agenda packet. Rusin noted in 2019, the Village Links spent \$72,474 on marketing, which was about \$1,025 under budget. Due to marketing efforts Reserve 22 revenues were up \$129,562, representing a 5.12% increase from the prior year. Banquets were up \$27,545

or 35% from 2018. Reserve 22 received the Top Five (5) Glen Ellyn Community Restaurant Award and the Open Table Diners Choice Award for Outdoor Dining.

The Google Ads performed very well and produced 2,270 clicks and over 65,000 impressions. The holiday pop-up bar at Reserve 22 improved brand awareness and attracted new customers. The holiday pop-up bar increased December revenues by 25% over 2018. Reserve 22 won the January 2020 Chili-Cook Off out of 11 participating restaurants and over \$4,000 was raised for charity.

The Village Links started the new Nine and Dine program on Saturday evenings with 194 bookings representing \$7,500 in new revenues. 355 campers registered for the Kids Golf Camp in 2019, reflecting a revenue increase of \$14,420 from 2018. Group golf lessons were provided to 331 participants in 2019, reflecting an increase of 187 golfers over last year's total of 144. The new non-resident targeting approach netted \$3,737 in additional revenues. Other marketing 2019 highlights included a new TV commercial, phone sale training, and implementing the Reputation Defender program. The Village Links newsletter will be emailed to patrons saving approximately \$2,600 in annual mailing costs. Newsletters will be available in the Pro Shop.

For 2020, staff will be marketing the new Chow Now phone app for Reserve 22 take out orders. Also, the holiday pop-up bar will be expanded to the Reserve 22 dining area. A new Village Links phone app will be rolled out in 2020 which offers many features.

6. OTHER BUSINESS – 2020 PERMANENT TEE TIME DISCUSSION

General Manager Vesevick noted the permanent tee time policy was switched for the first time in many years. General Manager Vesevick noted the lottery drawing will take place on March 8, 2020. Chairman O'Shea suggested that the new policy be publicized. Discussion ensued as to how the lottery should be implemented. The Recreation Commission agreed to discuss this further at the next meeting.

7. OTHER BUSINESS

Chairman O'Shea suggested changing the telephone prompts so that selecting Reserve 22 is the first option.

8. NEXT MEETING FRIDAY, FEBRUARY 28, 2020

9. ADJOURN

Commissioner Park moved and Commissioner Scott seconded, to adjourn the meeting. The meeting was adjourned at 8:40a.m.

Submitted by Aileen Haslett, Recording Secretary

Reviewed by General Manager Jeff Vesevick



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

Meeting: 02/28/20 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4384)

DOC ID: 4384

Village Links/Reserve 22 - Manager's Report - January 2020

Please see attached report.

ATTACHMENTS:

- Manager's Report Jan20 (PDF)



VILLAGE LINKS

GLEN ELLYN

RESERVE
— 22
TWENTY-TWO

Manager's Report for January 2020

Prepared by Jeff Vesevick, General Manager

January temperatures were above average. There was 10.5" snow during the month. Average snowfall is 10.1". There was .05" of rain.

High Temperatures In January																					
	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000
70° days																					
60° days								1					2			1	1			2	
50° days	1	2	5	1				3	5	1			1	2	3	2		1	2	2	
40° days	6	3	6	7	8	3	2	6	11		2		5	8	16	2	2	16	10	14	
30° days	20	13	8	15	12	17	10	10	7	9	9	8	8	10	11	12	8	9	15	4	10
20° days	3	5	5	4	8	4	7	8	6	18	14	13	8	11	1	10	14	5	4	6	9
10° days	1	6	5	3	2	4	7	3	2	2	6	8	4			4	3			3	9
0° days		2	2	1	1	3	4			1		2	3				3				3
-10° days							1														
Rain	.05"	0.4"	1.5"	2.9"	0.3"			3.2"	0.8"	0.2"	0.6"		0.1"	1.1"	2.6"	2.9"	0.1"	1.9"	1.5"	1.1"	
Snow	10.5"	15.5"	4.7"	0"	2.8"	13.5"	34"	1"	12"	6"	12"	22.3"	11"	3"	6"	28"	15"	2"	6"	0	40"

Golf

The **2020 Events and Lesson Programs** have been scheduled. The 2020 schedule is again a busy one, including **70 events for Men, Women, and Juniors**, and **220 classes and camps of golf instruction scheduled to accommodate up to 2,180 students**, to be conducted by our Golf Professional Staff, which in 2020 will consist of 3 PGA Class A Members, and 2 PGA Apprentices.

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

Golfers are also signing up for the **2020 Weekend Permanent Starting Times**, which run from April 4, through August 30. New for 2020 is the inclusion of groups not consisting of 4 Glen Ellyn residents the opportunity to participate in the main lottery drawing, on a weighted scale. Hopefuls will also be required to make a \$500 up front investment, up \$212 from a year ago. Golf Staff will again be promoting the addition of golfer perks, including pre-paid cart fees, pre-paid warm-up range balls, and a benefit which will allow those who purchase the 20 round Multi-Play package the privilege of playing a few holes after 5:30pm for no charge.

To date, **38 golf outings** of varying sizes have been confirmed, and 12 pending. Golf Outings have increasingly become a significant part of our income, in both golf and food. Many of the larger groups have secured their dates. Smaller groups, which often can be accommodated amidst regular play, generally book closer to their event, 30 – 90 days prior. Outing negotiations continue throughout the season.

Director of Golf Noel Allen has worked with Marketing Strategist Julie Rusin to successfully develop a new App for golfers in 2020. Among its many benefits is the ability for users to check in prior to arriving, avoiding lines at the counter. To date, more than 400 Village Links golfers have downloaded the App.

Grounds

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

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

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

Reserve 22

Reserve 22 - JANUARY			
Restaurant	2019	2020	+/-
Beverages	1,199	1,062	-11.4%
Beer	8,827	7,516	-14.9%
Wine	6,215	7,798	25.5%
Spirits	6,273	5,834	-7.0%
Food	32,197	33,975	5.5%
Total	54,710	56,185	2.7%
Banquet & Outings	2019	2020	+/-
Beverages	0	427	100.0%
Beer	953	1,547	62.3%
Wine	1,219	3,625	197.5%
Spirits	970	5,352	452.0%
Food	19,872	24,120	21.4%
Misc.	4,427	10,733	142.5%
Total	27,440	45,804	66.9%
Other	12	388	100.0%
Total Reserve 22	82,162	102,377	24.6%

Winter business in the Restaurant and Bar increased slightly over a year ago. BYOB in January, along with the “Pop-Up” bar, enticed more guests to brave the elements.

Banquet sales were back on track, after a dismal January in 2019, with a 67% increase in overall sales.

The 2nd Annual **Chili Cook-Off for Charity** was held January 26 at Reserve 22. 11 Glen Ellyn restaurants offered their best chili for competition, and Chef Tom’s offering was voted best. Over 300 patrons attended and cast their votes for their favorites. A total of \$3,860 was donated to our selected charity, Rhett’s Syndrome Foundation. This has become a very popular event, giving Reserve 22 and the Village of Glen Ellyn positive exposure. Restaurant and Bar sales benefitted from the event, as did community awareness and networking with other restaurants.

Staff is preparing a special Valentine’s Day menu, which will be available February 13 – 15.



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

Meeting: 02/28/20 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4387)

DOC ID: 4387

Reserve 22 - Restaurant Reviews - January 2020

Please see attached report.

ATTACHMENTS:

- January Reviews (PDF)

Opentable 4.4 based on recent ratings

What 243 People Are Saying

Overall ratings and reviews

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

4.4 Food - 4.4 Service - 4.4 Ambience - 4.3 Value

Noise · Moderate

93% of people would recommend it to a friend

Loved For:

Outdoor Dining

Scenic View

 HelenM

Chicago

12 reviews

Dined on January 30, 2020

Overall5 Food5 Service5 Ambience5

Reserve 22 is always perfect. Brad makes sure everything is as good as can be.
Love being there.

JM

JanM

1 review

Dined on January 30, 2020

Overall5 Food5 Service5 Ambience5

We had a girls night out and everything was great!
The food and service were awesome.

MM

MikeandMaggie

Chicago

14 reviews

Dined on January 29, 2020

Overall5Food5Service5Ambience5

Reserve 22 continues to provide excellent food and service with a combination of special offers, including a marvelous steak buffet on Wednesdays and half price wine in January. Fantastic!

OT

OpenTable Diner

1 review

Dined on January 16, 2020

Overall3 Food3 Service3 Ambience3

Greeted, seated immediately, served in a reasonable time from arrival. However, as it appeared to be 'end of lunch rush' we had to repeatedly get up to locate our server, who was doing side work and not watching out for us. When I went to pay the bill, again I had to walk over to find our server- once again- doing side work! Tipped Standard 18-20%, but I'm nice like that. Food was prepared well, although I wouldn't even EAT the tomato served to me.

JE

 JamesE

Chicago

29 reviews

Dined on January 2, 2020

Overall5 Food5 Service5 Ambience5

The food was excellent, the service was outstanding and the atmosphere was truly festive. Reserve 22 maintains the holiday spirit and welcoming vide for families of all ages.

Nice Job! A Wonderful Gem.

Trip Advisor Ratings and reviews [4.0 51 reviews](#)

RATINGS

Food - 4

Service - 4

Value - 4

Odyssey607679
Glen Ellyn, Illinois
5

Reviewed 4 weeks ago via mobile

Burger Tuesday

What a great deal on Tuesdays --a half pound delicious burger for half price with a side. Can't beat it. Lunch or dinner. Great atmosphere with a beautiful bar area with TVs everywhere. Great place to watch sports.

Date of visit: January 2020

Z1555TGlindas

1

Reviewed January 2, 2020

Family new year's Eve

My husband and I enjoyed a lovely experience at the New year's Eve event at Reserve 22.

The food was delicious and the families surrounding us with their children very welcoming..We would especially like to commend the stellar service we received from our server Brian...He went way out

Of his way to provide an outs outstanding dining experience! Thank you Brian!!!

Date of visit: December 2019

LATEST REVIEWS – GOOGLE

4.3



255 Reviews



ALLAN ZWIRN



3 weeks ago

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



Reserve 22 (owner)

5 days ago

Wow, thanks Allan! Please visit us again soon!



Hope Morgan



4 weeks ago

Peter was great! Food, yummy! Will definitely be back.



Reserve 22 (owner)

5 days ago

Thanks so much Hope! Visit us again soon!



Jon Lapo

□□□□□ 5 weeks ago

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



Reserve 22 (owner)

5 days ago

Thanks for taking the time to review us Jon. We hope that you can come back again soon so we can give you a five star experience!



Philk345

□□□□□ 5 weeks ago

We enjoyed this restaurant it was clean and modern, steak special was good.



Reserve 22 (owner)

5 days ago

Thanks Phil!



oni plocinski

□□□□□ 5 weeks ago

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

We are sorry you did not enjoy your recent visit, Oni. Please email us at bchapple@reserve22.com to give us more information if you'd be so kind. We want all of our guests to have five star experiences at Reserve 22.



alma martija

□□□□□ 6 weeks ago

Very cozy and good food and service



Reserve 22 (owner)

5 days ago

Thanks Alma! Visit us again soon!



Tony Hylton

★★★★ 6 weeks ago

Totally impressed with the new look and staff attention to details. 5 star experience in Glen Ellen!



Reserve 22 (owner)

5 days ago

Wow, thanks Tony! Visit us again soon please!



Adela Matlia

★★★★ 7 weeks ago

It is a high satisfaction everytime I visit this place either for the golf course or the restaurant and bar. Excellent for events. Highly recommend.



Reserve 22 (owner)

5 days ago

Thanks so much for your review, Adela! We hope to see you again soon!



Ken D'Andrea

★★★★ 7 weeks ago

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



Reserve 22 (owner)

5 days ago

Thanks Ken!!! Visit us again soon!



Jennifere Lux

★★★★ 8 weeks ago

Their new pop up holiday bar was so cute and festive!



Reserve 22 (owner)

8 weeks ago

Thanks Jennifere! :-) We appreciate you coming and hope to see you back again soon!



Schneidervillage Schneidervillage

□□□□□ 8 weeks ago

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



Reserve 22 (owner)

2 days ago

Thanks for your review!



Rocco DiOrio

□□□□□ 9 weeks ago

Great food and super Christmas Decorations I happened to be there a burger day which was great especially for 6 bucks would go back



Reserve 22 (owner)

8 weeks ago

Thanks Rocco! Come back and visit us again soon!



Brian Crawford

□□□□□ 9 weeks ago

Great atmosphere, good food at a fair price.



Reserve 22 (owner)

8 weeks ago

Thanks Brian and happy holidays! Please come back and visit us again soon!



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

Meeting: 02/28/20 07:00 AM
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Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4385)

DOC ID: 4385

Village Links/Reserve 22 - Financial Statements - January 2020

Please see attached financial statements.

ATTACHMENTS:

- Village Links - Financial Statements - January 2020 (PDF)

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2020

ORG	DESCRIPTION	2020 BUDGET	MONTH				YEAR-TO-DATE			
			2020	2019	DIFF	% DIFF	2020	2019	DIFF	% DIFF
	REVENUES:									
5500	Village Links Revenues	\$ 2,997,700	\$ 5,303	\$ 9,788	\$ (4,484)	-46%	\$ 5,303	\$ 9,788	\$ (4,484)	-46%
5520	Reserve 22 Revenues	2,733,000	102,377	82,162	20,215	25%	102,377	82,162	20,215	25%
	Total Revenues	\$ 5,730,700	\$ 107,681	\$ 91,950	\$ 15,731	17%	\$ 107,681	\$ 91,950	\$ 15,731	17%
	EXPENDITURES:									
55700	Administration	\$ 457,977	\$ 43,591	\$ 32,043	\$ 11,548	36%	\$ 43,591	\$ 32,043	\$ 11,548	36%
55710	Golf Course Maintenance	820,822	48,383	27,353	21,030	77%	48,383	27,353	21,030	77%
55720	Golf Services	727,678	42,577	36,622	5,955	16%	42,577	36,622	5,955	16%
55730	Reserve 22	2,452,699	168,273	132,283	35,990	27%	168,273	132,283	35,990	27%
55740	Stormwater Management	28,823	411	273	138	50%	411	273	138	50%
55750	Pro Shop Merchandise	157,234	1,436	(5,191)	6,627	-128%	1,436	(5,191)	6,627	-128%
55780	Motorized Carts	43,448	-	-	-	0%	-	-	-	0%
557X5	Mechanical Maintenance	184,873	12,246	13,179	(933)	-7%	12,246	13,179	(933)	-7%
	Total Operating Expenses	\$ 4,873,554	\$ 316,917	\$ 236,562	\$ 80,354	34%	\$ 316,917	\$ 236,562	\$ 80,354	34%
	Operating Income (Loss)	\$ 857,146	\$ (209,236)	\$ (144,613)	\$ (64,623)	45%	\$ (209,236)	\$ (144,613)	\$ (64,623)	45%
	Debt Service	657,696	-	-	-	0%	-	-	-	0%
	Capital Expenditures	192,000	8,085	-	8,085	0%	8,085	-	8,085	0%
	CHANGE IN NET POSITION	\$ 7,450	\$ (217,321)	\$ (144,613)	\$ (72,708)	50%	\$ (217,321)	\$ (144,613)	\$ (72,708)	50%

KEY METRICS

	<u>Goal</u>							
Personnel Expenses as % of Sales	48%	201%	153%	48%	201%	153%	48%	
Cash Balance (End of Month, in \$000's)	\$ 1,218	\$ 359	\$ 713	\$ (354)				

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of January 31, 2020

ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH				YEAR-TO-DATE			
			2020	2019	DIFF	% DIFF	2020	2019	DIFF	% DIFF
5500	VILLAGE LINKS REVENUES:									
440550	Green Fees	\$ 1,850,000	\$ 67	\$ 411	\$ (344)	-84%	\$ 67	\$ 411	\$ (344)	-84%
440554	Pro Shop - Sales	180,000	1,566	848	718	85%	1,566	848	718	85%
440555	Motor Carts	525,000	-	-	-	0%	-	-	-	0%
440556	Driving Range	285,000	88	522	(435)	-83%	88	522	(435)	-83%
440557	Resident Cards	32,000	1,260	1,060	200	19%	1,260	1,060	200	19%
460100	Investment Income	13,200	562	1,581	(1,018)	-64%	562	1,581	(1,018)	-64%
489000	Miscellaneous Revenue	112,500	1,772	5,401	(3,628)	-67%	1,772	5,401	(3,628)	-67%
489100	Miscellaneous - Over/Short	-	(12)	(35)	22	-65%	(12)	(35)	22	-65%
	Total Revenues	\$ 2,997,700	\$ 5,303	\$ 9,788	\$ (4,484)	-46%	\$ 5,303	\$ 9,788	\$ (4,484)	-46%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 126,000	\$ (1,523)	\$ (7,188)	\$ 5,665	-79%	\$ (1,523)	\$ (7,188)	\$ 5,665	-79%
	Total Cost of Goods Sold	\$ 126,000	\$ (1,523)	\$ (7,188)	\$ 5,665	-79%	\$ (1,523)	\$ (7,188)	\$ 5,665	-79%
	Gross Profit	\$ 2,871,700	\$ 6,827	\$ 16,976	\$ (10,149)	-60%	\$ 6,827	\$ 16,976	\$ (10,149)	-60%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 898,265	\$ 76,162	46862.6	\$ 29,299	63%	\$ 76,162	\$ 46,863	\$ 29,299	63%
510120	Salaries - Non-Pensionable	168,200	690	2625.2	(1,935)	-74%	690	2,625	(1,935)	-74%
510200	Salaries - Overtime	4,500	-	0	-	0%	-	-	-	0%
510400	FICA Taxes	81,928	5,658	3664.25	1,994	54%	5,658	3,664	1,994	54%
510500	IMRF	81,653	6,660	3237.04	3,423	106%	6,660	3,237	3,423	106%
590600	Health Insurance	132,375	14,588	8056.44	6,531	81%	14,588	8,056	6,531	81%
52XXXX	Contractual Services	633,434	34,905	35925.53	(1,020)	-3%	34,905	35,926	(1,020)	-3%
53XXXX	Commodities	294,500	11,504	11096.42	407	4%	11,504	11,096	407	4%
	Total Operating Expenses	\$ 2,294,855	\$ 150,167	\$ 111,467	\$ 38,699	35%	\$ 150,167	\$ 111,467	\$ 38,699	35%
	Operating Income (Loss)	\$ 576,845	\$ (143,340)	\$ (94,492)	\$ (48,849)	52%	\$ (143,340)	\$ (94,492)	\$ (48,849)	52%
	Operating Income (Loss) Percentage	19%	-2703%	-965%			-2703%	-965%		

KEY METRICS

	Goal								
Rounds Played	70,000	14	90	(76)		14	90	(76)	
Revenue Per Round	\$ 42.82	\$ 378.82	\$ 108.75	\$ 270.07		\$ 378.82	\$ 108.75	\$ 270.07	
Resident Cards Sold	N/A	127	104	23		127	104	23	
Cost of Goods Sold % - Pro Shop	70%	-97%	-848%	751%		-97%	-848%	751%	
Personnel Expenses as % of Sales	46%	1956%	658%	1298%		1956%	658%	1298%	

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of January 31, 2020

ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH				YEAR-TO-DATE			
			2020	2019	DIFF	% DIFF	2020	2019	DIFF	% DIFF
<u>MISCELLANEOUS REVENUE</u>										
Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories:										
Handicaps			\$ 920	\$ 1,400	\$ (480)		\$ 920	\$ 1,400	\$ (480)	
Hand Cart Rentals			-	32	(32)		-	32	(32)	
Adult & Junior Golf Lessons			-	-	-		-	-	-	
Golf Club Rentals			-	20	(20)		-	20	(20)	
Golf Club Repairs			80	24	56		80	24	56	
Locker Rentals			560	560	-		560	560	-	
Illinois Sales Tax (1.75%)			214	192	22		214	192	22	
Glen Ellyn Food & Beverage Tax (1%)			23	-	23		23	-	23	
Memorial Tree Donations			-	-	-		-	-	-	
FootGolf Ball Rentals			-	-	-		-	-	-	
ATM Machine Commission			6	5	0		6	5	0	
Misc./Misc.			(30)	3,167	(3,197)		(30)	3,167	(3,197)	
Total		\$ 112,500	\$ 1,772	\$ 5,401	\$ (3,628)		\$ 1,772	\$ 5,401	\$ (3,628)	

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2020

ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH				YEAR-TO-DATE			
			2020	2019	DIFF	% DIFF	2020	2019	DIFF	% DIFF
5520	RESERVE 22 REVENUES:									
441100	Food	\$ 1,500,000	\$ 58,098	\$ 52,069	\$ 6,029	12%	\$ 58,098	\$ 52,069	\$ 6,029	12%
441101	Liquor	260,000	11,186	7,243	3,943	54%	11,186	7,243	3,943	54%
441102	Beer	485,000	9,077	9,780	(703)	-7%	9,077	9,780	(703)	-7%
441103	Wine	235,000	11,423	7,434	3,990	54%	11,423	7,434	3,990	54%
441104	NA Beverages	85,000	1,491	1,201	291	24%	1,491	1,201	291	24%
441106	Room Charges	4,000	1,950	-	1,950	0%	1,950	-	1,950	0%
441107	Service Charges	160,000	7,583	4,427	3,156	71%	7,583	4,427	3,156	71%
489000	Miscellaneous Revenue	4,000	1,570	10	1,560	15583%	1,570	10	1,560	15583%
	Total Revenues	\$ 2,733,000	\$ 102,377	\$ 82,162	\$ 20,215	25%	\$ 102,377	\$ 82,162	\$ 20,215	25%
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 121,250	\$ 2,886	\$ 4,868	\$ (1,982)	-41%	\$ 2,886	\$ 4,868	\$ (1,982)	-41%
530401	Cost of Goods Sold - Wine	68,150	2,440	3,605	(1,164)	-32%	2,440	3,605	(1,164)	-32%
530402	Cost of Goods Sold - Liquor	46,800	1,493	1,454	39	3%	1,493	1,454	39	3%
530405	Cost of Goods Sold - NA Beverages	28,050	381	824	(443)	-54%	381	824	(443)	-54%
530420	Cost of Goods Sold - Food	495,000	22,478	22,715	(237)	-1%	22,478	22,715	(237)	-1%
	Total Cost of Goods Sold	\$ 759,250	\$ 29,678	\$ 33,465	\$ (3,787)	-11%	\$ 29,678	\$ 33,465	\$ (3,787)	-11%
	Gross Profit	\$ 1,973,750	\$ 72,699	\$ 48,697	\$ 24,002	49%	\$ 72,699	\$ 48,697	\$ 24,002	49%
	Gross Profit Percentage	72%	71%	59%			71%	59%		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 640,000	\$ 66,423	\$ 42,783	\$ 23,640	55%	\$ 66,423	\$ 42,783	\$ 23,640	55%
510120	Salaries - Non-Pensionable	465,000	23,521	18,124	5,397	30%	23,521	18,124	5,397	30%
510200	Salaries - Overtime	5,000	397	-	397	0%	397	-	397	0%
510399	Tips Paid Through Payroll	-	3,676	1,817	1,859	102%	3,676	1,817	1,859	102%
510400	FICA Taxes	115,440	8,229	5,533	2,696	49%	8,229	5,533	2,696	49%
510500	IMRF	58,176	6,884	3,314	3,571	108%	6,884	3,314	3,571	108%
590600	Health Insurance	86,200	7,316	6,360	956	15%	7,316	6,360	956	15%
52XXXX	Contractual Services	178,883	12,795	9,524	3,271	34%	12,795	9,524	3,271	34%
53XXXX	Commodities	144,750	9,354	11,363	(2,009)	-18%	9,354	11,363	(2,009)	-18%
	Total Operating Expenses	\$ 1,693,449	\$ 138,595	\$ 98,818	\$ 39,777	40%	\$ 138,595	\$ 98,818	\$ 39,777	40%
	Operating Income (Loss)	\$ 280,301	\$ (65,896)	\$ (50,121)	\$ (15,775)	31%	\$ (65,896)	\$ (50,121)	\$ (15,775)	31%
	Operating Income (Loss) Percentage	10%	-64%	-61%			-64%	-61%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2020

ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH				YEAR-TO-DATE			
			2020	2019	DIFF	% DIFF	2020	2019	DIFF	% DIFF
KEY METRICS										
		Goal								
Revenue Source:										
Restaurant/Bar	N/A		\$ 56,555	\$ 54,710	\$ 1,845	3%	\$ 56,555	\$ 54,710	\$ 1,845	3%
Banquets	N/A		45,804	27,440	18,364	67%	45,804	27,440	18,364	67%
Other	N/A		18	12	6	51%	18	12	6	51%
Total	\$ 2,733,000		\$ 102,377	\$ 82,162	\$ 20,215	25%	\$ 102,377	\$ 82,162	\$ 20,215	25%
Reserve 22 Revenues (Last 12 Months)	\$ 2,733,000						\$ 2,632,704	\$ 2,480,782	\$ 151,922	6%
Reserve 22 Expenses (Last 12 Months)	\$ 2,452,699						\$ 2,514,710	\$ 2,509,973	\$ 4,736	0%
# Guest Checks (Restaurant/Bar)	N/A		1,664	1,746	(82)		1,664	1,746	(82)	
Revenue Per Guest Check	N/A		\$ 33.99	\$ 31.33	\$ 2.65		\$ 33.99	\$ 31.33	\$ 2.65	
# Guests (Restaurant/Bar)	N/A		2,801	2,930	(129)		2,801	2,930	(129)	
Average Guest Spend	N/A		\$ 20.19	\$ 18.67	\$ 1.52		\$ 20.19	\$ 18.67	\$ 1.52	
Cost of Goods Sold %	28%		29%	41%	-12%		29%	41%	-12%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer	25%		32%	50%	-18%		32%	50%	-18%	
Cost of Goods Sold - Wine	29%		21%	48%	-27%		21%	48%	-27%	
Cost of Goods Sold - Liquor	18%		13%	20%	-7%		13%	20%	-7%	
Cost of Goods Sold - NA Beverages	33%		26%	69%	-43%		26%	69%	-43%	
Cost of Goods Sold - Food	33%		39%	44%	-5%		39%	44%	-5%	
Personnel Expenses as % of Sales	50%		110%	93%	17%		110%	93%	17%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	78%		139%	133%	6%		139%	133%	6%	

**Village Links / Reserve 22
Dashboard Financial Report
As of January 31, 2020**

