# Agenda
# Village of Glen Ellyn
# Recreation Commission Meeting
## Friday, October 30, 2020
## 7:00 AM
## Reserve 22, Blue Heron Room

*Visitors are welcome to attend all meetings of the Recreation Commission.*

**A. Call To Order**

**B. Public Comments**

**C. Approval of Minutes**

1) Minutes - 9/25/2020

**D. Standing Reports**

1) Manager - Jeff Vesevick
2) Financial - Jeff Vesevick
3) Trustee Liaison - Steve Thompson

**E. Golf Cart Purchase Options - Recommendation**

1) Golf Cart Purchase Options - Recommendation

**F. 2021 User Fees - Discussion**

1) 2021 User Fees Presentation - Noel Allen

**G. Old Business**

**H. New Business**

**I. Next Meeting - 11/20/2020 (Holiday Schedule)**

**J. Adjournment**

# RECREATION COMMISSION
# MINUTES
# SEPTEMBER 25, 2020

| | | | |
|---|---|---|---|
| **Board or Commission:** | Recreation | **Called to Order:** | 7:04A.M. |
| **Meeting:** | Regular | **Adjourned:** | 7:54A.M. |
| **Quorum:** | Yes | | |

**MEMBER ATTENDANCE:**

| | | |
|---|---|---|
| Tim O'Shea | Chairman | Present |
| Rebecca Austin | Commissioner | Excused Absence |
| Brian Diver | Commissioner | Present |
| Glen G. Graham | Commissioner | Present |
| Alison Park | Commissioner | Present |
| Mark W. Reinke | Commissioner | Present |
| Carol Scott | Commissioner | Present |
| **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 | Present |
| Andrew Cross | Golf Course Superintendent | Present |

1. **CALL TO ORDER**
   The September 25, 2020 meeting of the Recreation Commission was called to order at 7:04A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Commissioner Graham.

2. **PUBLIC COMMENTS**
   None.

3. **APPROVAL OF MINUTES FROM AUGUST 28, 2020 MEETING**

| | |
|---|---|
| **MOVE TO APPROVE MINUTES OF MEETING FROM 8/28/20 AS AMENDED.** | |
| **RESULT:** | **Motion Unanimously Carried** |
| **MOVER:** | **Commissioner Reinke** |
| **SECONDER:** | **Commissioner Park** |
| **AYES:** | **Driver, Graham, O'Shea, Park, Reinke, and Scott** |
| **NAYES:** | **None** |
| **ABSENT:** | **Austin** |

4. **STANDING REPORTS**

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

1. Village Links/Reserve 22 – Manager's Report – August 2020

General Manager Vesevick reported August was an awesome month for golf operations. There was only about half inch of rain causing hot and dry conditions. August represented the first ever million-dollar month for revenues. With golf demand still at a high level, staff opted to forgo the fall fest promotions this year. Commissioner Reinke inquired about September revenues. General Manager Vesevick replied September golf revenues have already eclipsed last year's September numbers. Director of Golf Allen noted golf is about 40% over last year. General Manager Vesevick reported during Covid-19, interest from junior golfers has increased as well. The dry weather has been rough on the greens. Discussion ensued regarding the maintenance of the greens.

General Manager Vesevick noted the Reserve 22 patio is extremely popular. Chairman O'Shea inquired if staff knows the cost per menu item. General Manager Vesevick replied staff is aware of the cost of every menu item, which helps to determines the actual pricing. General Manager Vesevick noted staff is considering purchasing a tent for Reserve 22 to offer outdoor dining through the end of October. There is also a plan in place to space-out diners throughout the restaurant during the winter season.

B. **Financial – General Manager Vesevick**

1. Village Links/Reserve 22 – Financial Statements – August 2020
2. Village Links/Reserve 22 – Cash Reserves Scenarios

*These items were discussed together.*

General Manager Vesevick reported the Links and Reserve 22 cash reserves improved due to June, July, and August increased activity. The Links has not dipped into the $250,000 line of credit originally approved by the Village. General Manager Vesevick estimated the current cash reserve balance of $1.4 million will increase by about $250,000 through the end of October. General Manager Vesevick said these reserves will maintain operations through the winter. Commissioner Reinke inquired why the Pro Shop's rental fees declined from last year. Director of Golf responded due to Covid-19, the Pro Shop is not offering rentals this year. General Manager Vesevick noted staff has done an excellent job at doing more with less and keeping expenses down in all departments.

3. Village Links – Motor Cart Purchase Options

General Manager Vesevick noted the golf carts are typically replaced every four (4) years and referenced the cart analysis included in the agenda packet. Option 1 with an estimated cost of $212,675 is the least expensive and offers the highest trade-in value. Option 2 at $250,675 includes retaining the carts an additional year with a decrease in the trade-in value. Option 3 calls for keeping the carts for an additional two (2) years and a reduction in the trade-in value. While Options 4 through six 6 include different leasing provisions.

Commissioner Reinke suggested this item be placed on the next agenda to be voted on. The Recreation Commission opted to further discuss the golf cart purchase at the next meeting.

C. **Trustee Liaison – Steve Thompson**

No report.

5. **OLD BUSINES**

None.

6. **NEW BUSINESS**

General Manager Vesevick noted at the next meeting the golf rate structure will be discussed along with the 2021 budget.

7. **NEXT MEETING FRIDAY, OCTOBER 30, 2020**

8. **ADJOURN**

Commissioner Park moved and Commissioner Scott seconded, to adjourn the meeting. The meeting was adjourned at 7:54A.M.

**Submitted by Aileen Haslett, Recording Secretary**

**Reviewed by General Manager Jeff Vesevick**

**Glen Ellyn Recreation Commission**
535 Duane Street
Glen Ellyn, IL 60137

Meeting 10/30/2020 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Jeff Vesevick

**AGENDA ITEM (ID # 2020-613)**

**DOC ID: 2020-613**

# Manager - Jeff Vesevick

**Statement of the Issue:**

**Analysis:**

**Budget Impact:**

**Action Requested:**

**Attachments:**

1. Managers Report 920

VILLAGE LINKS
GLEN ELLYN

RESERVE 22 TWENTY-TWO

*"Committed to Excellence since 1967"*

## Manager's Report for September 2020

**Submitted by Jeff Vesevick, General Manager**

September 2020, was another excellent month for golfers, as rain fell on only 8 days, and totaled 2.9", a half inch below normal. Temperatures were consistently cooler and comfortable, and golf cars were grounded only 4 days during the month. The dry air continued, however, to be challenging for turf maintenance.

| High Temperatures/Precipitation in September | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 2020 | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 | 2000 |
| 100º days | | | | | | | | | | | | | | | | | | | | | |
| 90º days | | 1 | 3 | 7 | 1 | 1 | | 2 | 1 | 2 | | | 2 | 3 | | 4 | | | 3 | 1 | 2 |
| 80º days | 5 | 8 | 11 | 5 | 12 | 11 | 6 | 7 | 6 | 3 | 8 | 7 | 7 | 14 | 4 | 14 | 15 | 12 | 13 | 7 | 9 |
| 70º days | 15 | 15 | 6 | 12 | 12 | 13 | 14 | 12 | 14 | 7 | 15 | 17 | 13 | 9 | 14 | 8 | 12 | 10 | 11 | 10 | 9 |
| 60º days | 8 | 6 | 7 | 6 | 4 | 5 | 5 | 8 | 6 | 13 | 5 | 5 | 7 | 4 | 10 | 4 | 3 | 6 | 3 | 10 | 8 |
| 50º days | 2 | | 3 | | 1 | | 5 | 1 | 3 | 5 | 2 | 1 | 1 | | 2 | | | 2 | | 2 | 2 |
| 40º days | | | | | | | | | | | | | | | | | | | | | |
| Rain | 2.9" | 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" |

### GOLF

**Rounds played** were up 39% for the month, and are up 11% for the year

**Green Fee revenue** was up 41% for the month, as is up 17% for the year

**Driving Range revenue** was up 75% for the month, and is up 9% for the year

**Motor Car revenue** was up 41% for the month, and is up 6% for the year

**Pro Shop sales** were up 16% for the month, and are down 8% for the year

| Golf Revenue September | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | **2011** | **2012** | **2013** | **2014** | **2015** | **2016** | **2017** | **2018** | **2019** | **2020** |
| Rounds | 8,865 | 9,747 | 9,576 | 9,612 | 10,189 | 9,216 | 9,620 | 8,849 | 8,460 | 11,723 |
| Green Fees | 216,810 | 241,225 | 234,590 | 231,421 | 254,798 | 245,672 | 254,974 | 249,558 | 244,080 | 343,264 |
| Driving Range | 19,938 | 23,341 | 27,614 | 33,388 | 30,545 | 29,124 | 30,957 | 30,528 | 32,156 | 56,129 |
| Pro Shop | 19,003 | 18,903 | 22,319 | 24,039 | 26,308 | 23,782 | 28,518 | 20,830 | 21,070 | 24,337 |
| Carts | 59,976 | 69,048 | 72,224 | 72,374 | 81,706 | 76,637 | 80,935 | 81,638 | 65,907 | 92,895 |
| Resident Cards | 362 | 260 | 610 | 380 | 220 | 300 | 300 | 150 | 140 | 500 |
| Miscellaneous | 3,134 | 12,059 | 3,040 | 5,159 | 4,007 | 5,686 | 6,782 | 5,741 | 5,073 | 26,112 |
| **Total Revenue** | **319,227** | **364,829** | **360,243** | **366,760** | **397,583** | **381,201** | **402,465** | **388,444** | **368,426** | **543,236** |
| ***Golf Revenues were the best in the last 10 years*** | | | | | | | | | | |

There were 11 outside events in September, 7 less than 2019. The outings were of various sizes, and generated 667 rounds, down 29% from a year ago. Outings remain less popular due to the pandemic.

Golf's Annual Fall Fest promotions were suspended in 2020. Aimed at enticing golfers to continue to enjoy the game later into the season, the continued popularity of golf influenced the decision, as favorable weather conditions kept the tee sheets full.

The 4th annual fall version of the ***PGA Junior League*** attracted 55 junior golfers, roughly half of the successful summer league, but a 49% increase from 2019's participants. High School golf practices and matches began in August, and continued through September.

## GROUNDS

September was nice weather wise, cooler temps were much welcomed as were a few rain events. We experienced 2.92" of rain for the month awfully close to our normal of 3.21". Carts were grounded a total of 4 days for the entire month, great for golf and revenue!

**Grounds**

1. Litter was removed from the parkways 2 times.
2. Driving range tee was foliar fertilized and growth regulated once.
3. All close mowed playing surfaces received multiple plant protectant treatments.
4. We have continued to refine our mowing patterns and methods of operations
5. We made 3 irrigation repairs
6. New Fairway mowers and our new rough mower were delivered
7. Tees were aerified, verticut, and sand top-dressed
8. Bunker sand added to a few bunkers
9. Started fairway aerification
10. Began working on early order programs for Treatment Costs and pesticides

## Mechanical and Building Maintenance

1. 12 pieces of equipment were repaired and/or serviced.
2. 15 cutting units were sharpened.
3. 1 piece of equipment sent offsite for dealer repairs

### Horticulture/Conservation

1. Continue weed removal and bed clean-up
2. Produce being delivered to Kitchen as available
3. Working on plans for bed improvements and changes
4. Started cleaning up east side of halfway house

## RESERVE 22

Outdoor dining continued to be popular throughout the month, as sales climbed 32% of a year ago. Expanding seating allowed staff to accommodate more guests. Sales from the Beverage Carts, which included a second unit on most days to service the increase in golfers, as well as the Halfway House also enjoyed increased revenue. Banquets continue to suffer dramatically with the restrictions from the pandemic. Sales were 71% less than a year ago for what is generally a very popular month, and are down 65% year to date.

| RESERVE 22 - SEPTEMBER | | | | Year to Date | | |
|---|---|---|---|---|---|---|
| | **2019** | **2020** | **+/-** | **2019** | **2020** | **+/-** |
| Restaurant & Bar | 165,062 | 217,956 | *32.0%* | 1,354,999 | 1,221,768 | *-9.8%* |
| Banquets | 92,325 | 26,777 | *-71.0%* | 513,903 | 178,739 | *-65.2%* |
| from Outings | 41,409 | 7,486 | *-81.9%* | 133,689 | 12,406 | *-90.7%* |
| Beverage Cart | 11,897 | 15,487 | *30.2%* | 64,136 | 76,562 | *19.4%* |
| Halfway House | 13,694 | 20,815 | *52.0%* | 90,766 | 99,569 | *9.7%* |
| Golf Express | 4,886 | 5,186 | *6.1%* | 26,181 | 29,048 | *11.0%* |
| **Total Reserve 22** | **287,855** | **286,231** | ***-0.6%*** | **2,049,977** | **1,605,629** | ***-21.7%*** |

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.

Staff is preparing to add tents to our popular patios, which will be equipped with heaters, in an attempt to extend the dining season.

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

Upcoming Next Meeting:

2021 User Fee Recommendation
Golf Program Policies Discussion

Glen Ellyn Recreation Commission
535 Duane Street
Glen Ellyn, IL 60137

Meeting 10/30/2020 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen, Jeff Vesevick

**AGENDA ITEM (ID # 2020-614)**

**DOC ID: 2020-614**

# Financial - Jeff Vesevick

**Statement of the Issue:**

**Analysis:**

**Budget Impact:**

**Action Requested:**

**Attachments:**

1. Village Links - Financial Statements - September 2020
2. COH Scenarios
3. Village Links Budget - 2021

## VILLAGE LINKS / RESERVE 22
## STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
## As of September 30, 2020

| ORG | DESCRIPTION | 2020 BUDGET | MONTH 2020 | MONTH 2019 | MONTH DIFF | MONTH % DIFF | YEAR-TO-DATE 2020 | YEAR-TO-DATE 2019 | YEAR-TO-DATE DIFF | YEAR-TO-DATE % DIFF |
|---|---|---|---|---|---|---|---|---|---|---|
| | REVENUES: | | | | | | | | | |
| 5500 | Village Links Revenues | $ 2,997,700 | $ 543,770 | $ 369,710 | $ 174,060 | 47% | $ 2,698,616 | $ 2,421,606 | $ 277,010 | 11% |
| 5520 | Reserve 22 Revenues | 2,733,000 | 290,495 | 302,078 | (11,583) | -4% | 1,632,514 | 2,155,363 | (522,849) | -24% |
| | **Total Revenues** | **$ 5,730,700** | **$ 834,265** | **$ 671,789** | **$ 162,476** | **24%** | **$ 4,331,130** | **$ 4,576,969** | **$ (245,839)** | **-5%** |
| | EXPENDITURES: | | | | | | | | | |
| 55700 | Administration | $ 457,977 | $ 35,099 | $ 32,344 | $ 2,755 | 9% | $ 334,230 | $ 312,394 | $ 21,836 | 7% |
| 55710 | Golf Course Maintenance | 820,822 | 71,578 | 66,187 | 5,391 | 8% | 600,557 | 611,285 | (10,727) | -2% |
| 55720 | Golf Services | 725,176 | 87,187 | 65,552 | 21,635 | 33% | 504,580 | 583,329 | (78,749) | -13% |
| 55730 | Reserve 22 | 2,452,699 | 344,795 | 247,740 | 97,055 | 39% | 1,557,543 | 1,973,783 | (416,241) | -21% |
| 55740 | Stormwater Management | 28,823 | 480 | 3,923 | (3,443) | -88% | 4,258 | 16,681 | (12,422) | -74% |
| 55750 | Pro Shop Merchandise | 157,234 | 20,776 | 18,591 | 2,185 | 12% | 110,096 | 117,597 | (7,502) | -6% |
| 55780 | Motorized Carts | 43,448 | 8,963 | 6,638 | 2,325 | 35% | 33,772 | 34,867 | (1,095) | -3% |
| 557X5 | Mechanical Maintenance | 184,873 | 14,828 | 13,160 | 1,668 | 13% | 118,954 | 147,119 | (28,165) | -19% |
| | Total Operating Expenses | $ 4,871,052 | $ 583,708 | $ 454,136 | $ 129,571 | 29% | $ 3,263,989 | $ 3,797,055 | $ (533,066) | -14% |
| | **Operating Income** | **$ 859,648** | **$ 250,558** | **$ 217,652** | **$ 32,905** | **15%** | **$ 1,067,141** | **$ 779,914** | **$ 287,227** | **37%** |
| | Debt Service | 657,696 | - | - | - | 0% | 51,348 | 59,035 | (7,688) | -13% |
| | Capital Expenditures | 192,000 | - | 8,775 | (8,775) | -100% | 24,568 | 232,689 | (208,121) | -89% |
| | **CHANGE IN NET POSITION** | **$ 9,952** | **$ 250,558** | **$ 208,878** | **$ 41,680** | **20%** | **$ 991,226** | **$ 488,190** | **$ 503,036** | **103%** |

***KEY METRICS***

| | Goal | Month 2020 | Month 2019 | Month Diff | YTD 2020 | YTD 2019 | YTD Diff |
|---|---|---|---|---|---|---|---|
| *Personnel Expenses as % of Sales* | *48%* | *28%* | *34%* | *-6%* | *43%* | *44%* | *-2%* |
| *Cash Balance (End of Month, in $000's)* | *$ 1,218* | *$ 1,605* | *$ 1,424* | *$ 181* | | | |

# VILLAGE LINKS
## STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
## GOLF
**(Including Administration, Grounds, & Mechanical Maintenance)**
**As of September 30, 2020**

| ORG/ OBJECT | DESCRIPTION | 2020 BUDGET | MONTH 2020 | MONTH 2019 | MONTH DIFF | MONTH % DIFF | YEAR-TO-DATE 2020 | YEAR-TO-DATE 2019 | YEAR-TO-DATE DIFF | YEAR-TO-DATE % DIFF |
|---|---|---|---|---|---|---|---|---|---|---|
| 5500 | **VILLAGE LINKS REVENUES:** | | | | | | | | | |
| 440550 | Green Fees | $ 1,850,000 | $ 343,264 | $ 244,080 | $ 99,184 | 41% | $ 1,744,239 | $ 1,498,407 | $ 245,832 | 16% |
| 440554 | Pro Shop - Sales | 180,000 | 24,337 | 21,070 | 3,266 | 16% | 120,627 | 131,302 | (10,676) | -8% |
| 440555 | Motor Carts | 525,000 | 92,895 | 65,907 | 26,988 | 41% | 432,960 | 408,181 | 24,779 | 6% |
| 440556 | Driving Range | 285,000 | 56,129 | 32,156 | 23,973 | 75% | 264,502 | 242,564 | 21,938 | 9% |
| 440557 | Resident Cards | 32,000 | 500 | 140 | 360 | 257% | 32,300 | 31,090 | 1,210 | 4% |
| 460100 | Investment Income | 13,200 | 1 | 718 | (718) | -100% | 2,343 | 8,367 | (6,024) | -72% |
| 489000 | Miscellaneous Revenue | 112,500 | 26,689 | 5,583 | 21,107 | 378% | 102,328 | 101,678 | 651 | 1% |
| 489100 | Miscellaneous - Over/Short | - | (45) | 57 | (101) | -179% | (683) | 16 | (700) | -4324% |
| | **Total Revenues** | **$ 2,997,700** | **$ 543,770** | **$ 369,710** | **$ 174,060** | **47%** | **$ 2,698,616** | **$ 2,421,606** | **$ 277,010** | **11%** |
| | **COST OF GOODS SOLD:** | | | | | | | | | |
| 520945 | Cost of Goods Sold - Pro Shop | $ 126,000 | $ 18,136 | $ 16,165 | $ 1,971 | 12% | $ 86,808 | $ 95,363 | $ (8,554) | -9% |
| | **Total Cost of Goods Sold** | **$ 126,000** | **$ 18,136** | **$ 16,165** | **$ 1,971** | **12%** | **$ 86,808** | **$ 95,363** | **$ (8,554)** | **-9%** |
| | **Gross Profit** | **$ 2,871,700** | **$ 525,634** | **$ 353,545** | **$ 172,088** | **49%** | **$ 2,611,808** | **$ 2,326,243** | **$ 285,565** | **12%** |
| | **OTHER OPERATING EXPENSES:** | | | | | | | | | |
| 510100 | Salaries - Pensionable | $ 898,265 | $ 68,156 | $ 71,572 | $ (3,415) | -5% | $ 657,772 | $ 620,701 | $ 37,071 | 6% |
| 510120 | Salaries - Non-Pensionable | 168,200 | 25,465 | 18,788 | 6,677 | 36% | 140,186 | 188,474 | (48,287) | -26% |
| 510200 | Salaries - Overtime | 4,500 | 719 | 930 | (211) | -23% | 3,135 | 5,509 | (2,374) | -43% |
| 510400 | FICA Taxes | 81,928 | 6,986 | 6,817 | 169 | 2% | 59,387 | 61,144 | (1,757) | -3% |
| 510500 | IMRF | 81,653 | 5,986 | 5,024 | 962 | 19% | 57,623 | 43,316 | 14,307 | 33% |
| 590600 | Health Insurance | 132,375 | 10,355 | 9,960 | 395 | 4% | 101,876 | 86,803 | 15,072 | 17% |
| 52XXXX | Contractual Services | 630,932 | 65,809 | 48,888 | 16,921 | 35% | 404,018 | 470,652 | (66,635) | -14% |
| 53XXXX | Commodities | 294,500 | 37,299 | 28,252 | 9,047 | 32% | 195,641 | 251,309 | (55,668) | -22% |
| | **Total Operating Expenses** | **$ 2,292,353** | **$ 220,776** | **$ 190,231** | **$ 30,545** | **16%** | **$ 1,619,638** | **$ 1,727,909** | **$ (108,271)** | **-6%** |
| | **Operating Income** | **$ 579,347** | **$ 304,858** | **$ 163,314** | **$ 141,544** | **87%** | **$ 992,169** | **$ 598,334** | **$ 393,835** | **66%** |
| | **Operating Income Percentage** | **19%** | **56%** | **44%** | | | **37%** | **25%** | | |

### ***KEY METRICS***

| | Goal | MONTH 2020 | MONTH 2019 | MONTH DIFF | YTD 2020 | YTD 2019 | YTD DIFF |
|---|---|---|---|---|---|---|---|
| *Rounds Played* | *70,000* | *11,723* | *8,460* | *3,263* | *61,914* | *55,787* | *6,127* |
| *Revenue Per Round* | *$ 42.82* | *$ 46.38* | *$ 43.70* | *$ 2.68* | *$ 43.59* | *$ 43.41* | *$ 0.18* |
| *Resident Cards Sold* | *N/A* | *27* | *8* | *19* | *2,557* | *2,455* | *102* |
| *Cost of Goods Sold % - Pro Shop* | *70%* | *75%* | *77%* | *-2%* | *72%* | *73%* | *-1%* |
| *Personnel Expenses as % of Sales* | *46%* | *22%* | *31%* | *-9%* | *38%* | *42%* | *-4%* |

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 September 30, 2020**

| ORG/ OBJECT | DESCRIPTION | 2020 BUDGET | MONTH 2020 | MONTH 2019 | MONTH DIFF | MONTH % DIFF | YEAR-TO-DATE 2020 | YEAR-TO-DATE 2019 | 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* | | $ 21,520 | $ 40 | $ 21,480 | | $ 37,280 | $ 37,495 | $ (215) | |
| | *Hand Cart Rentals* | | 3,982 | 3,082 | 900 | | 18,412 | 21,385 | (2,973) | |
| | *Adult & Junior Golf Lessons* | | - | - | - | | 38,990 | 24,701 | 14,289 | |
| | *Golf Club Rentals* | | 40 | 910 | (870) | | 720 | 4,400 | (3,680) | |
| | *Golf Club Repairs* | | 12 | 291 | (279) | | 412 | 3,423 | (3,011) | |
| | *Locker Rentals* | | (80) | - | (80) | | 2,800 | 3,200 | (400) | |
| | *Illinois Sales Tax (1.75%)* | | 530 | 462 | 68 | | 2,033 | 2,633 | (600) | |
| | *Glen Ellyn Food & Beverage Tax (1%)* | | 47 | 47 | 0 | | 150 | 124 | 27 | |
| | *Misc. Tournament Prize* | | 638 | - | 638 | | 638 | - | 638 | |
| | *Memorial Tree Donation* | | - | - | - | | - | 500 | (500) | |
| | *FootGolf Ball Rentals* | | - | 35 | (35) | | 70 | 250 | (180) | |
| | *ATM Machine Commission* | | - | 38 | (38) | | 28 | 165 | (137) | |
| | *Miscellaneous* | | - | 678 | (678) | | 795 | 3,402 | (2,607) | |
| | *Total* | $ 112,500 | $ 26,689 | $ 5,583 | $ 21,107 | | $ 102,328 | $ 101,678 | $ 651 | |

VILLAGE LINKS
GLEN ELLYN

RESERVE 22
TWENTY-TWO

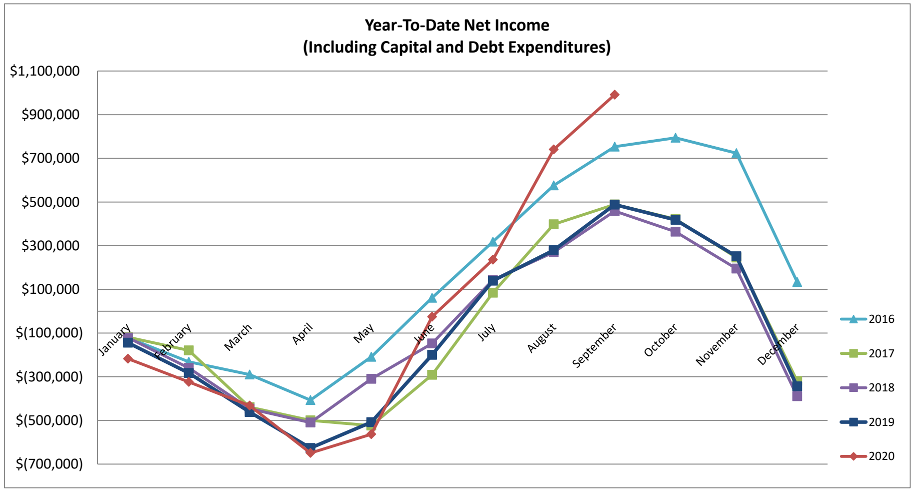
# RESERVE 22
## STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
### As of September 30, 2020

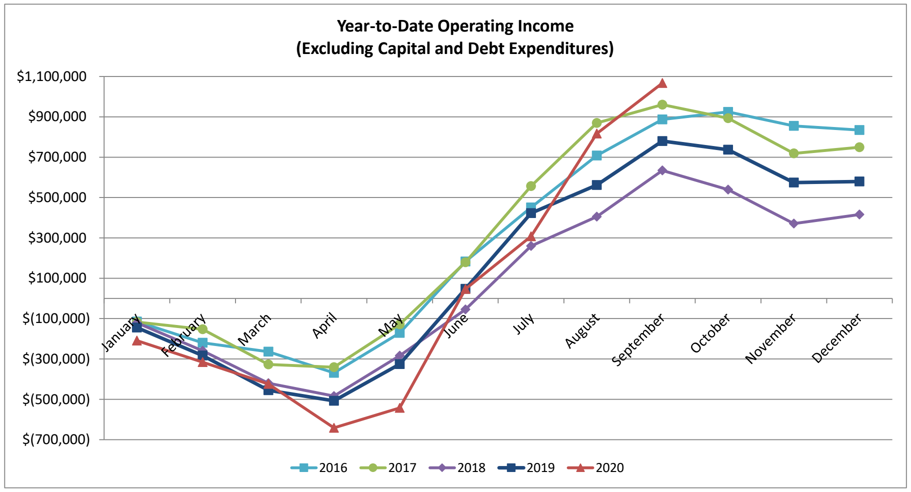
| ORG/ OBJECT | DESCRIPTION | 2020 BUDGET | MONTH 2020 | MONTH 2019 | MONTH DIFF | MONTH % DIFF | YEAR-TO-DATE 2020 | YEAR-TO-DATE 2019 | YEAR-TO-DATE DIFF | YEAR-TO-DATE % DIFF |
|---|---|---|---|---|---|---|---|---|---|---|
| 5520 | **RESERVE 22 REVENUES:** | | | | | | | | | |
| 441100 | Food | $ 1,500,000 | $ 146,602 | $ 156,366 | $ (9,764) | -6% | $ 869,920 | $ 1,181,057 | $ (311,137) | -26% |
| 441101 | Liquor | 260,000 | 36,092 | 30,919 | 5,173 | 17% | 172,050 | 200,304 | (28,254) | -14% |
| 441102 | Beer | 485,000 | 66,768 | 61,578 | 5,190 | 8% | 333,766 | 416,848 | (83,082) | -20% |
| 441103 | Wine | 235,000 | 24,781 | 22,654 | 2,127 | 9% | 144,203 | 173,940 | (29,737) | -17% |
| 441104 | NA Beverages | 85,000 | 10,913 | 12,599 | (1,686) | -13% | 72,100 | 72,735 | (635) | -1% |
| 441106 | Room Charges | 4,000 | - | 75 | (75) | -100% | 2,747 | 3,925 | (1,178) | -30% |
| 441107 | Service Charges | 160,000 | 5,317 | 17,895 | (12,579) | -70% | 36,061 | 102,977 | (66,916) | -65% |
| 489000 | Miscellaneous Revenue | 4,000 | 23 | (8) | 31 | -388% | 1,667 | 3,577 | (1,909) | -53% |
| | **Total Revenues** | **$ 2,733,000** | **$ 290,495** | **$ 302,078** | **$ (11,583)** | **-4%** | **$ 1,632,514** | **$ 2,155,363** | **$ (522,849)** | **-24%** |
| 55730 | **COST OF GOODS SOLD:** | | | | | | | | | |
| 530400 | Cost of Goods Sold - Beer | $ 121,250 | $ 26,891 | $ 21,323 | $ 5,568 | 26% | $ 84,420 | $ 99,202 | $ (14,782) | -15% |
| 530401 | Cost of Goods Sold - Wine | 68,150 | 13,030 | 5,820 | 7,210 | 124% | 42,251 | 53,613 | (11,362) | -21% |
| 530402 | Cost of Goods Sold - Liquor | 46,800 | 16,285 | 9,112 | 7,173 | 79% | 38,044 | 49,417 | (11,373) | -23% |
| 530405 | Cost of Goods Sold - NA Beverages | 28,050 | 6,012 | 6,483 | (470) | -7% | 29,137 | 41,361 | (12,224) | -30% |
| 530420 | Cost of Goods Sold - Food | 495,000 | 82,464 | 57,663 | 24,801 | 43% | 293,480 | 425,316 | (131,836) | -31% |
| | **Total Cost of Goods Sold** | **$ 759,250** | **$ 144,682** | **$ 100,400** | **$ 44,282** | **44%** | **$ 487,331** | **$ 668,909** | **$ (181,578)** | **-27%** |
| | **Gross Profit** | **$ 1,973,750** | **$ 145,813** | **$ 201,678** | **$ (55,865)** | **-28%** | **$ 1,145,183** | **$ 1,486,454** | **$ (341,271)** | **-23%** |
| | **Gross Profit Percentage** | **72%** | **50%** | **67%** | | | **70%** | **69%** | | |
| 55730 | **OTHER OPERATING EXPENSES:** | | | | | | | | | |
| 510100 | Salaries - Pensionable | $ 640,000 | $ 44,281 | $ 56,093 | $ (11,812) | -21% | $ 398,274 | $ 488,177 | $ (89,902) | -18% |
| 510120 | Salaries - Non-Pensionable | 465,000 | 51,606 | 38,546 | 13,060 | 34% | 261,942 | 335,903 | (73,961) | -22% |
| 510200 | Salaries - Overtime | 5,000 | 1,265 | 2,427 | (1,162) | -48% | 7,795 | 15,889 | (8,095) | -51% |
| 510399 | Tips Paid Through Payroll | - | (1,024) | 649 | (1,672) | -258% | (2,027) | 3,053 | (5,080) | -166% |
| 510400 | FICA Taxes | 115,440 | 10,612 | 9,780 | 832 | 9% | 67,654 | 81,842 | (14,187) | -17% |
| 510500 | IMRF | 58,176 | 5,111 | 4,816 | 295 | 6% | 42,588 | 39,700 | 2,888 | 7% |
| 590600 | Health Insurance | 86,200 | 5,574 | 4,888 | 686 | 14% | 51,211 | 58,509 | (7,298) | -12% |
| 52XXXX | Contractual Services | 178,883 | 67,329 | 18,020 | 49,309 | 274% | 163,841 | 146,323 | 17,518 | 12% |
| 53XXXX | Commodities | 144,750 | 15,360 | 12,121 | 3,238 | 27% | 78,932 | 135,478 | (56,546) | -42% |
| | **Total Operating Expenses** | **$ 1,693,449** | **$ 200,114** | **$ 147,340** | **$ 52,774** | **36%** | **$ 1,070,211** | **$ 1,304,874** | **$ (234,663)** | **-18%** |
| | **Operating Income (Loss)** | **$ 280,301** | **$ (54,300)** | **$ 54,338** | **$ (108,639)** | **-200%** | **$ 74,972** | **$ 181,580** | **$ (106,608)** | **-59%** |
| | **Operating Income (Loss) Percentage** | **10%** | **-19%** | **18%** | | | **5%** | **8%** | | |

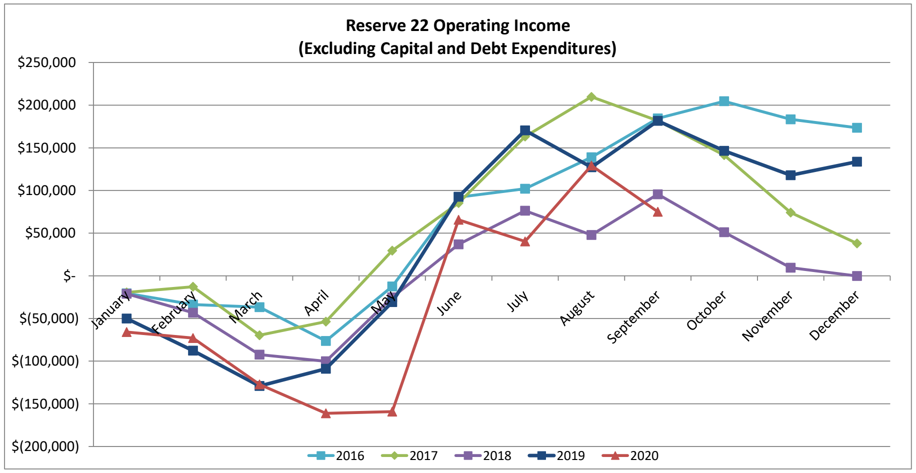
# RESERVE 22
## STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
### As of September 30, 2020

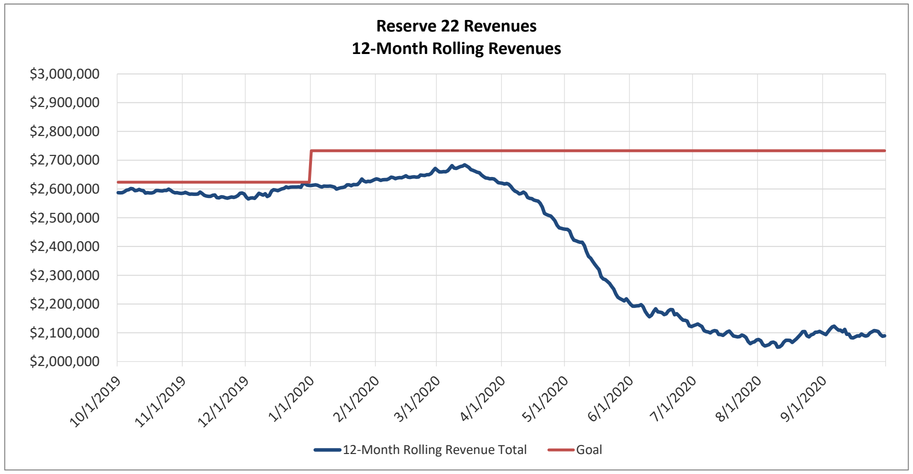
| ORG/ OBJECT | DESCRIPTION | 2020 BUDGET | MONTH 2020 | MONTH 2019 | MONTH DIFF | MONTH % DIFF | YEAR-TO-DATE 2020 | YEAR-TO-DATE 2019 | YEAR-TO-DATE DIFF | YEAR-TO-DATE % DIFF |
|---|---|---|---|---|---|---|---|---|---|---|
| | ***KEY METRICS*** | | | | | | | | | |
| | | *Goal* | | | | | | | | |
| | *Revenue Source:* | | | | | | | | | |
| | *Restaurant/Bar* | *N/A* | *$ 217,943* | *$ 165,062* | *$ 52,881* | *32%* | *$ 1,221,191* | *$ 1,354,610* | *$ (133,418)* | *-10%* |
| | *Banquets* | *N/A* | *31,041* | *106,548* | *(75,508)* | *-71%* | *205,680* | *619,290* | *(413,610)* | *-67%* |
| | *Other* | *N/A* | *41,511* | *30,468* | *11,043* | *36%* | *205,642* | *181,464* | *24,178* | *13%* |
| | *Total* | *$ 2,733,000* | *$ 290,495* | *$ 302,078* | *$ (11,583)* | *-4%* | *$ 1,632,514* | *$ 2,155,363* | *$ (522,849)* | *-24%* |
| | *Reserve 22 Revenues (Last 12 Months)* | *$ 2,733,000* | | | | | $ 2,089,640 | $ 2,584,030 | *$ (494,391)* | *-19%* |
| | *Reserve 22 Expenses (Last 12 Months)* | *$ 2,452,699* | | | | | $ 2,062,479 | $ 2,498,306 | *$ (435,827)* | *-17%* |
| | *# Guest Checks (Restaurant/Bar)* | *N/A* | *5,154* | *5,034* | *120* | | *29,080* | *40,664* | *(11,584)* | |
| | *Revenue Per Guest Check* | *N/A* | *$ 42.29* | *$ 32.79* | *$ 9.50* | | *$ 41.99* | *$ 33.31* | *$ 8.68* | |
| | *# Guests (Restaurant/Bar)* | *N/A* | *9,153* | *8,565* | *588* | | *51,070* | *69,698* | *(18,628)* | |
| | *Average Guest Spend* | *N/A* | *$ 23.81* | *$ 19.27* | *$ 4.54* | | *$ 23.91* | *$ 19.44* | *$ 4.48* | |
| | *Cost of Goods Sold %* | *28%* | *50%* | *33%* | *17%* | | *30%* | *31%* | *-1%* | |
| | *Cost of Goods Sold % (By Category):* | | | | | | | | | |
| | *Cost of Goods Sold - Beer* | *25%* | *40%* | *35%* | *6%* | | *25%* | *24%* | *1%* | |
| | *Cost of Goods Sold - Wine* | *29%* | *53%* | *26%* | *27%* | | *29%* | *31%* | *-2%* | |
| | *Cost of Goods Sold - Liquor* | *18%* | *45%* | *29%* | *16%* | | *22%* | *25%* | *-3%* | |
| | *Cost of Goods Sold - NA Beverages* | *33%* | *55%* | *51%* | *4%* | | *40%* | *57%* | *-16%* | |
| | *Cost of Goods Sold - Food* | *33%* | *56%* | *37%* | *19%* | | *34%* | *36%* | *-2%* | |
| | *Personnel Expenses as % of Sales* | *50%* | *40%* | *39%* | *2%* | | *50%* | *47%* | *3%* | |
| | *Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales* | *78%* | *91%* | *72%* | *19%* | | *81%* | *78%* | *2%* | |

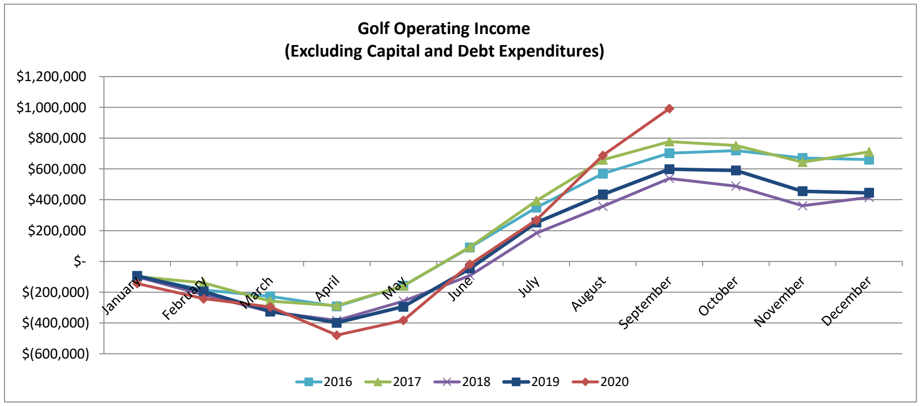
Village Links / Reserve 22
Dashboard Financial Report
As of September 30, 2020

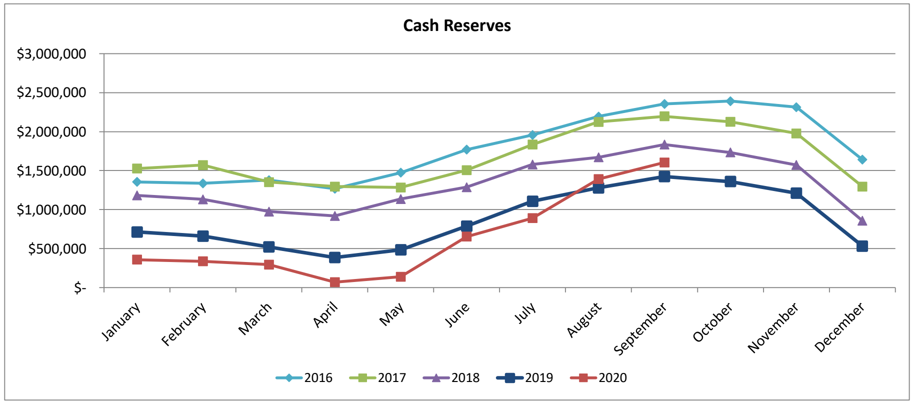


## VILLAGE LINKS / RESERVE 22
## MONTHLY CASH INCREASE/DECREASE HISTORY

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 2014 | (112) | (270) | (77) | 50 | 130 | 30 | 306 | 177 | 138 | 10 | (148) | (663) |
| 2015 | (100) | (63) | 9 | 67 | 80 | 153 | 356 | 352 | 239 | (97) | (42) | (689) |
| 2016 | (114) | (20) | 41 | (109) | 206 | 296 | 186 | 237 | 160 | 36 | (76) | (671) |
| 2017 | (114) | 42 | (218) | (57) | (11) | 223 | 328 | 291 | 72 | (69) | (151) | (681) |
| 2018 | (113) | (50) | (157) | (56) | 216 | 153 | 291 | 92 | 165 | (102) | (160) | (716) |
| 2019 | (144) | (53) | (138) | (136) | 99 | 304 | 319 | 171 | 146 | (64) | (148) | (680) |
| 2020 | (173) | (21) | (43) | (225) | 69 | 516 | 237 | 500 | 214 | (48) | (121) | (683) |
| | | | | | | | | | | | | |
| Avg | (124) | (62) | (83) | (67) | 113 | 239 | 289 | 260 | 162 | (48) | (121) | (683) |
| Best | (100) | 42 | 41 | 67 | 216 | 516 | 356 | 500 | 239 | 36 | (42) | (671) |
| Worst | (173) | (270) | (218) | (225) | (11) | 30 | 186 | 92 | 72 | (102) | (160) | (716) |

## NEXT 12 MONTH CASH BALANCE SCENARIOS

| | 2020 SEP | 2020 OCT | 2020 NOV | 2020 DEC | 2021 JAN | 2021 FEB | 2021 MAR | 2021 APR | 2021 MAY | 2021 JUN | 2021 JUL | 2021 AUG |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Avg | 1,605 | 1,557 | 1,436 | 753 | 629 | 567 | 483 | 417 | 529 | 769 | 1,057 | 1,317 |
| Best | 1,605 | 1,641 | 1,599 | 928 | 828 | 870 | 911 | 978 | 1,194 | 1,710 | 2,066 | 2,566 |
| Worst | 1,605 | 1,503 | 1,343 | 627 | 454 | 184 | (34) | (259) | (270) | (240) | (54) | 38 |

Village Links/Reserve 22
2021 Budget
As of July 29, 2020

| ACCOUNT | | ACCOUNT DESCRIPTION | 2020 REVISED BUDGET | 2019 ACTUALS | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET |
|---|---|---|---|---|---|---|---|
| **GOLF REVENUES (5500)** | | | | | | | |
| 5500 | 440550 | GREEN FEES | 1,850,000 | 1,705,109 | 585,184 | 1,850,192 | 1,950,000 |
| 5500 | 440554 | PRO SHOP - SALES | 180,000 | 148,111 | 41,648 | 138,835 | 170,000 |
| 5500 | 440555 | MOTOR CARTS | 525,000 | 440,034 | 105,548 | 429,613 | 500,000 |
| 5500 | 440556 | DRIVING RANGE | 285,000 | 259,403 | 68,931 | 256,009 | 300,000 |
| 5500 | 440557 | RESIDENT CARDS | 32,000 | 31,110 | 27,060 | 32,000 | 32,000 |
| 5500 | 460100 | INVESTMENT INCOME | 13,200 | 23,020 | 2,340 | 4,680 | 10,000 |
| 5500 | 489000 | MISCELLANEOUS REVENUE | 112,500 | 107,395 | 50,901 | 103,823 | 126,500 |
| 5500 | 489100 | MISCELLANEOUS - OVER/SHORT | - | (10) | (218) | - | - |
| | TOTAL GOLF REVENUES | | 2,997,700 | 2,714,172 | 881,394 | 2,815,152 | 3,088,500 |
| **RESERVE 22 REVENUES (5520)** | | | | | | | |
| 5520 | 441100 | FOOD | 1,500,000 | 1,449,187 | 385,044 | 999,072 | 1,500,000 |
| 5520 | 441101 | LIQUOR | 260,000 | 247,473 | 63,661 | 178,844 | 260,000 |
| 5520 | 441102 | BEER | 485,000 | 464,871 | 110,848 | 326,660 | 485,000 |
| 5520 | 441103 | WINE | 235,000 | 223,668 | 62,247 | 159,040 | 235,000 |
| 5520 | 441104 | NA BEVERAGES | 85,000 | 83,239 | 22,628 | 67,362 | 85,000 |
| 5520 | 441106 | ROOM CHARGES | 4,000 | 5,875 | 1,950 | 5,438 | 4,000 |
| 5520 | 441107 | SERVICE CHARGES | 160,000 | 134,401 | 21,663 | 75,940 | 160,000 |
| 5520 | 489000 | MISCELLANEOUS REVENUE | 4,000 | 3,774 | 1,651 | 1,651 | 2,000 |
| | TOTAL RESERVE 22 REVENUES | | 2,733,000 | 2,612,488 | 669,692 | 1,814,006 | 2,731,000 |
| | TOTAL REVENUES | | 5,730,700 | 5,326,661 | 1,551,085 | 4,629,158 | 5,819,500 |
| **EXPENSES** | | | | | | | |
| 55700 | | ADMINISTRATION | 457,977 | 411,183 | 220,573 | 433,675 | 451,010 |
| 55710 | | GOLF COURSE MAINTENANCE | 820,822 | 774,124 | 338,449 | 697,528 | 900,806 |
| 55720 | | GOLF SERVICES | 725,176 | 706,105 | 229,774 | 597,564 | 716,650 |
| 55730 | | RESERVE 22 | 2,452,699 | 2,478,720 | 604,076 | 1,741,913 | 2,429,049 |
| 55740 | | STORMWATER MANAGEMENT | 28,823 | 20,157 | 2,171 | 11,724 | 28,789 |
| 55750 | | PRO SHOP | 157,234 | 138,592 | 36,822 | 129,878 | 158,512 |
| 55780 | | MOTORIZED CARTS | 43,448 | 39,425 | 3,146 | 42,337 | 45,515 |
| 557X5 | | MECHANICAL MAINTENANCE | 184,873 | 178,994 | 69,742 | 169,534 | 196,539 |
| | | TOTAL OPERATING EXPENSES | 4,871,052 | 4,747,299 | 1,504,753 | 3,824,152 | 4,926,869 |
| | TOTAL OPERATING INCOME | | 859,648 | 579,361 | 46,332 | 805,006 | 892,631 |
| | | DEBT SERVICE | 657,696 | 658,070 | 51,348 | 657,696 | 656,084 |
| | | CAPITAL EXPENDITURES | 192,000 | 265,628 | 20,525 | 89,376 | 222,000 |
| | FUND INCREASE (DECREASE) | | 9,952 | (344,337) | (25,540) | 57,934 | 14,547 |

Village Links/Reserve 22
2021 Budget
As of July 29, 2020

| ACCOUNT | | ACCOUNT DESCRIPTION | 2020 REVISED BUDGET | 2019 ACTUALS | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET |
|---|---|---|---|---|---|---|---|
| **ADMINISTRATION (55700)** | | | | | | | |
| | | PERSONNEL SERVICES | | | | | |
| 55700 | 510100 | SALARIES - PENSIONABLE | 157,165 | 134,253 | 77,448 | 154,895 | 157,165 |
| 55700 | 510120 | SALARIES - NON PENSIONABLE | - | 20,675 | - | - | - |
| 55700 | 510400 | FICA TAXES | 12,023 | 11,579 | 5,805 | 11,850 | 12,023 |
| 55700 | 510500 | IMRF EMPLOYER CONTRIBUTIONS | 14,286 | 9,304 | 6,853 | 14,080 | 14,019 |
| 55700 | 590600 | TRANSFER TO INSURANCE - HEALTH | 17,300 | 16,644 | 8,272 | 8,272 | 17,300 |
| | | TOTAL | 200,774 | 192,455 | 98,378 | 189,097 | 200,507 |
| | | CONTRACTUAL SERVICES | | | | | |
| 55700 | 520600 | DUES-SUBSCRIPTIONS-REG FEES | 10,250 | 10,228 | 7,284 | 9,500 | 10,250 |
| 55700 | 520615 | RECRUITING AND TESTING | - | - | - | - | - |
| 55700 | 520620 | EMPLOYEE EDUCATION | 500 | 321 | 328 | 328 | 500 |
| 55700 | 520625 | TRAVEL | - | - | - | - | - |
| 55700 | 520630 | STATE UNEMPLOYMENT CLAIMS | - | 548 | - | - | - |
| 55700 | 520855 | PAYING AGENT FEE | 1,253 | 803 | - | 1,000 | 1,253 |
| 55700 | 521055 | PROFESSIONAL SERVICES | 5,000 | 1,760 | 378 | | 5,000 |
| 55700 | 590120 | ACCOUNTING SERVICE CHARGE | 150,000 | 120,000 | 69,250 | 144,250 | 150,000 |
| 55700 | 590610 | TRANSFER TO INSURANCE - GEN | 83,500 | 77,400 | 41,750 | 83,500 | 83,500 |
| | | TOTAL | 250,503 | 211,059 | 118,990 | 238,578 | 250,503 |
| | | COMMODITIES | | | | | |
| 55700 | 530100 | OFFICE SUPPLIES | 6,700 | 7,669 | 3,205 | 6,000 | |
| | | DEBT | | | | | |
| 55700 | 551000 | 2010 REFUNDING BONDS PRINCIPAL | 315,000 | 305,000 | - | 315,000 | 330,000 |
| 55700 | 551005 | 2010 REFUNDING BONDS INTEREST | 28,868 | 39,543 | 14,434 | 28,868 | 17,056 |
| 55700 | 551130 | 2012 GO BONDS PRINCIPAL | 240,000 | 235,000 | - | 240,000 | 240,000 |
| 55700 | 551135 | 2012 GO BONDS INTEREST | 73,828 | 78,528 | 36,914 | 73,828 | 69,028 |
| | | TOTAL | 657,696 | 658,070 | 51,348 | 657,696 | 656,084 |
| | | CAPITAL EXPENDITURES | | | | | |
| 55700 | 570100 | BUILDINGS | 40,000 | - | - | - | - |
| 55700 | 570135 | LAND IMPROVEMENTS | - | - | - | - | - |
| 55700 | 570155 | VEHICLES | 64,000 | - | - | - | - |

Village Links/Reserve 22
2021 Budget
As of July 29, 2020

| | ACCOUNT | ACCOUNT DESCRIPTION | 2020 REVISED BUDGET | 2019 ACTUALS | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET |
|---|---|---|---|---|---|---|---|
| 55700 | 580100 | CAPITAL IMPROVEMENTS | - | 43,265 | 12,440 | 12,440 | - |
| 55700 | 580110 | EQUIPMENT/CAPITAL OUTLAY | 88,000 | 222,364 | 8,085 | 76,936 | 222,000 |
| | | TOTAL | 192,000 | 265,628 | 20,525 | 89,376 | 222,000 |
| | TOTAL ADMINISTRATION | | 1,307,673 | 1,334,881 | 292,446 | 1,180,747 | 1,329,094 |

Village Links/Reserve 22
2021 Budget
As of July 29, 2020

| ACCOUNT | | ACCOUNT DESCRIPTION | 2020 REVISED BUDGET | 2019 ACTUALS | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET |
|---|---|---|---|---|---|---|---|
| **GOLF COURSE MAINTENANCE (55710)** | | | | | | | |
| | | PERSONNEL SERVICES | | | | | |
| 55710 | 510100 | SALARIES - PENSIONABLE | 360,000 | 345,511 | 181,575 | 358,691 | 387,700 |
| 55710 | 510120 | SALARIES - NON PENSIONABLE | 41,200 | 52,756 | 12,869 | 40,000 | 65,000 |
| 55710 | 510200 | OVERTIME | 1,000 | 901 | 336 | 5,000 | 2,500 |
| 55710 | 510400 | FICA TAXES | 30,768 | 30,134 | 14,450 | 30,882 | 34,823 |
| 55710 | 510500 | IMRF EMPLOYER CONTRIBUTIONS | 32,724 | 24,264 | 15,896 | 32,605 | 34,583 |
| 55710 | 590600 | TRANSFER TO INSURANCE - HEALTH | 63,300 | 43,171 | 28,967 | | 65,700 |
| | | TOTAL | 528,992 | 496,737 | 254,094 | 467,178 | 590,306 |
| | | CONTRACTUAL SERVICES | | | | | |
| 55710 | 520600 | DUES-SUBSCRIPTIONS-REG FEES | 1,830 | 1,855 | 1,140 | 1,900 | 2,000 |
| 55710 | 520615 | RECRUITING AND TESTING | 1,000 | 1,108 | 376 | 750 | 1,000 |
| 55710 | 520620 | EMPLOYEE EDUCATION | 1,000 | 687 | 455 | 700 | 1,000 |
| 55710 | 520625 | TRAVEL | - | - | - | - | - |
| 55710 | 520630 | STATE UNEMPLOYMENT CLAIMS | 18,000 | 15,466 | 5,202 | | 18,000 |
| 55710 | 520970 | MAINTENANCE-BUILDING & GROUNDS | 10,000 | 9,431 | 1,557 | 9,500 | 10,000 |
| 55710 | 520980 | MAINTENANCE-DRAIN & IRRIG | 14,000 | 10,329 | 1,648 | 13,500 | 15,000 |
| 55710 | 521055 | PROFESSIONAL SERVICES - OTHER | 3,000 | 2,880 | 1,478 | 3,000 | 3,000 |
| 55710 | 521195 | TELECOMMUNICATIONS | 2,000 | 2,390 | 652 | 2,000 | 2,500 |
| 55710 | 521200 | UTILITIES | 27,000 | 33,879 | 12,519 | 26,500 | 30,000 |
| | | TOTAL | 77,830 | 78,023 | 25,027 | 57,850 | 82,500 |
| | | COMMODITIES | | | | | |
| 55710 | 530105 | OPERATING SUPPLIES | 30,000 | 36,846 | 9,199 | 30,000 | 30,000 |
| 55710 | 530300 | GAS AND OIL | 25,000 | 18,838 | 1,590 | 16,000 | 25,000 |
| 55710 | 530415 | FERTILIZER | 30,000 | 18,542 | 1,884 | 15,000 | 25,000 |
| 55710 | 530425 | LANDSCAPE SUPPLIES | 22,000 | 17,055 | 1,373 | 10,000 | 25,000 |
| 55710 | 530435 | SOD, SEED, SAND & GRAVEL | 25,000 | 20,339 | 6,572 | 21,000 | 25,000 |
| 55710 | 530440 | TREATMENT COSTS & PESTICIDES | 80,000 | 85,744 | 36,848 | 78,000 | 95,000 |
| 55710 | 530445 | UNIFORMS | 2,000 | 1,999 | 1,862 | 2,500 | 3,000 |
| | | TOTAL | 214,000 | 199,364 | 59,328 | 172,500 | 228,000 |
| | TOTAL GOLF COURSE MAINTENANCE | | 820,822 | 774,124 | 338,449 | 697,528 | 900,806 |

Village Links/Reserve 22
2021 Budget
As of July 29, 2020

| ACCOUNT | | ACCOUNT DESCRIPTION | 2020 REVISED BUDGET | 2019 ACTUALS | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET |
|---|---|---|---|---|---|---|---|
| **GOLF SERVICES (55720)** | | | | | | | |
| | | PERSONNEL SERVICES | | | | | |
| 55720 | 510100 | SALARIES - PENSIONABLE | 265,000 | 225,013 | 106,467 | 249,600 | 271,360 |
| 55720 | 510120 | SALARIES - NON PENSIONABLE | 95,000 | 106,519 | 18,071 | 89,600 | 95,880 |
| 55720 | 510200 | OVERTIME | 3,500 | 4,670 | 363 | 1,000 | 4,240 |
| 55720 | 510400 | FICA TAXES | 27,808 | 25,057 | 9,204 | 26,025 | 28,418 |
| 55720 | 510500 | IMRF EMPLOYER CONTRIBUTIONS | 24,089 | 15,636 | 9,253 | 22,689 | 24,205 |
| 55720 | 590600 | TRANSFER TO INSURANCE - HEALTH | 38,800 | 37,456 | 19,025 | | 38,800 |
| | | TOTAL | 454,197 | 414,351 | 162,383 | 388,914 | 462,904 |
| | | CONTRACTUAL SERVICES | | | | | |
| 55720 | 520600 | DUES-SUBSCRIPTIONS-REG FEES | 38,899 | 46,196 | 11,842 | 38,000 | 40,000 |
| 55720 | 520615 | RECRUITING AND TESTING | 2,000 | 2,868 | 1,853 | 3,000 | 2,500 |
| 55720 | 520620 | EMPLOYEE EDUCATION | 2,200 | 45 | - | - | 2,200 |
| 55720 | 520625 | TRAVEL | - | 70 | - | - | - |
| 55720 | 520630 | STATE UNEMPLOYMENT CLAIMS | 6,000 | 6,128 | 1,455 | 12,000 | 6,000 |
| 55720 | 520810 | CREDIT CARD FEES | 51,400 | 46,089 | 10,271 | 50,850 | 55,546 |
| 55720 | 520900 | POSTAGE & SHIPPING | 1,600 | 1,476 | 57 | 500 | 500 |
| 55720 | 520903 | MARKETING | 36,000 | 45,230 | 6,374 | 10,000 | 20,000 |
| 55720 | 520905 | PRINTING | 2,000 | 2,215 | 826 | 1,600 | 2,000 |
| 55720 | 520940 | REPAIRS CLUBS | 3,500 | 109 | 18 | 500 | 2,500 |
| 55720 | 520950 | HANDICAPS FEES | 30,000 | 28,040 | - | | 25,000 |
| 55720 | 521055 | PROFESSIONAL SERVICES - OTHER | 7,380 | 6,913 | 1,705 | 4,200 | 7,500 |
| 55720 | 521195 | TELECOMMUNICATIONS | 9,000 | 8,534 | 4,974 | 9,000 | 9,000 |
| 55720 | 521200 | UTILITIES | 33,000 | 33,515 | 11,174 | 33,000 | 33,000 |
| | | TOTAL | 222,979 | 227,426 | 50,549 | 162,650 | 205,746 |
| | | COMMODITIES | | | | | |
| 55720 | 530105 | OPERATING SUPPLIES | 44,000 | 60,571 | 16,742 | 44,000 | 44,000 |
| 55720 | 530445 | UNIFORMS | 4,000 | 3,756 | 100 | 2,000 | 4,000 |
| | | TOTAL | 48,000 | 64,328 | 16,842 | 46,000 | 48,000 |
| | TOTAL GOLF SERVICES | | 725,176 | 706,105 | 229,774 | 597,564 | 716,650 |

| ACCOUNT | | ACCOUNT DESCRIPTION | 2020 REVISED BUDGET | 2019 ACTUALS | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET |
|---|---|---|---|---|---|---|---|
| **RESERVE 22 (55730)** | | | | | | | |
| | | PERSONNEL SERVICES | | | | | |
| 55730 | 510100 | SALARIES - PENSIONABLE | 640,000 | 636,497 | 240,369 | 610,000 | 600,000 |
| 55730 | 510120 | SALARIES - NON PENSIONABLE | 465,000 | 400,382 | 79,917 | 215,000 | 460,000 |
| 55730 | 510200 | OVERTIME | 5,000 | 17,154 | 2,507 | 4,950 | 5,000 |
| 55730 | 510399 | TIPS PAID THROUGH PAYROLL | - | (377) | (7,581) | | - |
| 55730 | 510400 | FICA TAXES | 115,440 | 101,558 | 29,208 | 86,315 | 115,440 |
| 55730 | 510500 | IMRF EMPLOYER CONTRIBUTIONS | 58,176 | 51,507 | 24,124 | 55,449 | 58,176 |
| 55730 | 590600 | TRANSFER TO INSURANCE - HEALTH | 86,200 | 73,141 | 31,703 | 40,000 | 86,200 |
| | | TOTAL | 1,369,816 | 1,279,861 | 400,247 | 1,011,714 | 1,324,816 |
| | | | | | | | 48.5% |
| | | CONTRACTUAL SERVICES | | | | | |
| 55730 | 520600 | DUES-SUBSCRIPTIONS-REG FEES | 12,300 | 15,740 | 5,345 | 7,500 | 12,300 |
| 55730 | 520615 | RECRUITING AND TESTING | 5,000 | 6,633 | 1,479 | 1,950 | 5,000 |
| 55730 | 520620 | EMPLOYEE EDUCATION | 200 | 163 | 28 | | 200 |
| 55730 | 520630 | STATE UNEMPLOYMENT CLAIMS | 2,500 | 857 | - | | 2,500 |
| 55730 | 520810 | CREDIT CARD FEES | 50,600 | 59,204 | 14,555 | 37,500 | 50,600 |
| 55730 | 520875 | LIABILITY INS DEDUCTABLE | 2,149 | 2,149 | 2,149 | 2,149 | 2,149 |
| 55730 | 520900 | POSTAGE & SHIPPING | 250 | 131 | - | | 250 |
| 55730 | 520903 | MARKETING | 30,000 | 27,244 | 6,806 | 13,000 | 30,000 |
| 55730 | 520904 | ENTERTAINMENT | 2,000 | 2,025 | 325 | 1,200 | 2,000 |
| 55730 | 520905 | PRINTING | - | 452 | 308 | 400 | - |
| 55730 | 521055 | PROFESSIONAL SERVICES | 30,384 | 30,981 | 7,837 | 14,500 | 30,384 |
| 55730 | 521195 | TELECOMMUNICATIONS | 5,500 | 5,137 | 1,582 | 2,500 | 5,500 |
| 55730 | 521200 | UTILITIES | 38,000 | 38,308 | 14,409 | 30,000 | 38,000 |
| | | TOTAL | 178,883 | 189,024 | 54,823 | 110,699 | 178,883 |
| | | COMMODITIES | | | | | |
| 55730 | 530105 | OPERATING SUPPLIES | 78,000 | 81,623 | 20,065 | 40,000 | 80,000 |
| 55730 | 530400 | COST OF GOODS SOLD - BEER | 121,250 | 119,132 | 15,985 | 80,000 | 135,800 |
| 55730 | 530401 | COST OF GOODS SOLD - WINE | 68,150 | 71,436 | 11,097 | 52,500 | 72,850 |
| 55730 | 530402 | COST OF GOODS SOLD - LIQUOR | 46,800 | 63,125 | 3,229 | 41,000 | 52,000 |
| 55730 | 530405 | COST OF GOODS SOLD - NA BEVERAGES | 28,050 | 48,627 | 4,492 | 22,500 | 35,700 |
| 55730 | 530410 | DRY GOODS | 26,000 | 30,285 | 7,869 | 10,000 | 25,000 |
| 55730 | 530420 | COST OF GOODS SOLD - FOOD | 495,000 | 530,030 | 75,837 | 355,000 | 480,000 |
| 55730 | 530445 | UNIFORMS | 7,000 | 10,971 | 2,144 | 3,500 | 9,000 |

Village Links/Reserve 22
2021 Budget
As of July 29, 2020

| | ACCOUNT | ACCOUNT DESCRIPTION | 2020 REVISED BUDGET | 2019 ACTUALS | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET |
|---|---|---|---|---|---|---|---|
| 55730 | 530446 | LINENS AND RENTALS | 33,750 | 54,606 | 8,288 | 15,000 | 35,000 |
| | | TOTAL | 904,000 | 1,009,834 | 149,006 | 619,500 | 925,350 |
| | TOTAL RESERVE 22 | | 2,452,699 | 2,478,720 | 604,076 | 1,741,913 | 2,429,049 |

| ACCOUNT | | ACCOUNT DESCRIPTION | 2020 REVISED BUDGET | 2019 ACTUALS | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET |
|---|---|---|---|---|---|---|---|
| | | | 280,301 | | 65,616 | 72,093 | 301,951 |
| | | | | | | 4.0% | 11.1% |
| **STORMWATER MANAGEMENT (55740)** | | | | | | | |
| | | PERSONNEL SERVICES | | | | | |
| 55740 | 510100 | SALARIES - PENSIONABLE | 20,000 | 15,784 | 1,666 | 9,400 | 20,000 |
| 55740 | 510400 | FICA TAXES | 1,530 | 1,180 | 124 | 719 | 1,530 |
| 55740 | 510500 | IMRF EMPLOYER CONTRIBUTIONS | 1,818 | 1,103 | 147 | 854 | 1,784 |
| 55740 | 590600 | TRANSFER TO INSURANCE - HEALTH | 475 | 1,743 | 234 | | 475 |
| | | TOTAL | 23,823 | 19,810 | 2,171 | 10,974 | 23,789 |
| | | COMMODITIES | | | | | |
| 55740 | 530105 | OPERATING SUPPLIES | - | - | - | | |
| 55740 | 530435 | SOD, SEED, SAND & GRAVEL | 5,000 | 348 | - | 750 | 5,000 |
| | | TOTAL | 5,000 | 348 | - | 750 | 5,000 |
| | TOTAL STORMWATER MANAGEMENT | | 28,823 | 20,157 | 2,171 | 11,724 | 28,789 |
| **PRO SHOP MERCHANDISE (55750)** | | | | | | | |
| | | PERSONNEL SERVICES | | | | | |
| 55750 | 510100 | SALARIES - PENSIONABLE | 18,600 | 18,082 | 9,217 | 18,600 | 18,600 |
| 55750 | 510400 | FICA TAXES | 1,423 | 1,304 | 665 | 1,423 | 1,423 |
| 55750 | 510500 | IMRF EMPLOYER CONTRIBUTIONS | 1,691 | 1,219 | 790 | 1,691 | 1,659 |
| 55750 | 590600 | TRANSFER TO INSURANCE - HEALTH | 4,400 | 4,158 | 2,111 | | 4,400 |
| | | TOTAL | 26,114 | 24,762 | 12,782 | 21,714 | 26,082 |
| | | CONTRACTUAL SERVICES | | | | | |
| 55750 | 520810 | CREDIT CARD FEES | 3,420 | 2,821 | 648 | 2,638 | 3,230 |
| 55750 | 520900 | POSTAGE & SHIPPING | - | - | - | - | - |
| 55750 | 521195 | TELECOMMUNICATIONS | 1,400 | 1,175 | 675 | 1,400 | 1,400 |
| | | TOTAL | 4,820 | 3,995 | 1,323 | 4,038 | 4,630 |
| | | COMMODITIES | | | | | |
| 55750 | 520945 | COST OF GOODS SOLD | 126,000 | 109,743 | 22,716 | 104,126 | 127,500 |
| 55750 | 530105 | OPERATING SUPPLIES | 300 | 91 | - | - | 300 |
| | | TOTAL | 126,300 | 109,834 | 22,716 | 104,126 | 127,800 |

| ACCOUNT | ACCOUNT DESCRIPTION | 2020 REVISED BUDGET | 2019 ACTUALS | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET |
|---|---|---|---|---|---|---|
| TOTAL PRO SHOP MERCHANDISE | | 157,234 | 138,592 | 36,822 | 129,878 | 158,512 |

| ACCOUNT | | ACCOUNT DESCRIPTION | 2020 REVISED BUDGET | 2019 ACTUALS | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET |
|---|---|---|---|---|---|---|---|
| **MOTORIZED CARTS (55780)** | | | | | | | |
| | | PERSONNEL SERVICES | | | | | |
| 55780 | 510120 | SALARIES - NON PENSIONABLE | 32,000 | 28,479 | 2,922 | 31,200 | 33,920 |
| 55780 | 510200 | OVERTIME | - | 301 | - | - | - |
| 55780 | 510400 | FICA TAXES | 2,448 | 2,202 | 224 | 2,387 | 2,595 |
| | | TOTAL | 34,448 | 30,982 | 3,146 | 33,587 | 36,515 |
| | | CONTRACTUAL SERVICES | | | | | |
| 55780 | 520600 | DUES-SUBSCRIPTIONS-REG FEES | - | - | - | - | - |
| | | COMMODITIES | | | | | |
| 55780 | 530300 | GAS AND OIL | 9,000 | 8,443 | - | 8,750 | 9,000 |
| | TOTAL MOTORIZED CARTS | | 43,448 | 39,425 | 3,146 | 42,337 | 45,515 |
| **MECHANICAL MAINTENANCE (557X5)** | | | | | | | |
| | | PERSONNEL SERVICES | | | | | |
| 557X5 | 510100 | SALARIES - PENSIONABLE | 77,500 | 71,136 | 33,818 | 78,066 | 80,500 |
| 557X5 | 510400 | FICA TAXES | 5,928 | 5,214 | 2,457 | 5,972 | 6,158 |
| 557X5 | 510500 | IMRF EMPLOYER CONTRIBUTIONS | 7,045 | 4,874 | 2,920 | 7,096 | 7,181 |
| 557X5 | 590600 | TRANSFER TO INSURANCE - HEALTH | 8,100 | 13,406 | 7,024 | - | 8,100 |
| | | TOTAL | 98,573 | 94,630 | 46,219 | 91,134 | 101,939 |
| | | CONTRACTUAL SERVICES | | | | | |
| 557X5 | 520970 | MAINTENANCE-BUILDING & GROUNDS | 4,500 | 7,436 | 4,423 | 9,000 | 8,500 |
| 557X5 | 520975 | MAINTENANCE-EQUIPMENT | 70,300 | 59,911 | 13,520 | 58,300 | 74,500 |
| | | TOTAL | 74,800 | 67,347 | 17,944 | 67,300 | 83,000 |
| | | COMMODITIES | | | | | |
| 557X5 | 530105 | OPERATING SUPPLIES | 11,500 | 17,017 | 5,580 | 11,100 | 11,600 |
| | TOTAL MECHANICAL MAINTENANCE | | 184,873 | 178,994 | 69,742 | 169,534 | 196,539 |

| | QTY | DESCRIPTION | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET | 2022 FORECAST | 2023 FORECAST | 2024 FORECAST | 2025 FORECAST | TOTAL FIVE-YEAR FORECAST |
|---|---|---|---|---|---|---|---|---|---|---|
| 2020 | | **SPENT TO DATE** (Incl. $2,500 Prep Table) | 20,525 | 20,525 | | | | | | |
| 2020 | 1 | Prep Table | - | 3,851 | | | | | | |
| 2020 | 2 | Fairway Mowers | - | 65,000 | | | | | | |
| | | TOTAL | 20,525 | 89,376 | | | | | | |
| 2021 | 95 | Replace Motor Cart Fleet | | | 58,000 | | | | | 58,000 |
| 2021 | | Install Air-Lock Doors | | | - | | | | | - |
| 2021 | | **Rough Mower** | | | 53,000 | | | | | 53,000 |
| 2021 | | **Fairway Mower** | | | 57,000 | | | | | 57,000 |
| 2021 | | 300 Gal Sprayer | Luxury | | - | 63,000 | | | | 63,000 |
| 2021 | | **Tractor w/Loader, Cab, Snow Pusher** | | | 54,000 | | | | | 54,000 |
| 2021 | 3 | Gas Utility Carts | | | - | 27,000 | | | | 27,000 |
| 2021 | | Skid Steer from Public Works | | | - | 10,000 | | | | 10,000 |
| 2021 | | Lely Fertilizer Spreader | | | - | 5,600 | | | | 5,600 |
| 2021 | | Aerway 3pt Aerifier | | | - | 9,500 | | | | 9,500 |
| | | TOTAL | | | 222,000 | | | | | 337,100 |
| 2022 | | Rough Mower | | | | 58,000 | | | | 58,000 |
| 2022 | | Greens Mower | | | | 45,000 | | | | 45,000 |
| 2022 | | Greens Mower | | | | 45,000 | | | | 45,000 |
| 2022 | 2 | Gas Utility Carts | | | | 18,000 | | | | 18,000 |
| 2022 | | Golf Cart Fleet Payment | | | | 58,000 | | | | 58,000 |
| 2022 | | | | | | | | | | - |
| | | TOTAL | | | | 224,000 | | | | 224,000 |
| 2023 | | Fairway Mower | | | | | 57,000 | | | 57,000 |
| 2023 | | 84" Trim or Sidewinder | | | | | 35,000 | | | 35,000 |
| 2023 | | Heavy Duty Cart | | | | | 27,000 | | | 27,000 |
| 2023 | | Heavy Duty Cart | | | | | 27,000 | | | 27,000 |
| 2023 | | Golf Cart Fleet Payment | | | | | 58,000 | | | 58,000 |
| 2023 | | Gas Utility Cart | | | | | 9,500 | | | 9,500 |
| 2023 | | Flail Mower | | | | | 7,000 | | | 7,000 |
| | | TOTAL | | | | | 220,500 | | | 220,500 |
| 2024 | | Pave Parking Lot | | | | | | 180,000 | | 180,000 |
| 2024 | | Toro NSN Irrigation Support | | | | | | 14,000 | | 14,000 |
| 2024 | | 84" Trim/Sidewinder | | | | | | 35,000 | | 35,000 |
| | | Golf Cart Fleet Payment | | | | | | 58,000 | | 58,000 |
| 2024 | | Greens Mower | | | | | | 45,000 | | 45,000 |
| 2024 | | Greens Mower | | | | | | 45,000 | | 45,000 |
| 2024 | | Greens Roller | | | | | | 22,000 | | 22,000 |
| 2024 | | Gas Utility Cart | | | | | | 9,500 | | 9,500 |
| 2024 | 2 | Beverage Cart | | | | | | 22,000 | | 22,000 |
| 2024 | | Gas Utility Cart | | | | | | 9,500 | | 9,500 |
| | | TOTAL | | | | | | 440,000 | | 440,000 |
| 2025 | | Tractor w/Cab | | | | | | | 42,000 | 42,000 |
| 2025 | | Deep Tine Aerifier | | | | | | | 52,000 | 52,000 |
| 2025 | | Skid Steer | | | | | | | 55,000 | 55,000 |
| 2025 | 2 | Gas Utility Carts | | | | | | | 19,000 | 19,000 |
| | | TOTAL | | | | | | | 168,000 | 168,000 |
| | | TOTAL | 20,525 | 89,376 | 222,000 | 224,000 | 220,500 | 440,000 | 168,000 | 1,389,600 |

| QTY | DESCRIPTION | 2020 ACTUALS THRU 6/30/20 | 2020 EST. ACTUALS | 2021 BUDGET | 2022 FORECAST | 2023 FORECAST | 2024 FORECAST | 2025 FORECAST | TOTAL FIVE-YEAR FORECAST |
|---|---|---|---|---|---|---|---|---|---|
| | **IMPROVEMENTS (Future)** | | | | | | | | |
| | Halfway House | | 150,000 | | | | | | |
| | Pavillion | | 500,000 | | | | | | |
| | Kitchen Expansion | | 400,000 | | | | | | |
| | Golf Shop Reno | | 300,000 | | | | | | |
| | TOTAL (Estimated) | | 900,000 | | | | | | |

**Glen Ellyn Recreation Commission**
535 Duane Street
Glen Ellyn, IL 60137

Meeting 10/30/2020 7:00 AM
Department: Village Links
Department Head:
Category: Other
Prepared By:

**AGENDA ITEM (ID # 2020-615)**

**DOC ID: 2020-615**

# Trustee Liaison - Steve Thompson

**Statement of the Issue:**

**Analysis:**

**Budget Impact:**

**Action Requested:**

**Attachments:**

**VILLAGE LINKS OF GLEN ELLYN**

**FINANCIAL ANALYSIS FOR 95 YAMAHA GOLF CAR FLEET REPLACEMENT**

| | | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 1st Fleet Cost | Incremental Option Costs | Total 2-Cycle Cost |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| *Option 1* | Purchase 2021 | $212,675 | $0 | $0 | $0 | $217,354 | $0 | $0 | $0 | $212,675 | $0 | $430,029 |
| *Option 2* | Purchase 2022 | $0 | $250,675 | $0 | $0 | $0 | $256,190 | $0 | $0 | $250,675 | $38,000 | $506,865 |
| *Option 3* | Purchase 2023 | $0 | $0 | $279,175 | $0 | $0 | $0 | $285,317 | $0 | $279,175 | $66,500 | $564,492 |
| *Option 4* | Conditional Lease | $57,557 | $57,557 | $57,557 | $57,557 | $58,823 | $58,823 | $58,823 | $58,823 | $230,228 | $17,553 | $465,521 |
| *Option 5* | Conditional Lease | $57,557 | $57,557 | $57,557 | $57,557 | $217,354 | $0 | $0 | $0 | $230,228 | $17,553 | $447,582 |
| *Option 6* | Straight Lease | $3,466 | $3,466 | $3,466 | $3,466 | $139,861 | $139,861 | $139,861 | $139,861 | $13,864 | -$198,811 | $573,308 |

**Summary of Available Options**

*Option 1* Overall least expensive option, with highest trade-in value
Assumes 2nd replacement in 2025, after 4 years

*Option 2* Keeping carts an additional year (5th year) with estimated price increase/declined trade-in value.
Not included is rise in costs expected in maintaining 5 year old fleet
Assumes 2nd replacement in 2026, after 4 years

*Option 3* Keeping carts an additional year (6th year) with estimated price increase/declined trade-in value.
Not included is rise in costs expected in maintaining 6 year old fleet
Assumes 2nd replacement in 2027, after 4 years

*Option 4* 4 Year Lease to own option. Club gains ownership of fleet at end of lease term, retaining full trade-in value
This option shows the cost to roll into a second lease at end of term (2025), with the same conditions

*Option 5* Same as Option 4, but deciding to purchase new fleet at end of term (2025)

*Option 6* Conversion to straight lease, no ownership of fleet. Estimated cost to enter into a new 4 year lease (2025) with no trade-in value
Cheapest option for first 4 years, most expensive for 2nd replacement

The Village Links rate structure has been getting harder to manage over the years as we have continually added selectively targeted times to discount due to stagnating rounds. The 2020 golf season, due to the COVID19 pandemic, has changed the golf industry landscape at least for this year, and has forced us to adapt and innovate in many ways. Shotgun start golf outings in 2020 were a miniscule part of our business while consecutive tee times, mostly dominated by our regular players, increased dramatically. In 2021 we will need to carefully navigate how many shotgun start outings we allow as we will not want to offend our regular players and potentially drive them away. Below is a summary of some of the changes to our operation in 2020 and my recommendation for rates in 2021.

**First tee time now 6:30AM** – This resulted in the loss of one hour of tee times during the majority of the season. Opening an hour later allows our maintenance crews to get out ahead of play and complete their regular maintenance faster which enables them to do more of the secondary or discretionary tasks like pruning, weeding, etc. Most of the golfers that played between 5:30AM and 6:30AM compressed into the later tee times, avoiding most of the potential loss of revenue.

**10 Minute Intervals** – Over the years the Village Links has had to adapt to changes in the industry due to innovation in golf ball and club technology, and this year COVID19. When we were allowed to reopen in earnest, we were restricted to allowing only 6 groups per hour, or 10 minute intervals. Many courses in the area had already been using this model over the years in order to keep on time on the first tee and better manage pace of play. The Village Links, in our highest usage years, teed off 8 and 9 groups per hour. Due to increased technology of golf clubs (driver mainly) and golf balls, we had to reduce our capacity too. For the past several years, the Village Links has been teeing off 7 groups per hour. In the 2020 model we were teeing off 6 groups per hour every day on the 9-hole course. On the 18-hole course we teed off 7 groups per hour on Saturdays and Sundays during permanent tee times, 6 groups per hour Saturdays and Sundays beginning at 11:00AM and 6 groups per hour all day Monday through Friday. This increased our customer satisfaction as we were almost always on time on the first tee and our pace of play was noticeably improved over prior years. We also noticed that people were playing later into the day with the increase in demand and the decrease in supply.

**Elimination of Happy Hours** – With the increase in demand and decrease in supply of tee times, we eliminated the Happy Hour discount. Happy Hour significantly discounted 1 hour of tee times every day on both golf courses. The tee times that were designated as Happy Hour tee times were filled almost 100% in 2020 with full fee players.

**Weekend Rates –** During May of 2020 golf courses were allowed to open under extreme restrictions. We were allowed to tee off 4 groups per hour with twosomes only resulting in 8 people per hour while our new normal would be 24 golfers per hour. Due to the extreme restrictions we went to weekend rates every day with no complimentary (Keys to Links, Employees, PGA etc.) rounds. May rounds were down 19% while green fee revenue ended up only 1% down. This emphasizes how the increase in base price and the lack of discounting (junior and senior rates as well as comps) impacts the bottom line. With Friday being the busiest day of the week, many courses have included Friday in their weekend rate structure. This is something the Village Links might consider in the future.

**Tee Sheet Technology** – Newer point-of-sale systems that include electronic tee sheets like ours offer many tools to manage tee sheet inventory. One of the tools, the Daily Deal, allows us to set up a discount on a tee time or block of tee times. This is displayed online to everyone and is highlighted at the top of the booking engine giving them a better chance of being reserved. One way to maximize revenue potential is to use the daily deal to discount times that prove to be less desirable rather than publish discounted breaks in the day (twilight, super twilight, etc.) that are set for an entire season. I am recommending we eliminate the after 2:00PM and after 3:00PM discounts on the 18-hole course. I am also recommending we eliminate the early bird junior and early bird senior rate on the 9-hole course. Dynamic pricing is also a trend in golf course management where golf courses set a floor price and based upon demand, the system manages pricing to increase the "rack" rate where demand is high. I do not believe that dynamic pricing would be received well as a municipal golf course, as our residents would not want to potentially pay more than a non-resident depending upon when they booked.

**Increase School Rates** – Our school rate is low and the tee times they need to occupy are the most in demand. I am recommending increasing our rate to what most of our competitors charge.

**Senior/Junior Rates** – I am recommending we consolidate the senior age to have one senior rate for everyone. I recommend we use 60, but 65 may affect us less. I suggested 60 so we would not offend anyone who was already used to paying the Over 60 rate. I suggest we keep the junior age at 21 and under, which keeps college aged kids and under receiving a more affordable price. I also suggest adding a non-resident and VIP senior/junior rate on the 9-hole course.

**6:30PM 9-Hole Special –** The 6:30 special is too low. I am recommending raising the price to be half of the normal rate. It is still a fantastic deal.

**Eliminate Fall Fest** – This year we eliminated the Fall Fest promotion which offered heavy discounts to keep people playing golf longer into the season. Last year we moved the start of Fall Fest back to the original start when we introduced the program which improved revenue. In 2020 we have been very busy almost every day with no discounts, resulting in higher green fee, cart and driving range revenues. I recommend highly considering eliminating Fall Fest again in 2021, unless we see weakness in demand throughout the 2021 season.

**Spring and Fall Specials** – I recommend eliminating the Spring and Fall Specials, which offer heavily discounted weekday green fees during the fringe months, for the 2021 season. We will have to honor the Spring Specials for 2021 that were purchased in 2020, but I would not sell additional Spring Specials next year. We will monitor demand for golf in 2021, but if COVID19 is still affecting our daily lives, or if businesses have adapted to work-from-home models permanently, we may see a continuation of 2020 and hopefully with no shutdowns.

**Footgolf** – I recommend eliminating footgolf from our facility for a number of reasons. First, footgolfers and regular golfers do not mix well. We regularly receive complaints from our regular golfers about footgolfers distracting from their experience at our course. Footgolfers often times do not understand golf etiquette or protocols. Second, with the golf course busier, we are losing revenue almost every time a group of footgolf is booked. Finally, our brand is compromised by the appearance of the footgolf tees and flags on our 9-hole golf course. If play were to decline again and we regularly have open space we could consider bringing it back.

VILLAGE LINKS
GLEN ELLYN

| | 2002 FEES ACTUAL | 2020 FEES ACTUAL | 2021 FEES CASE A | 2021 FEES CASE B | 2021 FEES PROPOSED | PERCENT CHANGE 20 TO 21 |
|---|---|---|---|---|---|---|
| **NON-RESIDENT GREEN FEES** | | | | | | |
| **WEEKENDS** | | | | | | |
| 18 Holes | $ 52.00 | $ 65.00 | $ 76.25 | $ 67.00 | $ 68.00 | 4.6% |
| After 3:30 PM | $ 38.00 | $ 26.00 | $ 55.75 | $ 26.75 | $ 30.00 | 15.4% |
| 9 Holes | $ 22.00 | $ 27.00 | $ 32.25 | $ 28.00 | $ 30.00 | 11.1% |
| **WEEKDAYS** | | | | | | |
| 18 Holes | $ 47.00 | $ 57.00 | $ 69.00 | $ 58.75 | $ 60.00 | 5.3% |
| 18 Hole Guest | $ 29.00 | $ 39.00 | $ 42.50 | $ 40.25 | $ 41.00 | 5.1% |
| After 3:30 PM | $ 38.00 | $ 26.00 | $ 55.75 | $ 26.75 | $ 30.00 | 15.4% |
| 9 Holes | $ 17.00 | $ 20.00 | $ 25.00 | $ 20.75 | $ 23.00 | 15.0% |
| **MISCELLANEOUS** | | | | | | |
| School Team 18 | $ 15.00 | $ 24.00 | $ 22.00 | $ 24.75 | $ 30.00 | 25.0% |
| School Team 9 | $ 7.00 | $ 11.50 | $ 10.25 | $ 12.00 | $ 14.00 | 21.7% |
| 6:30 PM Special 9 | $ 7.00 | $ 8.00 | $ 10.25 | $ 8.25 | $ 15.00 | 87.5% |
| Winter 9 | $ 4.50 | $ 5.00 | $ 6.50 | $ 5.25 | $ 6.00 | 20.0% |
| **RESIDENT GREEN FEES** | | | | | | |
| **WEEKENDS** | | | | | | |
| 18 Holes | $ 33.00 | $ 48.00 | $ 48.50 | $ 49.50 | $ 50.00 | 4.2% |
| 18 Hole Multi Play | $ 30.00 | $ 44.00 | $ 44.00 | $ 45.50 | $ 46.00 | 4.5% |
| After 3:30 PM | $ 19.00 | $ 20.00 | $ 28.00 | $ 20.75 | $ 23.00 | 15.0% |
| 9 Holes | $ 14.50 | $ 20.00 | $ 21.25 | $ 20.75 | $ 22.00 | 10.0% |
| **WEEKDAYS** | | | | | | |
| 18 Holes | $ 27.00 | $ 38.00 | $ 39.75 | $ 39.25 | $ 40.00 | 5.3% |
| 18 Hole Multi Play | $ 24.50 | $ 34.00 | $ 36.00 | $ 35.00 | $ 36.00 | 5.9% |
| After 3:30 PM | $ 19.00 | $ 20.00 | $ 28.00 | $ 20.75 | $ 23.00 | 15.0% |
| 9 Holes | $ 13.00 | $ 15.50 | $ 19.00 | $ 16.00 | $ 18.00 | 16.1% |
| **MISCELLANEOUS** | | | | | | |
| Junior 18 Hole | $ 15.00 | $ 24.00 | $ 22.00 | $ 24.75 | $ 30.00 | 25.0% |
| Junior 9 Hole | $ 7.00 | $ 11.50 | $ 10.25 | $ 12.00 | $ 14.00 | 21.7% |
| Junior Early Bird 9 | $ 2.50 | $ 3.00 | $ 3.75 | $ 3.00 | $ - | -100.0% |
| Junior Multi Play 18 | $ 14.00 | $ 23.00 | $ 20.50 | $ 23.75 | $ 28.00 | 21.7% |
| Senior 18 Hole | $ 17.00 | $ 27.00 | $ 25.00 | $ 28.00 | $ 30.00 | 11.1% |
| Senior 9 Hole | $ 8.00 | $ 12.50 | $ 11.75 | $ 13.00 | $ 14.00 | 12.0% |
| Senior Early Bird 9 | $ 3.50 | $ 4.75 | $ 5.25 | $ 5.00 | $ - | -100.0% |
| Senior Multi Play 18 | $ 16.00 | $ 24.00 | $ 23.50 | $ 24.75 | $ 28.00 | 16.7% |
| 6:30 PM Special 9 | $ 3.75 | $ 5.25 | $ 5.50 | $ 5.50 | $ 9.00 | 71.4% |
| Winter 9 | $ 4.00 | $ 4.00 | $ 5.75 | $ 4.25 | $ 5.00 | 25.0% |

Case A uses the 2002 Fees to calculate inflation from January 2002 to August 2020 (most recent month of data available from BLS) to give that rate in 2020 dollars. Case B uses the 2020 Fees to calculate inflation from January 2019 (when the fees were set) to August 2020 to give that rate in 2020 dollars. The Proposed fees are manually chosen based on demand and market position. Red indicates the low range, yellow the middle, and green high of the three prices. All prices are rounded to the nearest quarter.

**2020 VILLAGE LINKS USER FEES**

**FEE SCHEDULE WORKSHEET**

| 18 HOLE GREEN FEES | | | |
|---|---|---|---|
| **WEEKENDS** | **2020** | **2021** | **% incr.** |
| NR 18 Holes | $ 65.00 | $ 68.00 | **4.6%** |
| NR 18 Holes Combo | $ 59.50 | $ 64.00 | **7.6%** |
| VIP 18 Holes | $ 52.00 | $ 54.40 | **4.6%** |
| VIP 18 Holes Combo | $ 47.60 | $ 51.20 | **7.6%** |
| R 18 Holes | $ 48.00 | $ 50.00 | **4.2%** |
| R 18 Holes Combo Res | $ 44.00 | $ 47.00 | **6.8%** |
| R 18 Hole Multi Play | $ 44.00 | $ 46.00 | **4.5%** |
| 18-Holes After 2 PM | $ 39.75 | $ - | **Elim.** |
| VIP 18 Holes after 2pm | $ 31.80 | $ - | **Elim.** |
| Under 21 Special 18 (3pm) | $ 16.00 | $ - | **Elim.** |
| **WEEKDAYS** | | | |
| NR 18 Holes | $ 57.00 | $ 60.00 | **5.3%** |
| NR 18 Holes Guest | $ 39.00 | $ 40.00 | **2.6%** |
| NR 18 Holes Senior/Junior | $ 36.00 | $ 39.00 | **8.3%** |
| VIP 18 Holes | $ 45.60 | $ 48.00 | **5.3%** |
| VIP 18 Holes Senior/Junior | $ 28.80 | $ 31.20 | **8.3%** |
| R 18 Holes | $ 38.00 | $ 40.00 | **5.3%** |
| R 18 Hole Multi Play | $ 34.00 | $ 36.00 | **5.9%** |
| R 18 Hole Senior Junior | $ 27.00 | $ 30.00 | **11.1%** |
| R 18 Hole Senior Junior Multi Play | $ 25.00 | $ 28.00 | **12.0%** |
| 18 Hole Weekday VIP Multi | $ 45.60 | $ - | **Elim.** |
| Under 21 | $ 36.00 | $ - | **Elim.** |
| **MISCELLANEOUS** | | | |
| NR 18 Holes After 3:30 PM | $ 26.00 | $ 30.00 | **15.4%** |
| VIP 18 Holes After 3:30 PM | $ 20.80 | $ 24.00 | **15.4%** |
| R 18 Holes After 3:30 PM | $ 20.00 | $ 23.00 | **15.0%** |
| School Team 18 | $ 24.00 | $ 30.00 | **25.0%** |
| V.I.P. Under 21 (3pm) | $ 12.80 | $ - | **Elim.** |
| **9 HOLE GREEN FEES** | | | |
| **WEEKENDS** | | | |
| NR 9 Holes | $ 27.00 | $ 30.00 | **11.1%** |
| VIP 9 Holes | $ 21.60 | $ 24.00 | **11.1%** |
| R 9 Holes | $ 20.00 | $ 22.00 | **10.0%** |
| 18-Holes After 2 PM | $ 31.00 | $ - | **Elim.** |
| **WEEKDAYS** | | | |
| NR 9 Holes | $ 20.00 | $ 23.00 | **15.0%** |
| NR 9 Holes Senior/Junior | $ - | $ 18.00 | **New** |
| VIP 9 Holes | $ 16.00 | $ 18.40 | **15.0%** |
| VIP 9 Holes Senior/Junior | $ - | $ 14.40 | **New** |
| R 9 Holes | $ 15.50 | $ 18.00 | **16.1%** |
| R 9 Hole Senior Junior | $ 11.50 | $ 14.00 | **21.7%** |
| Over 60/Under 21 | $ 28.00 | $ - | **Elim.** |
| **MISCELLANEOUS** | | | |
| NR 9 Holes After 6:30 PM | $ 8.00 | $ 15.00 | **87.5%** |
| VIP 9 Holes After 6:30 PM | $ 6.40 | $ 12.00 | **87.5%** |
| R 9 Holes After 6:30 PM | $ 5.25 | $ 9.00 | **71.4%** |
| School Team 9 | $ 11.50 | $ 14.00 | **21.7%** |
| Junior - 18 Hole 3pm | $ 16.00 | $ - | **Elim.** |
| Junior - Early Bird 9 | $ 3.00 | $ - | **Elim.** |
| Senior - Early Bird 9 | $ 4.75 | $ - | **Elim.** |
| Foot Golf | $ 12.00 | $ - | **Elim.** |

| MISCELLANEOUS FEES | | | |
|---|---|---|---|
| **MOTORIZED CARTS** | **2020** | **2021** | **% incr.** |
| 18 Holes | $ 20.00 | $ 21.00 | **5.0%** |
| 9 Holes | $ 12.00 | $ 12.00 | **0.0%** |
| Back 9 | $ 12.00 | $ 12.00 | **0.0%** |
| **HAND CARTS** | | | |
| 18 Holes | $ 7.00 | $ 7.00 | **0.0%** |
| 9 Holes | $ 4.00 | $ 4.00 | **0.0%** |
| **DRIVING RANGE** | | | |
| Small | $ 6.00 | $ 7.00 | **16.7%** |
| Medium | $ 9.00 | $ 10.00 | **11.1%** |
| Large | $ 12.00 | $ 13.00 | **8.3%** |
| Jumbo | $ 22.00 | $ 24.00 | **9.1%** |
| 15 Bucket Card | $ 114.90 | $ 135.00 | **17.5%** |
| **LOCKERS** | | | |
| Full Season | $ 80.00 | $ 80.00 | **0.0%** |
| **RESIDENT CARDS** | | | |
| Adult | $ 10.00 | $ 10.00 | **0.0%** |
| (after March 15) | $ 20.00 | $ 20.00 | **0.0%** |
| Junior | $ 5.00 | $ 5.00 | **0.0%** |
| (after March 15) | $ 10.00 | $ 10.00 | **0.0%** |
| **MISCELLANEOUS** | | | |
| PT Registration Fee | $ 25.00 | $ 25.00 | **0.0%** |
| Handicap | $ 40.00 | $ 40.00 | **0.0%** |

**NOTES**

*Add NR & VIP Senior/Junior for 9 Holes*
*Eliminate After 2 & After 3 discounts*
*Eliminate 60/65 distinction*
*Consolidate to senior 60+ & junior 21-*
*Eliminate early bird discount*
*Raise 6:30 9 hole price*
*Raise school rates - we are lower than most*
*Use daily deals to manage price if rounds decline*
*Many courses use dynamic price now*
*Cart increase assumes new carts*
*Rates in red are eliminated*
*Rates in blue are new*

## 2020 VILLAGE LINKS USER FEES
## FEE SCHEDULE WORKSHEET

| NON-RESIDENT GREEN FEES | | | |
|---|---|---|---|
| **WEEKENDS** | **2020** | **2021** | **% incr.** |
| NR 18 Holes | $ 65.00 | $ 68.00 | **4.6%** |
| NR 9 Holes | $ 27.00 | $ 30.00 | **11.1%** |
| VIP 18 Holes | $ 52.00 | $ 54.40 | **4.6%** |
| VIP 18 Holes Combo | $ 47.60 | $ 51.20 | **7.6%** |
| VIP 9 Holes | $ 21.60 | $ 24.00 | **11.1%** |
| 18-Holes After 2 PM | $ 39.75 | $ - | **Elim.** |
| VIP 18 Holes after 2pm | $ 31.80 | $ - | **Elim.** |
| Under 21 Special 18 (3pm) | $ 16.00 | $ - | **Elim.** |
| **WEEKDAYS** | | | |
| NR 18 Holes | $ 57.00 | $ 60.00 | **5.3%** |
| NR 18 Holes Guest | $ 39.00 | $ 40.00 | **2.6%** |
| NR 18 Holes Senior/Junior | $ 36.00 | $ 39.00 | **8.3%** |
| NR 9 Holes | $ 20.00 | $ 23.00 | **15.0%** |
| NR 9 Holes Senior/Junior | $ - | $ 18.00 | **New** |
| VIP 18 Holes | $ 45.60 | $ 48.00 | **5.3%** |
| VIP 18 Holes Senior/Junior | $ 28.80 | $ 31.20 | **8.3%** |
| VIP 9 Holes | $ 16.00 | $ 18.40 | **15.0%** |
| VIP 9 Holes Senior/Junior | $ - | $ 14.75 | **New** |
| 18 Hole Weekday VIP Multi | $ 45.60 | $ - | **Elim.** |
| Under 21 | $ 36.00 | $ - | **Elim.** |
| **MISCELLANEOUS** | | | |
| NR 18 Holes After 3:30 PM | $ 26.00 | $ 30.00 | **15.4%** |
| NR 9 Holes After 6:30 PM | $ 8.00 | $ 15.00 | **87.5%** |
| VIP 18 Holes After 3:30 PM | $ 20.80 | $ 24.00 | **15.4%** |
| VIP 9 Holes After 6:30 PM | $ 6.40 | $ 12.00 | **87.5%** |
| V.I.P. Under 21 (3pm) | $ 12.80 | $ - | **Elim.** |
| **RESIDENT GREEN FEES** | | | |
| **WEEKENDS** | | | |
| R 18 Holes | 48.00 | 50.00 | **4.2%** |
| R 18 Holes Combo Res | 44.00 | 47.00 | **6.8%** |
| R 18 Hole Multi Play | 44.00 | 46.00 | **4.5%** |
| R 9 Holes | 20.00 | 22.00 | **10.0%** |
| 18-Holes After 2 PM | 31.00 | 0.00 | **Elim.** |
| **WEEKDAYS** | | | |
| R 18 Holes | 38.00 | 40.00 | **5.3%** |
| R 18 Hole Multi Play | 34.00 | 36.00 | **5.9%** |
| R 18 Hole Senior Junior | 24.00 | 30.00 | **25.0%** |
| R 18 Hole Senior Junior Multi Play | 25.00 | 28.00 | **12.0%** |
| R 9 Holes | 15.50 | 18.00 | **16.1%** |
| R 9 Hole Senior Junior | 11.50 | 14.00 | **21.7%** |
| Over 60/Under 21 | 28.00 | 0.00 | **Elim.** |
| **MISCELLANEOUS** | | | |
| R 18 Holes After 3:30 PM | 20.00 | 23.00 | **15.0%** |
| R 9 Holes After 6:30 PM | 5.25 | 9.00 | **71.4%** |
| School Team 18 | 24.00 | 30.00 | **25.0%** |
| School Team 9 | 11.50 | 14.00 | **21.7%** |
| Junior - 18 Hole 3pm | 16.00 | 0.00 | **Elim.** |
| Junior - Early Bird 9 | 3.00 | 0.00 | **Elim.** |
| Senior - Early Bird 9 | 4.75 | 0.00 | **Elim.** |
| Foot Golf | 12.00 | 0.00 | **Elim.** |

| MISCELLANEOUS FEES | | | |
|---|---|---|---|
| **MOTORIZED CARTS** | **2020** | **2021** | **% incr.** |
| 18 Holes | $ 20.00 | $ 21.00 | **5.0%** |
| 9 Holes | $ 12.00 | $ 12.00 | **0.0%** |
| Back 9 | $ 12.00 | $ 12.00 | **0.0%** |
| **HAND CARTS** | | | |
| 18 Holes | $ 7.00 | $ 7.00 | **0.0%** |
| 9 Holes | $ 4.00 | $ 4.00 | **0.0%** |
| **DRIVING RANGE** | | | |
| Small | $ 6.00 | $ 7.00 | **16.7%** |
| Medium | $ 9.00 | $ 10.00 | **11.1%** |
| Large | $ 12.00 | $ 13.00 | **8.3%** |
| Jumbo | $ 22.00 | $ 24.00 | **9.1%** |
| 15 Bucket Card | $ 114.90 | $ 135.00 | **17.5%** |
| **LOCKERS** | | | |
| Full Season | $ 80.00 | $ 80.00 | **0.0%** |
| **RESIDENT CARDS** | | | |
| Adult | $ 10.00 | $ 10.00 | **0.0%** |
| (after March 15) | $ 20.00 | $ 20.00 | **0.0%** |
| Junior | $ 5.00 | $ 5.00 | **0.0%** |
| (after March 15) | $ 10.00 | $ 10.00 | **0.0%** |
| **MISCELLANEOUS** | | | |
| PT Registration Fee | $ 25.00 | $ 25.00 | **0.0%** |
| Handicap | $ 40.00 | $ 40.00 | **0.0%** |

**NOTES**

*Add NR & VIP Senior/Junior for 9 Holes*
*Eliminate After 2 & After 3 discounts*
*Eliminate 60/65 distinction*
*Consolidate to senior 60+ & junior 21-*
*Eliminate early bird discount*
*Raise 6:30 9 hole price*
*Raise school rates - we are lower than most*
*Use daily deals to manage price if rounds decline*
*Many courses use dynamic price now*
*Cart increase assumes new carts*
*Rates in red are eliminated*
*Rates in blue are new*

Rounds played from January 1, 2019 through December 31, 2019

| Description | Qty | Actual NetTotal | ItemCode | Current Price | Proposed Price | Current Price Rev No Discounts | Proposed Price Rev No Discounts |
|---|---|---|---|---|---|---|---|
| 18 HOLE - WEEKEND | 2433 | $154,464.65 | 9000 | $65.00 | $68.00 | $158,145.00 | $165,444.00 |
| 18 HOLE - SPECIAL PRICE | 2219 | $64,891.00 | 9001 | $29.24 | $50.00 | $64,891.00 | $110,950.00 |
| 18 HOLE - WEEKEND VIP | 628 | $32,132.00 | 9006 | $52.00 | $54.40 | $32,656.00 | $34,163.20 |
| 18 HOLE - VIP PERM TIME 6 PLAY | 40 | $2,080.00 | 9007 | $52.00 | $54.40 | $2,080.00 | $2,176.00 |
| 18 HOLE - WEEKEND VIP GUEST | 53 | $2,730.00 | 9008 | $52.00 | $54.40 | $2,756.00 | $2,883.20 |
| 18 HOLE - WEEKEND RES | 40 | $1,440.00 | 9012 | $48.00 | $50.00 | $1,920.00 | $2,000.00 |
| 18 HOLE - WKEND RES | 1378 | $65,778.00 | 9012 | $48.00 | $50.00 | $66,144.00 | $68,900.00 |
| 18 HOLE - PERM TIME RESIDENT 6 PLAY | 1863 | $88,227.00 | 9015 | $48.00 | $50.00 | $89,424.00 | $93,150.00 |
| 18 HOLE - COMBO RES | 16 | $704.00 | 9016 | $44.00 | $47.00 | $704.00 | $752.00 |
| 18 HOLE - COMBO VIP | 25 | $1,190.00 | 9017 | $47.60 | $51.20 | $1,190.00 | $1,280.00 |
| 18 HOLE - COMBO NR | 12 | $714.00 | 9018 | $59.50 | $64.00 | $714.00 | $768.00 |
| 18 HOLE - WEEKEND MULTI | 25 | $825.00 | 9021 | $44.00 | $46.00 | $1,100.00 | $1,150.00 |
| 18 HOLE - WKEND MULTI | 1093 | $47,927.00 | 9021 | $44.00 | $46.00 | $48,092.00 | $50,278.00 |
| 18 HOLE - WEEKEND GUEST MULTI | 2 | $72.00 | 9022 | $48.00 | $50.00 | $96.00 | $100.00 |
| 18 HOLE - WKEND GUEST MULTI | 95 | $4,560.00 | 9022 | $48.00 | $50.00 | $4,560.00 | $4,750.00 |
| 18 HOLE - WEEKEND 2PM RES | 5 | $147.25 | 9024 | $31.00 | $50.00 | $155.00 | $250.00 |
| 18 HOLE - WKEND 2PM RES | 139 | $4,255.75 | 9024 | $31.00 | $50.00 | $4,309.00 | $6,950.00 |
| 18 HOLE - WKEND 2PM NR | 364 | $14,286.68 | 9025 | $39.75 | $68.00 | $14,469.00 | $24,752.00 |
| 18 HOLE - WEEKEND 2PM VIP | 2 | $47.70 | 9026 | $31.80 | $54.40 | $63.60 | $108.80 |
| 18 HOLE - WKEND 2PM VIP | 41 | $1,295.85 | 9026 | $31.80 | $54.40 | $1,303.80 | $2,230.40 |
| 18 HOLE - WEEKEND 4PM RES | 3 | $45.00 | 9027 | $20.00 | $23.00 | $60.00 | $69.00 |
| 18 HOLE - WKEND 4PM RES | 163 | $3,245.00 | 9027 | $20.00 | $23.00 | $3,260.00 | $3,749.00 |
| 18 HOLE - WEEKEND 4PM NR | 2 | $39.00 | 9028 | $26.00 | $30.00 | $52.00 | $60.00 |
| 18 HOLE - WKEND 4PM NR | 612 | $15,858.50 | 9028 | $26.00 | $30.00 | $15,912.00 | $18,360.00 |
| 18 HOLE - WEEKEND 4PM VIP | 3 | $46.80 | 9029 | $20.80 | $24.00 | $62.40 | $72.00 |
| 18 HOLE - WKEND 4PM VIP | 52 | $1,081.60 | 9029 | $20.80 | $24.00 | $1,081.60 | $1,248.00 |
| 18 HOLE - WKEND 2PM VIP GUEST | 3 | $87.45 | 9031 | $31.80 | $54.40 | $95.40 | $163.20 |
| 18 HOLE - WKEND 4PM VIP GUEST | 4 | $83.20 | 9032 | $20.80 | $24.00 | $83.20 | $96.00 |
| 9 HOLE - WEEKEND | 3624 | $95,569.10 | 9033 | $27.00 | $30.00 | $97,848.00 | $108,720.00 |
| 9 HOLE - SPECIAL PRICE | 2804 | $36,138.00 | 9034 | $12.89 | $22.00 | $36,138.00 | $61,688.00 |
| 9 HOLE - WEEKEND VIP | 1717 | $36,413.10 | 9036 | $21.60 | $24.00 | $37,087.20 | $41,208.00 |
| 9 HOLE - WEEKEND VIP GUEST | 56 | $1,175.20 | 9037 | $21.60 | $24.00 | $1,209.60 | $1,344.00 |
| 9 HOLE - WEEKEND RES | 1608 | $31,510.00 | 9039 | $20.00 | $22.00 | $32,160.00 | $35,376.00 |
| 18 HOLE - WEEKDAY | 3590 | $183,276.00 | 9042 | $57.00 | $60.00 | $204,630.00 | $215,400.00 |
| 18 HOLE - WEEKDAY VIP | 639 | $21,880.40 | 9045 | $45.60 | $48.00 | $29,138.40 | $30,672.00 |
| 18 HOLE - WEEKDAY VIP GUEST | 43 | $1,801.20 | 9047 | $45.60 | $48.00 | $1,960.80 | $2,064.00 |
| 18 HOLE - NON RES GUEST | 5 | $195.00 | 9048 | $39.00 | $40.00 | $195.00 | $200.00 |
| 18 HOLE - WEEKDAY RES | 31 | $494.00 | 9051 | $38.00 | $40.00 | $1,178.00 | $1,240.00 |
| 18 HOLE - WKDAY RES | 1086 | $35,721.50 | 9051 | $38.00 | $40.00 | $41,268.00 | $43,440.00 |
| 18 HOLE - WEEKDAY MULTI | 14 | $93.50 | 9054 | $34.00 | $36.00 | $476.00 | $504.00 |
| 18 HOLE - WKDAY MULTI | 380 | $10,567.50 | 9054 | $34.00 | $36.00 | $12,920.00 | $13,680.00 |

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 18 HOLE - WEEKDAY GUEST MULTI | 1 | $19.00 | 9055 | $38.00 | $40.00 | $38.00 | $40.00 |
| 18 HOLE - WKDAY GUEST MULTI | 86 | $3,049.50 | 9055 | $38.00 | $40.00 | $3,268.00 | $3,440.00 |
| 18 HOLE - WEEKDAY 4PM RES | 3 | $35.00 | 9060 | $20.00 | $23.00 | $60.00 | $69.00 |
| 18 HOLE - WKDAY 4PM RES | 1536 | $29,914.80 | 9060 | $20.00 | $23.00 | $30,720.00 | $35,328.00 |
| 18 HOLE - WEEKDAY 4PM NR | 4 | $52.00 | 9061 | $26.00 | $30.00 | $104.00 | $120.00 |
| 18 HOLE - WKDAY 4PM NR | 1419 | $35,269.00 | 9061 | $26.00 | $30.00 | $36,894.00 | $42,570.00 |
| 18 HOLE - WEEKDAY 4PM VIP | 10 | $104.00 | 9062 | $20.80 | $24.00 | $208.00 | $240.00 |
| 18 HOLE - WKDAY 4PM VIP | 1129 | $22,916.00 | 9062 | $20.80 | $24.00 | $23,483.20 | $27,096.00 |
| 9 HOLE - WEEKDAY | 5401 | $99,817.50 | 9063 | $20.00 | $23.00 | $108,020.00 | $124,223.00 |
| 18 HOLE - WKDAY 4PM VIP GUEST | 9 | $176.80 | 9064 | $20.80 | $24.00 | $187.20 | $216.00 |
| 9 HOLE - WEEKDAY VIP | 4388 | $64,901.20 | 9066 | $16.00 | $18.40 | $70,208.00 | $80,739.20 |
| 9 HOLE - WEEKDAY VIP GUEST | 47 | $684.00 | 9067 | $16.00 | $18.40 | $752.00 | $864.80 |
| 9 HOLE - 6:30 PM | 1044 | $8,320.00 | 9069 | $8.00 | $15.00 | $8,352.00 | $15,660.00 |
| 9 HOLE - 6:30 PM VIP | 73 | $454.40 | 9072 | $6.40 | $12.00 | $467.20 | $876.00 |
| 9 HOLE - 6:30 PM VIP GUEST | 2 | $12.80 | 9073 | $6.40 | $12.00 | $12.80 | $24.00 |
| 9 HOLE - WEEKDAY RES | 2107 | $28,585.71 | 9075 | $15.50 | $18.00 | $32,658.50 | $37,926.00 |
| 9 HOLE - 6:30 PM RES | 523 | $2,731.31 | 9078 | $5.25 | $9.00 | $2,745.75 | $4,707.00 |
| 18 HOLE - SENIOR RES | 954 | $21,552.75 | 9081 | $27.00 | $30.00 | $25,758.00 | $28,620.00 |
| 18 HOLE - SENIOR MULTI | 409 | $7,893.75 | 9084 | $25.00 | $28.00 | $10,225.00 | $11,452.00 |
| 18 HOLE - M-TH 10AM+60 | 1462 | $46,918.00 | 9085 | $36.00 | $39.00 | $52,632.00 | $57,018.00 |
| 18 HOLE - M-TH 10AM-21 | 44 | $1,566.00 | 9086 | $36.00 | $39.00 | $1,584.00 | $1,716.00 |
| 18 HOLE - M-TH 10AM+60VIP | 1328 | $32,193.80 | 9087 | $28.80 | $31.20 | $38,246.40 | $41,433.60 |
| 18 HOLE - M-TH 10AM-21VIP | 1 | $28.80 | 9088 | $28.80 | $31.20 | $28.80 | $31.20 |
| 18 HOLE - M-TH 10AM+60 RES | 456 | $9,156.00 | 9089 | $28.00 | $30.00 | $12,768.00 | $13,680.00 |
| 9 HOLE - SENIOR RES | 2404 | $27,105.21 | 9090 | $12.50 | $14.00 | $30,050.00 | $33,656.00 |
| 9 HOLE - SR EARLY BIRD | 482 | $2,188.66 | 9099 | $4.75 | $14.00 | $2,289.50 | $6,748.00 |
| 18 HOLE - JUNIOR RES | 100 | $2,358.00 | 9102 | $24.00 | $30.00 | $2,400.00 | $3,000.00 |
| 18 HOLE - JR MULTI | 1 | $23.00 | 9105 | $23.00 | $28.00 | $23.00 | $28.00 |
| 18 HOLE - JUNIOR 3PM RES | 51 | $646.40 | 9106 | $12.80 | $30.00 | $652.80 | $1,530.00 |
| 18 HOLE - JUNIOR 3PM NR | 47 | $752.00 | 9107 | $16.00 | $39.00 | $752.00 | $1,833.00 |
| 18 HOLE - JUNIOR 3PM VIP | 3 | $38.40 | 9108 | $12.80 | $31.20 | $38.40 | $93.60 |
| 9 HOLE - JUNIOR RES | 456 | $5,100.22 | 9111 | $11.50 | $14.00 | $5,244.00 | $6,384.00 |
| 9 HOLE - JR EARLY BIRD | 7 | $21.00 | 9120 | $3.00 | $14.00 | $21.00 | $98.00 |
| 9 HOLE - WINTER GOLF | 248 | $1,230.00 | 9121 | $5.00 | $5.00 | $1,240.00 | $1,240.00 |
| 9 HOLE - WINTER VIP/RES | 134 | $492.00 | 9122 | $4.00 | $4.00 | $536.00 | $536.00 |
| 18 HOLE - OUTING GREEN FEE | 3716 | $212,503.47 | 9124 | $57.19 | $61.00 | $212,503.47 | $226,676.00 |
| 9 HOLE - OUTING GREEN FEE | 267 | $5,915.00 | 9125 | $22.15 | $26.00 | $5,915.00 | $6,942.00 |
| 18 HOLE - SCHOOL TEAM | 172 | $4,044.00 | 9126 | $24.00 | $30.00 | $4,128.00 | $5,160.00 |
| 9 HOLE - YOUTH ON COURSE | 267 | $1,279.75 | 9127 | $15.00 | $18.00 | $4,005.00 | $4,806.00 |
| 9 HOLE - SCHOOL TEAM | 817 | $9,223.00 | 9129 | $11.50 | $14.00 | $9,395.50 | $11,438.00 |
| MISCELLANEOUS GRN FEE | 76 | $77,763.20 | 9130 | $1,023.20 | $1,023.20 | $77,763.20 | $77,763.20 |
| 18 HOLE - COMP KEY (y) | 437 | $0.00 | 9133 | $0.00 | | $0.00 | $0.00 |
| 18 HOLE - COMP HOOU (y) | 31 | $0.00 | 9139 | $0.00 | | $0.00 | $0.00 |
| 18 HOLE - COMP PGA/GCSAA(y) | 84 | $0.00 | 9145 | $0.00 | | $0.00 | $0.00 |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| 18 HOLE - COMP EVENT (y) | 91 | $0.00 | 9148 | $0.00 | | $0.00 | $0.00 | |
| 18 HOLE - COMP PRAC RND (y) | 33 | $0.00 | 9151 | $0.00 | | $0.00 | $0.00 | |
| 18 HOLE - COMP MISC (y) | 90 | $0.00 | 9157 | $0.00 | | $0.00 | $0.00 | |
| 18 HOLE - COMP 5:30 LATE PLAY | 407 | $0.00 | 9158 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - COMP KEY (y) | 46 | $0.00 | 9160 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - COMP HOOU (y) | 70 | $0.00 | 9166 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - COMP LIFE (y) | 1 | $0.00 | 9169 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - COMP PGA/GCSAA (y) | 9 | $0.00 | 9172 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - COMP JR LESSON (y) | 18 | $0.00 | 9175 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - COMP FALL JR | 11 | $0.00 | 9176 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - COMP MISC (y) | 12 | $0.00 | 9181 | $0.00 | | $0.00 | $0.00 | |
| 18 HOLE - STAFF FT/PRO (x) | 58 | $0.00 | 9184 | $0.00 | | $0.00 | $0.00 | |
| 18 HOLE - STAFF ADMIN (x) | 1 | $0.00 | 9187 | $0.00 | | $0.00 | $0.00 | |
| 18 HOLE - STAFF GROUNDS (x) | 12 | $0.00 | 9190 | $0.00 | | $0.00 | $0.00 | |
| 18 HOLE - STAFF GOLF (x) | 441 | $0.00 | 9193 | $0.00 | | $0.00 | $0.00 | |
| 18 HOLE - STAFF FOOD (x) | 286 | $0.00 | 9196 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - STAFF FT/PRO (x) | 30 | $0.00 | 9199 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - STAFF ADMIN (x) | 2 | $0.00 | 9202 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - STAFF GROUNDS (x) | 10 | $0.00 | 9205 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - STAFF GOLF (x) | 159 | $0.00 | 9208 | $0.00 | | $0.00 | $0.00 | |
| 9 HOLE - STAFF FOOD (x) | 78 | $0.00 | 9211 | $0.00 | | $0.00 | $0.00 | |
| FOOT GOLF | 387 | $4,617.00 | 9216 | $12.00 | $23.00 | $4,644.00 | $8,901.00 | |
| Rain Checks Issued | | ($45,688.05) | | | | ($45,688.05) | ($55,370.38) | -2.7% |
| MISC UNUSED PREPAID GREEN FEE | 110 | $15,019.77 | 9510 | $136.54 | $136.54 | $15,019.77 | $15,019.40 | |
| | 61013 | $1,704,073.08 | | | | $1,801,941.44 | $2,036,960.42 | $97,868.36 |

Note: The difference is Total Green Fee Revenue collected (C113) and Green Fee Revenue using the set rate multiplied by the 2019 quantity (H113) is the discounting through out the year. Examples of discounts are Fall Fest half price Monday and Tuesdays, Free Tuesdays, Offseason Rates and Spring and Fall Specials which all use the discount feature to compute the correct rate. Total discounts in 2019 $97,868.36.

| | Qty | Actual NetTotal | ItemCode | Current Price | Proposed Price | Current Revenue | Proposed Revenue |
|---|---|---|---|---|---|---|---|
| 15 LARGE BUCKET SC Issued | 527 | $60,552.30 | | $114.90 | $135.00 | $60,552.30 | $71,145.00 |
| RANGE BALLS JUMBO | 383 | $8,426.00 | | $22.00 | $24.00 | $8,426.00 | $9,192.00 |
| RANGE BALLS LARGE | 8116 | $97,362.00 | | $12.00 | $13.00 | $97,392.00 | $105,508.00 |
| RANGE BALLS MEDIUM | 3589 | $32,297.00 | | $9.00 | $10.00 | $32,301.00 | $35,890.00 |
| RANGE BALLS SMALL | 8321 | $49,190.00 | | $6.00 | $7.00 | $49,926.00 | $58,247.00 |
| | | | | | | $248,597.30 | $279,982.00 |

Note: 15 LARGE BUCKET SC Issued is not revenue until each unit is used. Actual annual driving range revenue includes small, medium, large and jumbo buckets as well as all prepaid bucket redemptions (rate determined by the original purchase amounts).

Rounds played from October 1, 2019 through September 30, 2020

| Description | Qty | NetTotal | ItemCode | Current Price | Proposed Price | Current Price Rev No Discounts | Proposed Price Rev No Discounts |
|---|---|---|---|---|---|---|---|
| 18 HOLE - WEEKEND | 2731 | $173,615.25 | 9000 | $65.00 | $68.00 | $177,515.00 | $185,708.00 |
| 18 HOLE - SPECIAL PRICE | 419 | $10,665.00 | 9001 | $25.45 | $50.00 | $10,665.00 | $20,950.00 |
| 18 HOLE - WEEKEND VIP | 528 | $26,871.00 | 9006 | $52.00 | $54.40 | $27,456.00 | $28,723.20 |
| 18 HOLE - VIP PERM TIME 6 PLAY | 103 | $5,356.00 | 9007 | $52.00 | $54.40 | $5,356.00 | $5,603.20 |
| 18 HOLE - WEEKEND VIP GUEST | 30 | $1,534.00 | 9008 | $52.00 | $54.40 | $1,560.00 | $1,632.00 |
| 18 HOLE - WEEKEND RES | 1422 | $67,464.00 | 9012 | $48.00 | $50.00 | $68,256.00 | $71,100.00 |
| 18 HOLE - WKEND RES | 51 | $2,304.00 | 9012 | $48.00 | $50.00 | $2,448.00 | $2,550.00 |
| 18 HOLE - PERM TIME RESIDENT 6 PLAY | 1933 | $92,364.00 | 9015 | $48.00 | $50.00 | $92,784.00 | $96,650.00 |
| 18 HOLE - COMBO RES | 35 | $1,540.00 | 9016 | $44.00 | $47.00 | $1,540.00 | $1,645.00 |
| 18 HOLE - COMBO VIP | 13 | $618.80 | 9017 | $47.60 | $51.20 | $618.80 | $665.60 |
| 18 HOLE - COMBO NR | 27 | $1,606.50 | 9018 | $59.50 | $64.00 | $1,606.50 | $1,728.00 |
| 18 HOLE - WEEKEND MULTI | 825 | $36,172.00 | 9021 | $44.00 | $46.00 | $36,300.00 | $37,950.00 |
| 18 HOLE - WKEND MULTI | 21 | $792.00 | 9021 | $44.00 | $46.00 | $924.00 | $966.00 |
| 18 HOLE - WEEKEND GUEST MULTI | 66 | $3,108.00 | 9022 | $48.00 | $50.00 | $3,168.00 | $3,300.00 |
| 18 HOLE - WKEND GUEST MULTI | 3 | $144.00 | 9022 | $48.00 | $50.00 | $144.00 | $150.00 |
| 18 HOLE - WEEKEND 2PM RES | 288 | $9,543.00 | 9024 | $31.00 | $50.00 | $8,928.00 | $14,400.00 |
| 18 HOLE - WKEND 2PM RES | 2 | $62.00 | 9024 | $31.00 | $50.00 | $62.00 | $100.00 |
| 18 HOLE - WEEKEND 2PM NR | 686 | $27,834.75 | 9025 | $39.75 | $68.00 | $27,268.50 | $46,648.00 |
| 18 HOLE - WKEND 2PM NR | 57 | $2,265.75 | 9025 | $39.75 | $68.00 | $2,265.75 | $3,876.00 |
| 18 HOLE - WEEKEND 2PM VIP | 73 | $2,398.55 | 9026 | $31.80 | $54.40 | $2,321.40 | $3,971.20 |
| 18 HOLE - WEEKEND 4PM RES | 303 | $7,809.00 | 9027 | $20.00 | $23.00 | $6,060.00 | $6,969.00 |
| 18 HOLE - WEEKEND 4PM NR | 1286 | $34,781.50 | 9028 | $26.00 | $30.00 | $33,436.00 | $38,580.00 |
| 18 HOLE - WKEND 4PM NR | 3 | $78.00 | 9028 | $26.00 | $30.00 | $78.00 | $90.00 |
| 18 HOLE - WEEKEND 4PM VIP | 106 | $2,558.40 | 9029 | $20.80 | $24.00 | $2,204.80 | $2,544.00 |
| 18 HOLE - WKEND 4PM VIP | 1 | $20.80 | 9029 | $20.80 | $24.00 | $20.80 | $24.00 |
| 18 HOLE - WEEKEND 2PM VIP GUEST | 7 | $222.60 | 9031 | $31.80 | $54.40 | $222.60 | $380.80 |
| 18 HOLE - WEEKEND 4PM VIP GUEST | 12 | $249.60 | 9032 | $20.80 | $24.00 | $249.60 | $288.00 |
| 9 HOLE - WEEKEND | 5227 | $139,487.00 | 9033 | $27.00 | $30.00 | $141,129.00 | $156,810.00 |
| 9 HOLE - SPECIAL PRICE | 349 | $4,420.00 | 9034 | $12.66 | $22.00 | $4,420.00 | $7,678.00 |
| 9 HOLE - WEEKEND VIP | 2032 | $43,243.20 | 9036 | $21.60 | $24.00 | $43,891.20 | $48,768.00 |
| 9 HOLE - WEEKEND VIP GUEST | 103 | $2,219.40 | 9037 | $21.60 | $24.00 | $2,224.80 | $2,472.00 |
| 9 HOLE - WEEKEND RES | 2381 | $47,065.00 | 9039 | $20.00 | $22.00 | $47,620.00 | $52,382.00 |
| 18 HOLE - WEEKDAY | 5149 | $287,017.75 | 9042 | $57.00 | $60.00 | $293,493.00 | $308,940.00 |
| 18 HOLE - WEEKDAY VIP | 612 | $26,760.60 | 9045 | $45.60 | $48.00 | $27,907.20 | $29,376.00 |
| 18 HOLE - WEEKDAY VIP GUEST | 50 | $2,220.80 | 9047 | $45.60 | $48.00 | $2,280.00 | $2,400.00 |
| 18 HOLE - NON RES GUEST | 24 | $936.00 | 9048 | $39.00 | $40.00 | $936.00 | $960.00 |
| 18 HOLE - WEEKDAY RES | 1714 | $65,369.00 | 9051 | $38.00 | $40.00 | $65,132.00 | $68,560.00 |
| 18 HOLE - WKDAY RES | 77 | $1,871.50 | 9051 | $38.00 | $40.00 | $2,926.00 | $3,080.00 |
| 18 HOLE - WEEKDAY MULTI | 427 | $14,363.40 | 9054 | $34.00 | $36.00 | $14,518.00 | $15,372.00 |
| 18 HOLE - WKDAY MULTI | 27 | $561.00 | 9054 | $34.00 | $36.00 | $918.00 | $972.00 |

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|---|---|---|---|---|---|---|---|
| 18 HOLE - WEEKDAY GUEST MULTI | 45 | $1,682.00 | 9055 | $38.00 | $40.00 | $1,710.00 | $1,800.00 |
| 18 HOLE - WKDAY GUEST MULTI | 13 | $408.50 | 9055 | $38.00 | $40.00 | $494.00 | $520.00 |
| 18 HOLE - WEEKDAY 4PM RES | 1745 | $38,005.00 | 9060 | $20.00 | $23.00 | $34,900.00 | $40,135.00 |
| 18 HOLE - WKDAY 4PM RES | 30 | $370.00 | 9060 | $20.00 | $23.00 | $600.00 | $690.00 |
| 18 HOLE - WEEKDAY 4PM NR | 1592 | $43,628.00 | 9061 | $26.00 | $30.00 | $41,392.00 | $47,760.00 |
| 18 HOLE - WKDAY 4PM NR | 38 | $682.50 | 9061 | $26.00 | $30.00 | $988.00 | $1,140.00 |
| 18 HOLE - WEEKDAY 4PM VIP | 908 | $19,401.20 | 9062 | $20.80 | $24.00 | $18,886.40 | $21,792.00 |
| 18 HOLE - WKDAY 4PM VIP | 26 | $322.40 | 9062 | $20.80 | $24.00 | $540.80 | $624.00 |
| 9 HOLE - WEEKDAY | 8502 | $167,272.00 | 9063 | $20.00 | $23.00 | $170,040.00 | $195,546.00 |
| 18 HOLE - WEEKDAY 4PM VIP GUEST | 23 | $478.40 | 9064 | $20.80 | $24.00 | $478.40 | $552.00 |
| 9 HOLE - WEEKDAY VIP | 4086 | $62,936.80 | 9066 | $16.00 | $18.40 | $65,376.00 | $75,182.40 |
| 9 HOLE - WEEKDAY VIP GUEST | 73 | $1,107.20 | 9067 | $16.00 | $18.40 | $1,168.00 | $1,343.20 |
| 9 HOLE - 6:30 PM | 1301 | $11,519.00 | 9069 | $8.00 | $15.00 | $10,408.00 | $19,515.00 |
| 9 HOLE - 6:30 PM VIP | 134 | $869.60 | 9072 | $6.40 | $12.00 | $857.60 | $1,608.00 |
| 9 HOLE - 6:30 PM VIP GUEST | 9 | $57.60 | 9073 | $6.40 | $12.00 | $57.60 | $108.00 |
| 9 HOLE - WEEKDAY RES | 3316 | $49,881.98 | 9075 | $15.50 | $18.00 | $51,398.00 | $59,688.00 |
| 9 HOLE - 6:30 PM RES | 550 | $3,490.94 | 9078 | $5.25 | $9.00 | $2,887.50 | $4,950.00 |
| 9 HOLE - LEAGUE RESIDENT | 1 | $20.00 | 9080 | $20.00 | $23.00 | $20.00 | $23.00 |
| 18 HOLE - SENIOR RES | 1172 | $31,553.25 | 9081 | $27.00 | $30.00 | $31,644.00 | $35,160.00 |
| 18 HOLE - SENIOR MULTI | 369 | $8,727.00 | 9084 | $25.00 | $28.00 | $9,225.00 | $10,332.00 |
| 18 HOLE - M-TH 10AM+60 | 2135 | $73,164.00 | 9085 | $36.00 | $39.00 | $76,860.00 | $83,265.00 |
| 18 HOLE - M-TH 10AM-21 | 96 | $3,393.00 | 9086 | $36.00 | $39.00 | $3,456.00 | $3,744.00 |
| 18 HOLE - M-TH 10AM+60VIP | 1562 | $42,795.20 | 9087 | $28.80 | $31.20 | $44,985.60 | $48,734.40 |
| 18 HOLE - M-TH 10AM+60 RES | 478 | $12,214.00 | 9089 | $28.00 | $30.00 | $13,384.00 | $14,340.00 |
| 9 HOLE - SENIOR RES | 2505 | $30,551.02 | 9090 | $12.50 | $14.00 | $31,312.50 | $35,070.00 |
| 9 HOLE - SR EARLY BIRD | 639 | $3,245.67 | 9099 | $4.75 | $14.00 | $3,035.25 | $8,946.00 |
| 18 HOLE - JUNIOR RES | 201 | $4,932.00 | 9102 | $24.00 | $30.00 | $4,824.00 | $6,030.00 |
| 18 HOLE - JUNIOR 3PM RES | 71 | $1,120.00 | 9106 | $12.80 | $30.00 | $908.80 | $2,130.00 |
| 18 HOLE - JUNIOR 3PM NR | 107 | $1,749.00 | 9107 | $16.00 | $39.00 | $1,712.00 | $4,173.00 |
| 18 HOLE - JUNIOR 3PM VIP | 1 | $12.80 | 9108 | $12.80 | $31.20 | $12.80 | $31.20 |
| 9 HOLE - JUNIOR RES | 923 | $11,105.26 | 9111 | $11.50 | $14.00 | $10,614.50 | $12,922.00 |
| 9 HOLE - JR EARLY BIRD | 20 | $60.00 | 9120 | $3.00 | $14.00 | $60.00 | $280.00 |
| 9 HOLE - WINTER GOLF | 225 | $1,120.00 | 9121 | $5.00 | $5.00 | $1,125.00 | $1,125.00 |
| 9 HOLE - WINTER VIP/RES | 131 | $500.00 | 9122 | $4.00 | $4.00 | $524.00 | $524.00 |
| 18 HOLE - OUTING GREEN FEE | 1668 | $96,870.97 | 9124 | $58.08 | $61.00 | $96,870.97 | $101,748.00 |
| 9 HOLE - OUTING GREEN FEE | 53 | $905.00 | 9125 | $17.08 | $26.00 | $905.00 | $1,378.00 |
| 18 HOLE - SCHOOL TEAM | 129 | $3,012.00 | 9126 | $24.00 | $30.00 | $3,096.00 | $3,870.00 |
| 9 HOLE - YOUTH ON COURSE | 26 | $98.75 | 9127 | $15.00 | $18.00 | $390.00 | $468.00 |
| 9 HOLE - SCHOOL TEAM | 801 | $9,039.00 | 9129 | $11.50 | $14.00 | $9,211.50 | $11,214.00 |
| MISCELLANEOUS GRN FEE | 2 | $74,648.00 | 9130 | $37,324.00 | $37,324.00 | $74,648.00 | $74,648.00 |
| 18 HOLE - COMP KEY (y) | 325 | $0.00 | 9133 | $0.00 | $0.00 | $0.00 | $0.00 |
| 18 HOLE - COMP HOOU (y) | 35 | $0.00 | 9139 | $0.00 | $0.00 | $0.00 | $0.00 |
| 18 HOLE - COMP PGA/GCSAA(y) | 91 | $0.00 | 9145 | $0.00 | $0.00 | $0.00 | $0.00 |

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|---|---|---|---|---|---|---|---|---|
| 18 HOLE - COMP MISC (y) | 53 | $0.00 | 9157 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 18 HOLE - COMP 5:30 LATE PLAY | 474 | $576.00 | 9158 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 9 HOLE - COMP KEY (y) | 18 | $0.00 | 9160 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 9 HOLE - COMP HOOU (y) | 4 | $0.00 | 9166 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 9 HOLE - COMP PGA/GCSAA (y) | 21 | $0.00 | 9172 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 9 HOLE - COMP JR LESSON (y) | 43 | $0.00 | 9175 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 9 HOLE - COMP FALL JR | 11 | $0.00 | 9176 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 9 HOLE - COMP MISC (y) | 16 | $0.00 | 9181 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 18 HOLE - STAFF FT/PRO (x) | 88 | $0.00 | 9184 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 18 HOLE - STAFF ADMIN (x) | 1 | $0.00 | 9187 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 18 HOLE - STAFF GROUNDS (x) | 11 | $0.00 | 9190 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 18 HOLE - STAFF GOLF (x) | 554 | $0.00 | 9193 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 18 HOLE - STAFF FOOD (x) | 140 | $0.00 | 9196 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 9 HOLE - STAFF FT/PRO (x) | 6 | $0.00 | 9199 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 9 HOLE - STAFF GROUNDS (x) | 6 | $0.00 | 9205 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 9 HOLE - STAFF GOLF (x) | 167 | $0.00 | 9208 | $0.00 | $0.00 | $0.00 | $0.00 | |
| 9 HOLE - STAFF FOOD (x) | 36 | $0.00 | 9211 | $0.00 | $0.00 | $0.00 | $0.00 | |
| FOOT GOLF | 443 | $5,223.00 | 9216 | $12.00 | $23.00 | $5,316.00 | $10,189.00 | |
| Rain Checks Issued | | ($30,340.16) | | | | ($30,340.16) | ($35,603.98) | -1.6% |
| MISC UNUSED PREPAID GREEN FEE | 110 | $15,019.77 | 9510 | $136.54 | $136.54 | $15,019.77 | $15,019.40 | |
| | 67452 | $1,950,940.80 | | | | $1,971,856.78 | $2,197,675.62 | $20,915.98 |

Note: The difference is Total Green Fee Revenue collected (C107) and Green Fee Revenue using the set rate multiplied by the 2019 quantity (H107) is the discounting through out the year. Examples of discounts are Fall Fest half price Monday and Tuesdays, Free Tuesdays, Offseason Rates and Spring and Fall Specials which all use the discount feature to compute the correct rate. Total discounts from Oct.1 2019 and Sept.30 2020 was $20,915.98. The total discounts for calendar year 2020 will be even less as Oct. 2019 we offered Fall Fest discounts and 2020 we eliminated Fall Fest.

| | Qty | Actual NetTotal | ItemCode | Current Price | Proposed Price | Current Revenue | Proposed Revenue |
|---|---|---|---|---|---|---|---|
| 15 LARGE BUCKET SC Issued | 526 | $60,437.40 | | $114.90 | $135.00 | $60,437.40 | $71,010.00 |
| RANGE BALLS JUMBO | 652 | $14,344.00 | | $22.00 | $24.00 | $14,344.00 | $15,648.00 |
| RANGE BALLS LARGE | 10373 | $124,463.76 | | $12.00 | $13.00 | $124,476.00 | $134,849.00 |
| RANGE BALLS MEDIUM | 4016 | $36,144.00 | | $9.00 | $10.00 | $36,144.00 | $40,160.00 |
| RANGE BALLS SMALL | 7685 | $46,041.00 | | $6.00 | $7.00 | $46,110.00 | $53,795.00 |
| | | | | | | $281,511.40 | $315,462.00 |

Note: 15 LARGE BUCKET SC Issued is not revenue until each unit is used. Actual annual driving range revenue includes small, medium, large and jumbo buckets as well as all prepaid bucket redemptions (rate determined by the original purchase amounts).

| 2020 Regular Rates | | Weekday 18 Hole | Weekend 18 Hole | Weekday 9 Hole | Weekend 9 Hole | Cart 18 Hole | Cart 9 Hole | Notes |
|---|---|---|---|---|---|---|---|---|
| Arboretum | BUFFALO GROVE | $ 35.00 | $ 55.00 | $ - | $ - | $ 20.00 | $ - | No noted 9 hole rates, green fees and cart fees lower depending on time of day |
| Arrowhead | WHEATON | $ 57.00 | $ 67.00 | $ 28.50 | $ 33.50 | $ 21.00 | $ 10.50 | Has resident rates, has senior/junior rates |
| Balmoral Woods | CRETE | $ 32.00 | $ 50.00 | $ - | $ - | $ 17.00 | $ - | Has senior rates (55) |
| Bartlett Hills | BARTLETT | $ 38.00 | $ 51.00 | $ 23.00 | $ - | $ 18.00 | $ 11.00 | Special rates in effect for 2020 due to COVID-19. Using 2019 Rates |
| Bittersweet | GURNEE | $ 35.00 | $ 59.00 | $ 20.00 | $ 32.00 | $ 10.00 | $ 5.00 | Cart mandatory weekends, has senior (60+)/junior (17-) rates |
| Blackberry Oaks | BRISTOL | $ 57.00 | $ 65.00 | $ - | $ - | Included | $ - | No 9 hole rate, taken from booking engine |
| Bloomingdale | BLOOMINGDALE | $ 27.00 | $ 31.00 | $ 18.00 | $ 18.00 | $ 18.00 | $ 7.50 | |
| Bolingbrook | BOLINGBROOK | $ 69.00 | $ 85.00 | $ - | $ - | $ - | $ - | No 9 hole rate, no cart prices noted |
| Bowes Creek | ELGIN | $ 65.00 | $ 95.00 | $ 33.00 | $ 45.00 | Included | Included | Has senior (62+)/junior (17-) rates |
| Bridges of Poplar Creek | HOFFMAN ESTATES | $ 49.00 | $ 69.00 | $ - | $ - | Included | $ - | No 9 hole rate |
| Cantigny | WHEATON | $ 79.00 | $ 100.00 | $ 40.00 | $ 40.00 | $ 20.00 | $ 12.00 | Has senior (60+)/junior (22-) rates |
| Carillon | PLAINFIELD | $ 39.00 | $ 59.00 | $ 25.00 | $ 25.00 | $ 6.00 | $ 5.00 | Cart mandatory 18 weekends, has senior rates (55) |
| Carriage Greens | DARIEN | $ 36.00 | $ 56.00 | $ 36.00 | $ 56.00 | $ - | $ - | No cart prices noted |
| Cog Hill #1 | LEMONT | $ 39.00 | $ 47.00 | $ - | $ - | $ 18.00 | $ - | Dynamic pricing in effect, minimum price used, no 9 hole rate |
| Cog Hill #2 | LEMONT | $ 59.00 | $ 59.00 | $ - | $ - | $ 18.00 | $ - | Dynamic pricing in effect, minimum price used, no 9 hole rate |
| Cog Hill #3 | LEMONT | $ 39.00 | $ 47.00 | $ - | $ - | $ 18.00 | $ - | Dynamic pricing in effect, minimum price used, no 9 hole rate |
| Cog Hill #4 | LEMONT | $ 159.00 | $ 159.00 | $ - | $ - | Included | $ - | Dynamic pricing in effect, minimum price used, no 9 hole rate |
| Doral Eaglewood | ITASCA | $ 41.00 | $ 51.00 | $ 26.00 | $ 36.00 | $ 18.00 | $ 11.00 | |
| Fox Bend | OSWEGO | $ 30.00 | $ 40.00 | $ 19.00 | $ 19.00 | $ 15.00 | $ 10.00 | Has senior (60+)/junior (17-) rates |
| Fox Lake | FOX LAKE | $ 42.00 | $ 50.00 | $ 28.00 | $ 30.00 | Included | Included | Has senior (62-) rates |
| Fox Run Golf Links | ELK GROVE VILLAGE | $ 38.00 | $ 50.00 | $ - | $ - | $ - | $ - | No 9 hole rate, no cart prices noted |
| George W. Dunne National | OAK FOREST | $ 45.00 | $ 72.00 | $ - | $ - | Included | $ - | No 9 hole rate |
| Glen Club | GLENVIEW | $ 110.00 | $ 198.00 | $ - | $ - | $ 25.00 | $ - | No 9 hole rate |
| Glencoe | GLENCOE | $ 44.00 | $ 53.00 | $ 28.00 | $ - | $ 18.00 | $ 12.00 | No 9 weekend rate, has senior (60+)/junior rates |
| Gleneagles | LEMONT | $ 38.00 | $ 44.00 | $ - | $ - | $ 18.00 | $ - | No 9 hole rate, has senior/junior rates |
| Golf Club of Illinois | ALGONQUIN | $ 32.00 | $ 45.00 | $ 19.00 | $ 24.00 | $ 14.00 | $ 7.00 | First tee time 6:30 WE, 7:30 WD; has senior rate Wednesdays |
| Harborside Int'l | CHICAGO | $ 89.00 | $ 100.00 | $ - | $ - | Included | Included | Add 9.0% Chicago Amusement Tax |
| Highland Woods | HOFFMAN ESTATES | $ 35.00 | $ 40.00 | $ 20.00 | $ 25.00 | $ 20.00 | $ - | 9 Holes walking only |
| Highlands of Elgin | ELGIN | $ 46.00 | $ 55.00 | $ 24.00 | $ 35.00 | $ 20.00 | $ 13.00 | Has resident rates |
| Hilldale | HOFFMAN ESTATES | $ 30.00 | $ 52.00 | $ 20.00 | $ 25.00 | $ 14.00 | $ 8.00 | Cart mandatory 18 weekends, has senior rates (62) |
| Indian Lakes | BLOOMINGDALE | $ - | $ - | $ - | $ - | $ - | $ - | Closed 2016 |
| Klein Creek | WINFIELD | $ 52.00 | $ 68.00 | $ 35.00 | $ 35.00 | Included | Included | Has resident rates, has senior rates (60) |
| Makray Memorial | BARRINGTON | $ 49.00 | $ 74.00 | $ 27.00 | $ 40.00 | $ 20.00 | $ 10.00 | Has senior (60+)/junior (18-) rates |
| Maple Meadows | WOOD DALE | $ 35.00 | $ 50.00 | $ 25.00 | $ 30.00 | $ 17.00 | $ 9.00 | Special rates in effect for 2020 due to COVID-19; has senior (62+)/junior (17-) rates |
| Mistwood | ROMEOVILLE | $ 70.00 | $ 95.00 | $ 35.00 | $ 35.00 | $ 15.00 | $ 10.00 | |
| Mt. Prospect | MT. PROSPECT | $ 35.00 | $ 50.00 | $ 20.00 | $ 28.00 | $ - | $ - | Dynamic pricing in effect, does not note riding rate |
| Naperbrook | PLAINFIELD | $ 36.00 | $ 46.00 | $ 24.00 | $ 28.00 | $ 19.00 | $ 12.00 | Has senior (60+)/junior (17-) rates |
| Oak Brook | OAK BROOK | $ 53.00 | $ 58.00 | $ 32.50 | $ 35.50 | $ 17.00 | $ 10.50 | Has resident rates; has senior/junior rates |
| Oak Meadows | ADDISON | $ 55.00 | $ 69.00 | $ 35.00 | $ 35.00 | $ 20.00 | $ 10.00 | Has senior (62+)/junior (17-) rates |
| Old Orchard | MT. PROSPECT | $ 54.00 | $ 78.00 | $ 41.00 | $ 48.00 | Included | Included | Has resident rates; has senior/junior rates |
| Orchard Valley | AURORA | $ 46.00 | $ 66.00 | $ - | $ - | Included | Included | |
| Pheasant Run | ST. CHARLES | $ - | $ - | $ - | $ - | $ - | $ - | Closed 2020 |
| Pine Meadow | MUNDELEIN | $ 53.00 | $ 68.00 | $ 32.00 | $ 32.00 | $ 18.00 | $ 15.00 | Dynamic pricing in effect, minimum price used |
| Prairie Landing | WEST CHICAGO | $ 55.00 | $ 75.00 | Unlisted | Unlisted | $ 20.00 | $ 13.00 | |
| Ravisloe | HOMEWOOD | $ 49.00 | $ 69.00 | $ - | $ - | $ 20.00 | $ - | Has senior rates |
| Ruffled Feathers | LEMONT | $ 69.00 | $ 94.00 | $ - | $ - | Included | $ - | Has senior rates |
| Schaumburg Golf Club | SCHAUMBURG | $ 47.00 | $ 57.00 | $ 25.00 | $ 28.00 | $ 19.00 | $ 10.50 | Has senior (55+)/junior (17-) rates |
| Settler's Hill | BATAVIA | $ 38.00 | $ 46.50 | $ 23.00 | $ - | $ 18.50 | $ 10.00 | Has resident rates; has senior/junior rates |
| Seven Bridges | WOODRIDGE | $ 60.00 | $ 70.00 | $ - | $ - | $ 20.00 | $ - | Special rates in effect for 2020 due to COVID-19 |
| Silver Lake | ORLAND PARK | $ 39.00 | $ 47.00 | $ 20.00 | $ 20.00 | $ 20.00 | $ 12.00 | Has senior (62+)/junior (20-) rates |
| Springbrook | NAPERVILLE | $ 41.00 | $ 51.00 | $ 25.00 | $ 29.00 | $ 19.00 | $ 12.00 | |
| St. Andrews | WEST CHICAGO | $ 29.00 | $ 59.00 | $ - | $ - | $ - | $ - | Dynamic pricing in effect, does not note riding rate |
| Tamarack | NAPERVILLE | $ 32.00 | $ 45.00 | $ 20.00 | $ 25.00 | $ - | $ - | No cart prices noted |
| Tanna Farms | GENEVA | $ 38.00 | $ 46.00 | $ 25.00 | $ - | $ 21.00 | $ 10.00 | Has senior (60+)/junior (15-) rates |
| Village Links | GLEN ELLYN | $ 57.00 | $ 65.00 | $ 20.00 | $ 27.00 | $ 20.00 | $ 12.00 | Has resident rates, has senior (60+)/junior (21-) rates |
| White Pines | BENSENVILLE | $ 35.00 | $ 40.00 | $ - | $ - | $ 15.00 | $ - | Special rates in effect for 2020 due to COVID-19 |
| Willow Crest | OAK BROOK | $ 60.00 | $ 64.00 | $ 30.00 | $ 30.00 | $ 15.00 | $ 10.00 | Has senior (60+)/junior (18-) rates |
| Winnetka | WINNETKA | $ 46.00 | $ 56.00 | $ 29.00 | $ 29.00 | $ 18.00 | $ 12.00 | Has senior (65+)/junior (18-) rates |

| Weekday | | 18 With Cart |
|---|---|---|
| Cog Hill #4 | $ | 159.00 |
| Glen Club | $ | 135.00 |
| Cantigny | $ | 99.00 |
| Harborside Int'l | $ | 89.00 |
| Mistwood | $ | 85.00 |
| Seven Bridges | $ | 80.00 |
| Arrowhead | $ | 78.00 |
| Village Links | $ | 77.00 |
| Cog Hill #2 | $ | 77.00 |
| Willow Crest | $ | 75.00 |
| Prairie Landing | $ | 75.00 |
| Oak Meadows | $ | 75.00 |
| Pine Meadow | $ | 71.00 |
| Oak Brook | $ | 70.00 |
| Bolingbrook | $ | 69.00 |
| Makray Memorial | $ | 69.00 |
| Ravisloe | $ | 69.00 |
| Ruffled Feathers | $ | 69.00 |
| Schaumburg Golf Club | $ | 66.00 |
| Highlands of Elgin | $ | 66.00 |
| Bowes Creek | $ | 65.00 |
| Winnetka | $ | 64.00 |
| Glencoe | $ | 62.00 |
| Springbrook | $ | 60.00 |
| Doral Eaglewood | $ | 59.00 |
| Silver Lake | $ | 59.00 |
| Tanna Farms | $ | 59.00 |
| Blackberry Oaks | $ | 57.00 |
| Cog Hill #3 | $ | 57.00 |
| Cog Hill #1 | $ | 57.00 |
| Settler's Hill | $ | 56.50 |
| Bartlett Hills | $ | 56.00 |
| Gleneagles | $ | 56.00 |
| Naperbrook | $ | 55.00 |
| Arboretum | $ | 55.00 |
| Highland Woods | $ | 55.00 |
| Old Orchard | $ | 54.00 |
| Klein Creek | $ | 52.00 |
| Maple Meadows | $ | 52.00 |
| White Pines | $ | 50.00 |
| Bridges of Poplar Creek | $ | 49.00 |
| Balmoral Woods | $ | 49.00 |
| Orchard Valley | $ | 46.00 |
| Golf Club of Illinois | $ | 46.00 |
| Bloomingdale | $ | 45.00 |
| Fox Bend | $ | 45.00 |
| George W. Dunne National | $ | 45.00 |
| Bittersweet | $ | 45.00 |
| Carillon | $ | 45.00 |
| Hilldale | $ | 44.00 |
| Fox Lake | $ | 42.00 |
| Fox Run Golf Links | $ | 38.00 |
| Carriage Greens | $ | 36.00 |
| Mt. Prospect | $ | 35.00 |
| Tamarack | $ | 32.00 |
| St. Andrews | $ | 29.00 |

| Weekend | | 18 With Cart |
|---|---|---|
| Glen Club | $ | 223.00 |
| Cog Hill #4 | $ | 159.00 |
| Cantigny | $ | 120.00 |
| Mistwood | $ | 110.00 |
| Harborside Int'l | $ | 100.00 |
| Prairie Landing | $ | 95.00 |
| Bowes Creek | $ | 95.00 |
| Ruffled Feathers | $ | 94.00 |
| Makray Memorial | $ | 94.00 |
| Seven Bridges | $ | 90.00 |
| Oak Meadows | $ | 89.00 |
| Ravisloe | $ | 89.00 |
| Arrowhead | $ | 88.00 |
| Pine Meadow | $ | 86.00 |
| Village Links | $ | 85.00 |
| Bolingbrook | $ | 85.00 |
| Willow Crest | $ | 79.00 |
| Old Orchard | $ | 78.00 |
| Cog Hill #2 | $ | 77.00 |
| Schaumburg Golf Club | $ | 76.00 |
| Arboretum | $ | 75.00 |
| Oak Brook | $ | 75.00 |
| Highlands of Elgin | $ | 75.00 |
| Winnetka | $ | 74.00 |
| George W. Dunne National | $ | 72.00 |
| Glencoe | $ | 71.00 |
| Springbrook | $ | 70.00 |
| Bittersweet | $ | 69.00 |
| Bartlett Hills | $ | 69.00 |
| Bridges of Poplar Creek | $ | 69.00 |
| Doral Eaglewood | $ | 69.00 |
| Klein Creek | $ | 68.00 |
| Tanna Farms | $ | 67.00 |
| Silver Lake | $ | 67.00 |
| Maple Meadows | $ | 67.00 |
| Balmoral Woods | $ | 67.00 |
| Orchard Valley | $ | 66.00 |
| Hilldale | $ | 66.00 |
| Naperbrook | $ | 65.00 |
| Settler's Hill | $ | 65.00 |
| Carillon | $ | 65.00 |
| Blackberry Oaks | $ | 65.00 |
| Cog Hill #3 | $ | 65.00 |
| Cog Hill #1 | $ | 65.00 |
| Gleneagles | $ | 62.00 |
| Highland Woods | $ | 60.00 |
| Golf Club of Illinois | $ | 59.00 |
| St. Andrews | $ | 59.00 |
| Carriage Greens | $ | 56.00 |
| White Pines | $ | 55.00 |
| Fox Bend | $ | 55.00 |
| Fox Lake | $ | 50.00 |
| Mt. Prospect | $ | 50.00 |
| Fox Run Golf Links | $ | 50.00 |
| Bloomingdale | $ | 49.00 |
| Tamarack | $ | 45.00 |

| Weekday | 9 With Cart | |
|---|---|---|
| Cantigny | $ | 52.00 |
| Pine Meadow | $ | 47.00 |
| Oak Meadows | $ | 45.00 |
| Mistwood | $ | 45.00 |
| Oak Brook | $ | 43.00 |
| Old Orchard | $ | 41.00 |
| Winnetka | $ | 41.00 |
| Glencoe | $ | 40.00 |
| Willow Crest | $ | 40.00 |
| Arrowhead | $ | 39.00 |
| Springbrook | $ | 37.00 |
| Highlands of Elgin | $ | 37.00 |
| Doral Eaglewood | $ | 37.00 |
| Makray Memorial | $ | 37.00 |
| Carriage Greens | $ | 36.00 |
| Naperbrook | $ | 36.00 |
| Schaumburg Golf Club | $ | 35.50 |
| Tanna Farms | $ | 35.00 |
| Klein Creek | $ | 35.00 |
| Bartlett Hills | $ | 34.00 |
| Maple Meadows | $ | 34.00 |
| Bowes Creek | $ | 33.00 |
| Settler's Hill | $ | 33.00 |
| Village Links | $ | 32.00 |
| Silver Lake | $ | 32.00 |
| Carillon | $ | 30.00 |
| Fox Bend | $ | 29.00 |
| Fox Lake | $ | 28.00 |
| Hilldale | $ | 28.00 |
| Golf Club of Illinois | $ | 26.00 |
| Bloomingdale | $ | 25.50 |
| Bittersweet | $ | 25.00 |
| Highland Woods | $ | 20.00 |
| Mt. Prospect | $ | 20.00 |
| Tamarack | $ | 20.00 |

| Weekend | 9 With Cart | |
|---|---|---|
| Carriage Greens | $ | 56.00 |
| Cantigny | $ | 52.00 |
| Makray Memorial | $ | 50.00 |
| Old Orchard | $ | 48.00 |
| Highlands of Elgin | $ | 48.00 |
| Doral Eaglewood | $ | 47.00 |
| Pine Meadow | $ | 47.00 |
| Oak Brook | $ | 46.00 |
| Oak Meadows | $ | 45.00 |
| Bowes Creek | $ | 45.00 |
| Mistwood | $ | 45.00 |
| Arrowhead | $ | 44.00 |
| Springbrook | $ | 41.00 |
| Winnetka | $ | 41.00 |
| Willow Crest | $ | 40.00 |
| Naperbrook | $ | 40.00 |
| Village Links | $ | 39.00 |
| Maple Meadows | $ | 39.00 |
| Schaumburg Golf Club | $ | 38.50 |
| Bittersweet | $ | 37.00 |
| Klein Creek | $ | 35.00 |
| Hilldale | $ | 33.00 |
| Silver Lake | $ | 32.00 |
| Golf Club of Illinois | $ | 31.00 |
| Carillon | $ | 30.00 |
| Fox Lake | $ | 30.00 |
| Fox Bend | $ | 29.00 |
| Mt. Prospect | $ | 28.00 |
| Bloomingdale | $ | 25.50 |
| Tamarack | $ | 25.00 |
| Highland Woods | $ | 25.00 |

| Weekday | Green Fee | Cart Fee |
|---|---|---|
| Cog Hill #4 | $ 159.00 | $ - |
| Glen Club | $ 110.00 | $ 25.00 |
| Harborside Int'l | $ 89.00 | $ - |
| Cantigny | $ 79.00 | $ 20.00 |
| Mistwood | $ 70.00 | $ 15.00 |
| Bolingbrook | $ 69.00 | $ - |
| Ruffled Feathers | $ 69.00 | $ - |
| Bowes Creek | $ 65.00 | $ - |
| Seven Bridges | $ 60.00 | $ 20.00 |
| Willow Crest | $ 60.00 | $ 15.00 |
| Cog Hill #2 | $ 59.00 | $ 18.00 |
| Blackberry Oaks | $ 57.00 | $ - |
| Arrowhead | $ 57.00 | $ 21.00 |
| Village Links | $ 57.00 | $ 20.00 |
| Oak Meadows | $ 55.00 | $ 20.00 |
| Prairie Landing | $ 55.00 | $ 20.00 |
| Old Orchard | $ 54.00 | $ - |
| Oak Brook | $ 53.00 | $ 17.00 |
| Pine Meadow | $ 53.00 | $ 18.00 |
| Klein Creek | $ 52.00 | $ - |
| Makray Memorial | $ 49.00 | $ 20.00 |
| Ravisloe | $ 49.00 | $ 20.00 |
| Bridges of Poplar Creek | $ 49.00 | $ - |
| Schaumburg Golf Club | $ 47.00 | $ 19.00 |
| Orchard Valley | $ 46.00 | $ - |
| Highlands of Elgin | $ 46.00 | $ 20.00 |
| Winnetka | $ 46.00 | $ 18.00 |
| George W. Dunne National | $ 45.00 | $ - |
| Glencoe | $ 44.00 | $ 18.00 |
| Fox Lake | $ 42.00 | $ - |
| Doral Eaglewood | $ 41.00 | $ 18.00 |
| Springbrook | $ 41.00 | $ 19.00 |
| Cog Hill #3 | $ 39.00 | $ 18.00 |
| Silver Lake | $ 39.00 | $ 20.00 |
| Carillon | $ 39.00 | $ 6.00 |
| Cog Hill #1 | $ 39.00 | $ 18.00 |
| Tanna Farms | $ 38.00 | $ 21.00 |
| Settler's Hill | $ 38.00 | $ 18.50 |
| Bartlett Hills | $ 38.00 | $ 18.00 |
| Fox Run Golf Links | $ 38.00 | $ - |
| Gleneagles | $ 38.00 | $ 18.00 |
| Carriage Greens | $ 36.00 | $ - |
| Naperbrook | $ 36.00 | $ 19.00 |
| White Pines | $ 35.00 | $ 15.00 |
| Mt. Prospect | $ 35.00 | $ - |
| Maple Meadows | $ 35.00 | $ 17.00 |
| Bittersweet | $ 35.00 | $ 10.00 |
| Arboretum | $ 35.00 | $ 20.00 |
| Highland Woods | $ 35.00 | $ 20.00 |
| Tamarack | $ 32.00 | $ - |
| Balmoral Woods | $ 32.00 | $ 17.00 |
| Golf Club of Illinois | $ 32.00 | $ 14.00 |
| Fox Bend | $ 30.00 | $ 15.00 |
| Hilldale | $ 30.00 | $ 14.00 |
| St. Andrews | $ 29.00 | $ - |
| Bloomingdale | $ 27.00 | $ 18.00 |

| Weekend | Green Fee | Cart Fee |
|---|---|---|
| Glen Club | $ 198.00 | $ 25.00 |
| Cog Hill #4 | $ 159.00 | $ - |
| Cantigny | $ 100.00 | $ 20.00 |
| Harborside Int'l | $ 100.00 | $ - |
| Bowes Creek | $ 95.00 | $ - |
| Mistwood | $ 95.00 | $ 15.00 |
| Ruffled Feathers | $ 94.00 | $ - |
| Bolingbrook | $ 85.00 | $ - |
| Old Orchard | $ 78.00 | $ - |
| Prairie Landing | $ 75.00 | $ 20.00 |
| Makray Memorial | $ 74.00 | $ 20.00 |
| George W. Dunne National | $ 72.00 | $ - |
| Seven Bridges | $ 70.00 | $ 20.00 |
| Ravisloe | $ 69.00 | $ 20.00 |
| Bridges of Poplar Creek | $ 69.00 | $ - |
| Oak Meadows | $ 69.00 | $ 20.00 |
| Pine Meadow | $ 68.00 | $ 18.00 |
| Klein Creek | $ 68.00 | $ - |
| Arrowhead | $ 67.00 | $ 21.00 |
| Orchard Valley | $ 66.00 | $ - |
| Village Links | $ 65.00 | $ 20.00 |
| Blackberry Oaks | $ 65.00 | $ - |
| Willow Crest | $ 64.00 | $ 15.00 |
| St. Andrews | $ 59.00 | $ - |
| Cog Hill #2 | $ 59.00 | $ 18.00 |
| Bittersweet | $ 59.00 | $ 10.00 |
| Carillon | $ 59.00 | $ 6.00 |
| Oak Brook | $ 58.00 | $ 17.00 |
| Schaumburg Golf Club | $ 57.00 | $ 19.00 |
| Carriage Greens | $ 56.00 | $ - |
| Winnetka | $ 56.00 | $ 18.00 |
| Highlands of Elgin | $ 55.00 | $ 20.00 |
| Arboretum | $ 55.00 | $ 20.00 |
| Glencoe | $ 53.00 | $ 18.00 |
| Hilldale | $ 52.00 | $ 14.00 |
| Bartlett Hills | $ 51.00 | $ 18.00 |
| Springbrook | $ 51.00 | $ 19.00 |
| Doral Eaglewood | $ 51.00 | $ 18.00 |
| Fox Lake | $ 50.00 | $ - |
| Balmoral Woods | $ 50.00 | $ 17.00 |
| Maple Meadows | $ 50.00 | $ 17.00 |
| Fox Run Golf Links | $ 50.00 | $ - |
| Mt. Prospect | $ 50.00 | $ - |
| Cog Hill #3 | $ 47.00 | $ 18.00 |
| Silver Lake | $ 47.00 | $ 20.00 |
| Cog Hill #1 | $ 47.00 | $ 18.00 |
| Settler's Hill | $ 46.50 | $ 18.50 |
| Naperbrook | $ 46.00 | $ 19.00 |
| Tanna Farms | $ 46.00 | $ 21.00 |
| Golf Club of Illinois | $ 45.00 | $ 14.00 |
| Tamarack | $ 45.00 | $ - |
| Gleneagles | $ 44.00 | $ 18.00 |
| White Pines | $ 40.00 | $ 15.00 |
| Fox Bend | $ 40.00 | $ 15.00 |
| Highland Woods | $ 40.00 | $ 20.00 |
| Bloomingdale | $ 31.00 | $ 18.00 |

| Weekday | Green Fee | Cart Fee |
|---|---|---|
| Old Orchard | $ 41.00 | $ - |
| Cantigny | $ 40.00 | $ 12.00 |
| Carriage Greens | $ 36.00 | $ - |
| Oak Meadows | $ 35.00 | $ 10.00 |
| Mistwood | $ 35.00 | $ 10.00 |
| Klein Creek | $ 35.00 | $ - |
| Bowes Creek | $ 33.00 | $ - |
| Oak Brook | $ 32.50 | $ 10.50 |
| Pine Meadow | $ 32.00 | $ 15.00 |
| Willow Crest | $ 30.00 | $ 10.00 |
| Winnetka | $ 29.00 | $ 12.00 |
| Arrowhead | $ 28.50 | $ 10.50 |
| Glencoe | $ 28.00 | $ 12.00 |
| Fox Lake | $ 28.00 | $ - |
| Makray Memorial | $ 27.00 | $ 10.00 |
| Doral Eaglewood | $ 26.00 | $ 11.00 |
| Schaumburg Golf Club | $ 25.00 | $ 10.50 |
| Carillon | $ 25.00 | $ 5.00 |
| Springbrook | $ 25.00 | $ 12.00 |
| Maple Meadows | $ 25.00 | $ 9.00 |
| Tanna Farms | $ 25.00 | $ 10.00 |
| Naperbrook | $ 24.00 | $ 12.00 |
| Highlands of Elgin | $ 24.00 | $ 13.00 |
| Settler's Hill | $ 23.00 | $ 10.00 |
| Bartlett Hills | $ 23.00 | $ 11.00 |
| Highland Woods | $ 20.00 | $ - |
| Silver Lake | $ 20.00 | $ 12.00 |
| Village Links | $ 20.00 | $ 12.00 |
| Mt. Prospect | $ 20.00 | $ - |
| Tamarack | $ 20.00 | $ - |
| Hilldale | $ 20.00 | $ 8.00 |
| Bittersweet | $ 20.00 | $ 5.00 |
| Golf Club of Illinois | $ 19.00 | $ 7.00 |
| Fox Bend | $ 19.00 | $ 10.00 |
| Bloomingdale | $ 18.00 | $ 7.50 |

| Weekend | Green Fee | Cart Fee |
|---|---|---|
| Carriage Greens | $ 56.00 | $ - |
| Old Orchard | $ 48.00 | $ - |
| Bowes Creek | $ 45.00 | $ - |
| Cantigny | $ 40.00 | $ 12.00 |
| Makray Memorial | $ 40.00 | $ 10.00 |
| Doral Eaglewood | $ 36.00 | $ 11.00 |
| Oak Brook | $ 35.50 | $ 10.50 |
| Klein Creek | $ 35.00 | $ - |
| Oak Meadows | $ 35.00 | $ 10.00 |
| Highlands of Elgin | $ 35.00 | $ 13.00 |
| Mistwood | $ 35.00 | $ 10.00 |
| Arrowhead | $ 33.50 | $ 10.50 |
| Pine Meadow | $ 32.00 | $ 15.00 |
| Bittersweet | $ 32.00 | $ 5.00 |
| Maple Meadows | $ 30.00 | $ 9.00 |
| Willow Crest | $ 30.00 | $ 10.00 |
| Fox Lake | $ 30.00 | $ - |
| Winnetka | $ 29.00 | $ 12.00 |
| Springbrook | $ 29.00 | $ 12.00 |
| Schaumburg Golf Club | $ 28.00 | $ 10.50 |
| Mt. Prospect | $ 28.00 | $ - |
| Naperbrook | $ 28.00 | $ 12.00 |
| Village Links | $ 27.00 | $ 12.00 |
| Tamarack | $ 25.00 | $ - |
| Highland Woods | $ 25.00 | $ - |
| Carillon | $ 25.00 | $ 5.00 |
| Hilldale | $ 25.00 | $ 8.00 |
| Golf Club of Illinois | $ 24.00 | $ 7.00 |
| Silver Lake | $ 20.00 | $ 12.00 |
| Fox Bend | $ 19.00 | $ 10.00 |
| Bloomingdale | $ 18.00 | $ 7.50 |