



Agenda  
Village of Glen Ellyn  
Recreation Commission Meeting  
Friday, November 20, 2020  
7:00 AM  
Zoom Meeting

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

- A. Call To Order**
- B. Public Comments**
- C. Approval of Minutes**
  - 1) Minutes - 10/30/2020
- D. Standing Reports**
  - 1) Manager - Jeff Vesevick
  - 2) Financial - Jeff Vesevick
  - 3) Trustee Liaison - Steve Thompson
- E. 2021 User Fees Discussion/Recommendation - Noel Allen**
  - 1) 2021 User Fees
- F. Old Business**
- G. New Business**
- H. Next Meeting - 1/29/2021**
- I. Adjournment**

**RECREATION COMMISSION  
MINUTES  
OCTOBER 30, 2020**

**Board or Commission:** Recreation  
**Meeting:** Regular  
**Quorum:** Yes

**Called to Order:** 7:02A.M.  
**Adjourned:** 8:47A.M.

**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                 | Present         |
| Mark Franz     | Village Manager                 | Excused Absence |
| Brad Chapple   | Food and Beverage Director      | Excused Absence |
| Tom Fota       | Executive Chef                  | Excused Absence |
| Mike Campbell  | Golf Professional               | Present         |
| Noel Allen     | Director of Golf                | Present         |
| Andrew Cross   | Golf Course Superintendent      | Present         |

**A. CALL TO ORDER**

The October 30, 2020 meeting of the Recreation Commission was called to order at 7:02A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman O'Shea.

**MOTION TO ALLOW COMMISSIONERS TO TELECONFERENCE INTO THE MEETING.**

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

**B. PUBLIC COMMENTS**

None.

## C. APPROVAL OF MINUTES FROM SEPTEMBER 25, 2020 MEETING

### 1. MOVE TO APPROVE MINUTES OF MEETING FROM 9/25/20 AS AMENDED.

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

## D. STANDING REPORTS

### 1. Manager - Jeff Vesevick

General Manager Vesevick stated September was an excellent month for golf with good weather. September reported the most rounds played in 10 years. Both golf and food operations were up. Due to the popularity of golf, staff opted to suspend the fall fest promotions. Junior league golf has been more popular than ever. Course conditions were in excellent shape. Outdoor dining grew by 32% over a year ago. However, the loss of banquets hurt Reserve 22 business. Reserve 22 offered several Octoberfest specials this year. Reserve 22 staff is busy working on carry-out business and preparing for Thanksgiving. Currently Reserve 22 is closed to indoor dining but outdoor seating is available in the tents. Discussion regarding the portable heaters ensued.

### 2. Financial – Jeff Vesevick

General Manager Vesevick said September was a good month financially for the Links and overall a positive month. General Manager Vesevick noted the September financials were actually better than reflected because in September the Links was charged for prior period unemployment costs. Overall, the summer business placed the cash reserves in a good position, which was better than expected. Staff will continue to closely monitor expenses in order to build-up cash reserves. Chairman O'Shea inquired on why golf revenues were different from August. General Manager Vesevick replied because as the days become shorter, less tee times are booked and the weather is a little cooler so golf fees are down. General Manager Vesevick referenced the proposed 2021 budget included in the agenda packet.

### 3. Trustee Liaison – Steve Thompson

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

## E. GOLF CART PURCHASE OPTIONS – RECOMMENDATION

### 1. Golf Cart Purchase Options – Recommendation

General Manager Vesevick recommended the replacement of the golf carts in 2021. General Manager Vesevick stated the Links is in a good enough cash position to move forward with

the replacement. Typically, every four (4) years the Links replaces the golf carts because of the higher trade-in value. Discussion ensued regarding golf cart vendors. Staff believes Yamaha provides a more solid and better performing cart compared to other vendors. General Manager Vesevick indicated replacement of the golf carts helps to promote and acceptance rate increases. General Manager Vesevick also noted about 60% of the carts have cigarette damage to the exterior. Discussion ensued regarding the advantages and disadvantages of purchasing the golf carts in 2021 or waiting until 2022. Discussion also ensued regarding what purchase option to select.

Commissioner Diver, Commissioner Reinke, and Commissioner Scott supported replacing the carts in 2021 through a conditional lease, while Chairman O'Shea, Commissioner Graham, and Commissioner Park favored holding off on replacing the carts until 2022. Chairman O'Shea said given the tie-vote among the Commissioners, that the Recreation Commission would defer to the staff recommendation and replace the golf carts in 2021 through a conditional lease.

**MOTION TO REPLACE THE GOLF CARTS IN 2021 THROUGH A CONDITIONAL LEASE.**

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

**F. 2021 User Fees – Discussion**

1. 2021 User Fees Presentation – Noel Allen

Director of Golf Allen noted the current rate structure is confusing for staff and guests. Staff reviewed the current rates to take advantage of the current demand. Director of Golf Allen explained the goal during the rate review was to eliminate excess discounts that are no longer necessary. Director of Golf Allen noted with the recent golf resurgence, the Links has an opportunity to establish rates for the next few years. Director of Golf Allen referenced the rate information included in the agenda packet and explained that for the 2019 calendar year the Links earned \$1,704,073 in revenues. If the Links did not discount rates in 2019, then total revenues would have been \$1,801,941. For comparison purposes, Director of Golf Allen discussed the revenues over the last 12 months from October 1, 2019 through September 30, 2020. In the last 12 months the Links earned \$1,950,941 and the revenue amount without discounts would have been \$1,971,857. Also, with the proposed rate increases and no discounts over the last 12 months, the Links revenues would be at \$2,197,676.

Commissioner Graham expressed concern about repeating the excellent golf season next year. Chairman O'Shea suggested adding a column to the projections that provides the difference in revenues between the current and the proposed rate increases. Chairman O'Shea also recommended a sub-committee of the Recreation Commission meet before the next meeting in November to go over the proposed rate increases. Commissioner Scott and Commissioner Reinke offered to serve on this committee. Chairman O'Shea indicated the

proposed golf rates for 2021 will be further discussed and then voted on at the next meeting.

**G. OLD BUSINESS**

None.

**H. NEW BUSINESS**

None.

**I. NEXT MEETING FRIDAY, NOVEMBER 20, 2020 (HOLIDAY SCHEDULE)**

**J. ADJOURNMENT**

Commissioner Park moved and Commissioner Graham seconded, to adjourn the meeting. The meeting was adjourned at 8:47A.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 11/20/2020 7:00 AM  
Department: Village Links  
Department Head: Jeff Vesevick  
Category: Report  
Prepared By: Jeff Vesevick

**AGENDA ITEM (ID # 2020-  
691)**

**DOC ID: 2020-691**

## **Manager - Jeff Vesevick**

### **Statement of the Issue:**

### **Analysis:**

### **Budget Impact:**

### **Action Requested:**

### **Attachments:**

1. Managers Report 112020

## Manager's Report for October 2020

### Submitted by Jeff Vesevick, General Manager

October continued to be nice weather wise, cooler temps were much welcomed as were a few rain events. We experienced 3.15" (3.65" O'Hare) of rain for the month which puts our site at normal. We had one large event over 2 days that dropped just over 2" in a 48-hour period. Carts were grounded a total of 4 days for the entire month, great for golf and revenue! We had 10 days with Frost delays, which allowed us to spend time near the halfway house and cleaning up natives near the maintenance path.

| High Temperatures in October |      |      |      |       |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
|------------------------------|------|------|------|-------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
|                              | 2020 | 2019 | 2018 | 2017  | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 | 2000 |
|                              |      |      |      |       |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
|                              |      |      |      |       |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |
| 80° days                     | 1    | 1    | 4    | 1     | 1    |      |      |      |      | 4    | 3    |      | 1    | 6    | 2    | 4    |      | 3    | 1    | 1    | 4    |
| 70° days                     | 8    | 1    | 2    | 11    | 10   | 7    | 3    | 9    | 4    | 6    | 9    | 1    | 5    | 8    | 3    | 6    | 7    | 7    | 7    | 5    | 13   |
| 60° days                     | 5    | 12   | 5    | 9     | 11   | 12   | 13   | 8    | 10   | 8    | 13   | 10   | 12   | 7    | 7    | 8    | 14   | 9    | 8    | 11   | 9    |
| 50° days                     | 9    | 10   | 16   | 5     | 6    | 10   | 11   | 9    | 10   | 11   | 4    | 12   | 11   | 10   | 12   | 12   | 9    | 9    | 6    | 11   | 4    |
| 40° days                     | 6    | 5    | 4    | 3     | 3    | 2    | 4    | 4    | 7    | 2    | 2    | 8    | 2    |      | 6    | 1    | 1    | 3    | 9    | 2    | 1    |
| 30° days                     | 2    | 2    |      | 2     |      |      |      | 1    |      |      |      |      |      |      | 1    |      |      |      |      | 1    |      |
| Rain                         | 3.2" | 5.1" | 4.7" | 10.1" | 4.1" | 1.9" | 2.7" | 2.9" | 3.0" | 1.6" | 1.0" | 5.9" | 2.1" | 2.0" | 6.6" | 1.0" | 1.8" | 2.0" | 1.3" | 9.0" | 1.6" |
| Snow                         |      | 8"   |      |       |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |      |

## GOLF

**Rounds played** were up 51% for the month, and are up 14% for the year

**Green Fee revenue** was up 68% for the month, as is up 20% for the year

**Driving Range revenue** was up 100% for the month, and is up 14% for the year

**Motor Car revenue** was up 70% for the month, and is up 10% for the year

**Pro Shop sales** were up 111% for the month, and are down 10% for the year

| <b>Golf Revenue October</b>                                        |                |                |                |                |                |                |                |                |                |                |
|--------------------------------------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                                                    | <b>2011</b>    | <b>2012</b>    | <b>2013</b>    | <b>2014</b>    | <b>2015</b>    | <b>2016</b>    | <b>2017</b>    | <b>2018</b>    | <b>2019</b>    | <b>2020</b>    |
| Rounds                                                             | 6,824          | 5,202          | 5,045          | 5,794          | 5,785          | 6,031          | 4,550          | 3,914          | 4,859          | 7,327          |
| Green Fees                                                         | 134,608        | 92,528         | 94,224         | 108,002        | 111,533        | 116,968        | 87,335         | 63,569         | 110,662        | 185,707        |
| Driving Range                                                      | 12,569         | 8,537          | 11,089         | 16,517         | 13,359         | 15,719         | 10,999         | 11,042         | 14,214         | 28,463         |
| Pro Shop                                                           | 10,344         | 9,604          | 11,296         | 11,221         | 10,519         | 11,577         | 8,812          | 8,405          | 8,687          | 15,067         |
| Carts                                                              | 40,534         | 32,598         | 33,325         | 38,965         | 40,118         | 44,509         | 33,516         | 25,708         | 31,401         | 53,213         |
| Resident Cards                                                     | 121            | 50             | 50             | 30             | 50             | 0              | 80             | 0              | 20             | 40             |
| Miscellaneous                                                      | 2,910          | 6,908          | 4,022          | 2,338          | 1,744          | 3,139          | 3,018          | 2,608          | 2,704          | 3,043          |
| <b>Total Revenue</b>                                               | <b>201,132</b> | <b>150,180</b> | <b>154,082</b> | <b>177,073</b> | <b>177,323</b> | <b>191,913</b> | <b>143,749</b> | <b>111,332</b> | <b>167,688</b> | <b>285,533</b> |
| <i>Golf Revenues in October were the best in the past 10 years</i> |                |                |                |                |                |                |                |                |                |                |

The Village Links hosted the **22nd Links Cup Matches**, which pits a team of 8 qualifying amateurs against 8 members of the staff. The event follows the Ryder Cup format, and is contested over 2 days. The Professionals & Staff posted a narrow victory in 2020. Since its inaugural event in 1999, the Golf Staff has won 14 cups, and the amateurs have captured 8.

Three tournaments were hosted in October, two of which consisted of High School events. Lake Park High School in Itasca hosted its annual Invitational, consisting of 8 schools. Montini Catholic High School in Lombard hosted an IHSA Regional tournament as well. Golf staff also hosted 2 outside private outings for the month.

The 5th annual fall version of the **PGA Junior League** attracted 55 junior golfers, a 49% increase from last year's 37. Revenues from golf camps is up \$14,289, a 58% increase over a year ago.

## **GROUNDS**

### **Grounds**

1. Litter was removed from the parkways 2 times.
2. Driving range tee was fertilized heavily to push growth going into winter
3. Driving range tee was cut down to match fairway and tee height.
4. Leave cleanup has consumed a major portion of our time
5. Dead tree removal and overgrown (invasive species) ornamentals removed from halfway house
6. Clearing of overgrown bushes behind 13/7 Tees, that entire area has been cleared, to improve air flow and visibility for traffic safety.
7. All greens were topdressed, verticut, and aerified
8. Finished fairway aerification
9. Began flail mowing of "native areas"
10. Removal of overgrown bushes that impeded the use of the right side of 8 Tee on the 18.

## Mechanical and Building Maintenance

1. 5 pieces of equipment were repaired and/or serviced.
2. Air Conditioner for Boardroom caught fire, no damage to building, just the condenser (being replaced 11/12).

## Horticulture/Conservation

1. Continue weed removal and bed clean-up, leave removal
2. Removing dead bushes
3. Cleared around 9 Hole Putting Green pond

## RESERVE 22

The mild October weather, in conjunction for the continued demand for outdoor dining, kept the expanded patio seating at Reserve 22 hopping. Restaurant and Bar sales were up 46% in revenues, leading the way for an overall 21% increase. Continued restrictions imposed on Banquet capacities held revenues down, by 42% from a year ago. Direct sales to golfers, including Golf Express, Halfway House and Beverage Carts were a combined 111% increase for the month, generating nearly \$230,000 in revenue so far in 2020.

| RESERVE 22 - OCTOBER    |                |                |              | Year to Date     |                  |               |
|-------------------------|----------------|----------------|--------------|------------------|------------------|---------------|
|                         | 2019           | 2020           | +/-          | 2019             | 2020             | +/-           |
| Restaurant & Bar        | 91,775         | 134,463        | 46.5%        | 1,446,774        | 1,356,231        | -6.3%         |
| Banquets                | 53,036         | 30,755         | -42.0%       | 566,940          | 209,494          | -63.0%        |
| from Outings            | 7,568          | 2,122          | -72.0%       | 141,257          | 14,528           | -89.7%        |
| Beverage Cart           | 2,304          | 8,820          | 282.8%       | 66,440           | 85,382           | 28.5%         |
| Halfway House           | 6,939          | 12,160         | 75.2%        | 97,705           | 111,728          | 14.4%         |
| Golf Express            | 2,245          | 3,284          | 46.3%        | 28,425           | 32,332           | 13.7%         |
| <b>Total Reserve 22</b> | <b>156,308</b> | <b>189,481</b> | <b>21.2%</b> | <b>2,206,284</b> | <b>1,795,110</b> | <b>-18.6%</b> |

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

Staff has secured 2 large tents to cover the two patios, and invested in heating units. We hope to attract guests still wishing to dine outdoors, and will follow guidelines as recommended by the DuPage County Health Department, and the State of Illinois. We plan to keep the patios covered and operational through the end of November.

With the resurgence of COVID-19, many of the planned fall and winter events, such as Oktoberfest, Thanksgiving, and Holiday Pop-Up bar are on hold, pending the progression of the virus, and state mandated restrictions. Staff is prepared to resume curbside service for the fall and winter season, including an extensive Thanksgiving To Go menu.

### **Upcoming**

December – Village Board User Fee presentation

No Regular meeting of The Recreation Commission

January – Year End summary

Golf and Restaurant Plans for 2021



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

Meeting 11/20/2020 7:00 AM  
Department: Village Links  
Department Head: Jeff Vesevick  
Category: Report  
Prepared By: Ann Pedersen, Jeff Vesevick

**AGENDA ITEM (ID  
# 2020-692)**

**DOC ID: 2020-692**

## **Financial - Jeff Vesevick**

### **Statement of the Issue:**

### **Analysis:**

### **Budget Impact:**

### **Action Requested:**

### **Attachments:**

1. Village Links - Financial Statements - October 2020
2. Reserves

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

| ORG                      | DESCRIPTION             | 2020<br>BUDGET | MONTH       |             |            |        | YEAR-TO-DATE |              |              |        |
|--------------------------|-------------------------|----------------|-------------|-------------|------------|--------|--------------|--------------|--------------|--------|
|                          |                         |                | 2020        | 2019        | DIFF       | % DIFF | 2020         | 2019         | DIFF         | % DIFF |
| REVENUES:                |                         |                |             |             |            |        |              |              |              |        |
| 5500                     | Village Links Revenues  | \$ 2,997,700   | \$ 285,909  | \$ 168,824  | \$ 117,085 | 69%    | \$ 2,984,525 | \$ 2,590,430 | \$ 394,095   | 15%    |
| 5520                     | Reserve 22 Revenues     | 2,733,000      | 194,061     | 163,164     | 30,897     | 19%    | 1,826,575    | 2,318,527    | (491,951)    | -21%   |
| Total Revenues           |                         | \$ 5,730,700   | \$ 479,970  | \$ 331,988  | \$ 147,983 | 45%    | \$ 4,811,101 | \$ 4,908,957 | \$ (97,856)  | -2%    |
| EXPENDITURES:            |                         |                |             |             |            |        |              |              |              |        |
| 55700                    | Administration          | \$ 457,977     | \$ 38,339   | \$ 32,733   | \$ 5,606   | 17%    | \$ 372,569   | \$ 345,128   | \$ 27,442    | 8%     |
| 55710                    | Golf Course Maintenance | 820,822        | 61,816      | 59,551      | 2,265      | 4%     | 662,374      | 670,836      | (8,462)      | -1%    |
| 55720                    | Golf Services           | 725,176        | 92,650      | 55,133      | 37,517     | 68%    | 597,229      | 638,462      | (41,232)     | -6%    |
| 55730                    | Reserve 22              | 2,452,699      | 205,721     | 198,285     | 7,436      | 4%     | 1,763,264    | 2,172,068    | (408,804)    | -19%   |
| 55740                    | Stormwater Management   | 28,823         | 820         | 2,923       | (2,103)    | -72%   | 5,078        | 19,603       | (14,525)     | -74%   |
| 55750                    | Pro Shop Merchandise    | 157,234        | 11,114      | 9,273       | 1,841      | 20%    | 121,209      | 126,870      | (5,661)      | -4%    |
| 55780                    | Motorized Carts         | 43,448         | 8,085       | 2,821       | 5,264      | 187%   | 41,857       | 37,688       | 4,169        | 11%    |
| 557X5                    | Mechanical Maintenance  | 184,873        | 11,297      | 13,868      | (2,571)    | -19%   | 130,251      | 160,987      | (30,736)     | -19%   |
| Total Operating Expenses |                         | \$ 4,871,052   | \$ 429,842  | \$ 374,585  | \$ 55,256  | 15%    | \$ 3,693,831 | \$ 4,171,641 | \$ (477,810) | -11%   |
| Operating Income (Loss)  |                         | \$ 859,648     | \$ 50,129   | \$ (42,598) | \$ 92,726  | -218%  | \$ 1,117,270 | \$ 737,316   | \$ 379,954   | 52%    |
| Debt Service             |                         | 657,696        | -           | -           | -          | 0%     | 51,348       | 59,035       | (7,688)      | -13%   |
| Capital Expenditures     |                         | 192,000        | 68,477      | 26,979      | 41,498     | 154%   | 93,045       | 259,668      | (166,623)    | -64%   |
| CHANGE IN NET POSITION   |                         | \$ 9,952       | \$ (18,349) | \$ (69,577) | \$ 51,228  | -74%   | \$ 972,877   | \$ 418,613   | \$ 554,264   | 132%   |

**KEY METRICS**

|                                         |    |             |     |       |      |       |     |     |     |
|-----------------------------------------|----|-------------|-----|-------|------|-------|-----|-----|-----|
|                                         |    | <u>Goal</u> |     |       |      |       |     |     |     |
| Personnel Expenses as % of Sales        |    | 48%         | 48% | 64%   | -16% |       | 43% | 46% | -3% |
| Cash Balance (End of Month, in \$000's) | \$ | 1,218       | \$  | 1,582 | \$   | 1,360 | \$  | 222 |     |

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

| ORG/<br>OBJECT | DESCRIPTION                               | 2020<br>BUDGET      | MONTH             |                   |                   |              | YEAR-TO-DATE        |                     |                    |            |
|----------------|-------------------------------------------|---------------------|-------------------|-------------------|-------------------|--------------|---------------------|---------------------|--------------------|------------|
|                |                                           |                     | 2020              | 2019              | DIFF              | % DIFF       | 2020                | 2019                | DIFF               | % DIFF     |
| 5500           | <b>VILLAGE LINKS REVENUES:</b>            |                     |                   |                   |                   |              |                     |                     |                    |            |
| 440550         | Green Fees                                | \$ 1,850,000        | \$ 185,707        | \$ 110,662        | \$ 75,045         | 68%          | \$ 1,929,946        | \$ 1,609,069        | \$ 320,877         | 20%        |
| 440554         | Pro Shop - Sales                          | 180,000             | 15,067            | 8,687             | 6,380             | 73%          | 135,693             | 139,989             | (4,295)            | -3%        |
| 440555         | Motor Carts                               | 525,000             | 53,213            | 31,401            | 21,812            | 69%          | 486,173             | 439,582             | 46,591             | 11%        |
| 440556         | Driving Range                             | 285,000             | 28,463            | 14,214            | 14,249            | 100%         | 292,965             | 256,778             | 36,187             | 14%        |
| 440557         | Resident Cards                            | 32,000              | 40                | 20                | 20                | 100%         | 32,340              | 31,110              | 1,230              | 4%         |
| 460100         | Investment Income                         | 13,200              | 1                 | 925               | (924)             | -100%        | 2,344               | 9,292               | (6,948)            | -75%       |
| 489000         | Miscellaneous Revenue                     | 112,500             | 3,417             | 2,950             | 467               | 16%          | 105,745             | 104,627             | 1,118              | 1%         |
| 489100         | Miscellaneous - Over/Short                | -                   | 2                 | (34)              | 36                | -106%        | (681)               | (18)                | (663)              | 3655%      |
|                | <b>Total Revenues</b>                     | <b>\$ 2,997,700</b> | <b>\$ 285,909</b> | <b>\$ 168,824</b> | <b>\$ 117,085</b> | <b>69%</b>   | <b>\$ 2,984,525</b> | <b>\$ 2,590,430</b> | <b>\$ 394,095</b>  | <b>15%</b> |
|                | <b>COST OF GOODS SOLD:</b>                |                     |                   |                   |                   |              |                     |                     |                    |            |
| 520945         | Cost of Goods Sold - Pro Shop             | \$ 126,000          | \$ 8,623          | \$ 6,878          | \$ 1,745          | 25%          | \$ 95,431           | \$ 102,240          | \$ (6,809)         | -7%        |
|                | <b>Total Cost of Goods Sold</b>           | <b>\$ 126,000</b>   | <b>\$ 8,623</b>   | <b>\$ 6,878</b>   | <b>\$ 1,745</b>   | <b>25%</b>   | <b>\$ 95,431</b>    | <b>\$ 102,240</b>   | <b>\$ (6,809)</b>  | <b>-7%</b> |
|                | <b>Gross Profit</b>                       | <b>\$ 2,871,700</b> | <b>\$ 277,286</b> | <b>\$ 161,946</b> | <b>\$ 115,340</b> | <b>71%</b>   | <b>\$ 2,889,094</b> | <b>\$ 2,488,190</b> | <b>\$ 400,904</b>  | <b>16%</b> |
|                | <b>OTHER OPERATING EXPENSES:</b>          |                     |                   |                   |                   |              |                     |                     |                    |            |
| 510100         | Salaries - Pensionable                    | \$ 898,265          | \$ 69,950         | \$ 71,069         | \$ (1,119)        | -2%          | \$ 727,723          | \$ 691,770          | \$ 35,952          | 5%         |
| 510120         | Salaries - Non-Pensionable                | 168,200             | 23,578            | 14,148            | 9,429             | 67%          | 163,764             | 202,622             | (38,858)           | -19%       |
| 510200         | Salaries - Overtime                       | 4,500               | 386               | 207               | 179               | 86%          | 3,521               | 5,716               | (2,195)            | -38%       |
| 510400         | FICA Taxes                                | 81,928              | 6,953             | 6,369             | 584               | 9%           | 66,340              | 67,513              | (1,173)            | -2%        |
| 510500         | IMRF                                      | 81,653              | 6,119             | 4,941             | 1,178             | 24%          | 63,741              | 48,257              | 15,485             | 32%        |
| 590600         | Health Insurance                          | 132,375             | 10,355            | 9,971             | 384               | 4%           | 112,231             | 96,774              | 15,456             | 16%        |
| 52XXXX         | Contractual Services                      | 630,932             | 78,906            | 47,621            | 31,285            | 66%          | 482,924             | 518,274             | (35,350)           | -7%        |
| 53XXXX         | Commodities                               | 294,500             | 19,251            | 15,097            | 4,154             | 28%          | 214,892             | 266,406             | (51,514)           | -19%       |
|                | <b>Total Operating Expenses</b>           | <b>\$ 2,292,353</b> | <b>\$ 215,498</b> | <b>\$ 169,423</b> | <b>\$ 46,075</b>  | <b>27%</b>   | <b>\$ 1,835,136</b> | <b>\$ 1,897,332</b> | <b>\$ (62,196)</b> | <b>-3%</b> |
|                | <b>Operating Income (Loss)</b>            | <b>\$ 579,347</b>   | <b>\$ 61,788</b>  | <b>\$ (7,477)</b> | <b>\$ 69,265</b>  | <b>-926%</b> | <b>\$ 1,053,958</b> | <b>\$ 590,857</b>   | <b>\$ 463,101</b>  | <b>78%</b> |
|                | <b>Operating Income (Loss) Percentage</b> | <b>19%</b>          | <b>22%</b>        | <b>-4%</b>        |                   |              | <b>35%</b>          | <b>23%</b>          |                    |            |

**KEY METRICS**

|                                  | Goal     |          |          |         |          |          |         |  |  |
|----------------------------------|----------|----------|----------|---------|----------|----------|---------|--|--|
| Rounds Played                    | 70,000   | 7,327    | 4,859    | 2,468   | 69,241   | 60,646   | 8,595   |  |  |
| Revenue Per Round                | \$ 42.82 | \$ 39.02 | \$ 34.74 | \$ 4.28 | \$ 43.10 | \$ 42.71 | \$ 0.39 |  |  |
| Resident Cards Sold              | N/A      | 2        | 1        | 1       | 2,559    | 2,456    | 103     |  |  |
| Cost of Goods Sold % - Pro Shop  | 70%      | 57%      | 79%      | -22%    | 70%      | 73%      | -3%     |  |  |
| Personnel Expenses as % of Sales | 46%      | 41%      | 63%      | -22%    | 38%      | 43%      | -5%     |  |  |

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

| ORG/<br>OBJECT                                                                                                | DESCRIPTION | 2020<br>BUDGET | MONTH    |          |         |        | YEAR-TO-DATE |            |          |        |
|---------------------------------------------------------------------------------------------------------------|-------------|----------------|----------|----------|---------|--------|--------------|------------|----------|--------|
|                                                                                                               |             |                | 2020     | 2019     | DIFF    | % DIFF | 2020         | 2019       | DIFF     | % DIFF |
| <u><b>MISCELLANEOUS REVENUE</b></u>                                                                           |             |                |          |          |         |        |              |            |          |        |
| Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories: |             |                |          |          |         |        |              |            |          |        |
| Handicaps                                                                                                     |             |                | \$ -     | \$ 40    | \$ (40) |        | \$ 37,280    | \$ 37,535  | \$ (255) |        |
| Hand Cart Rentals                                                                                             |             |                | 2,450    | 1,296    | 1,154   |        | 20,862       | 22,681     | (1,819)  |        |
| Adult & Junior Golf Lessons                                                                                   |             |                | -        | -        | -       |        | 38,990       | 24,701     | 14,289   |        |
| Golf Club Rentals                                                                                             |             |                | -        | 190      | (190)   |        | 720          | 4,590      | (3,870)  |        |
| Golf Club Repairs                                                                                             |             |                | 103      | 130      | (27)    |        | 515          | 3,553      | (3,038)  |        |
| Locker Rentals                                                                                                |             |                | -        | -        | -       |        | 2,800        | 3,200      | (400)    |        |
| Illinois Sales Tax (1.75%)                                                                                    |             |                | 418      | 398      | 20      |        | 2,451        | 3,031      | (580)    |        |
| Glen Ellyn Food & Beverage Tax (1%)                                                                           |             |                | (44)     | (152)    | 108     |        | 107          | (28)       | 135      |        |
| Misc. Tournament Prize                                                                                        |             |                | -        | -        | -       |        | 638          | -          | 638      |        |
| Memorial Tree Donation                                                                                        |             |                | -        | -        | -       |        | -            | 500        | (500)    |        |
| FootGolf Ball Rentals                                                                                         |             |                | -        | 20       | (20)    |        | 70           | 270        | (200)    |        |
| ATM Machine Commission                                                                                        |             |                | -        | 43       | (43)    |        | 28           | 208        | (180)    |        |
| Miscellaneous                                                                                                 |             |                | 490      | 985      | (495)   |        | 1,285        | 4,387      | (3,102)  |        |
| Total                                                                                                         |             | \$ 112,500     | \$ 3,417 | \$ 2,950 | \$ 467  |        | \$ 105,745   | \$ 104,627 | \$ 1,118 |        |

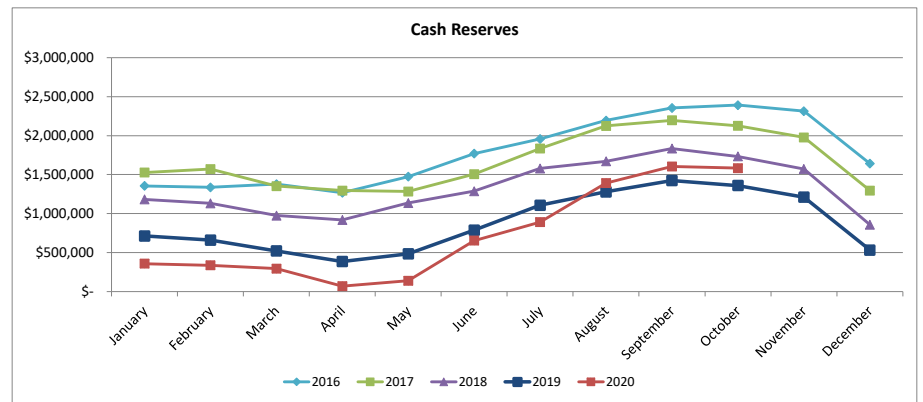
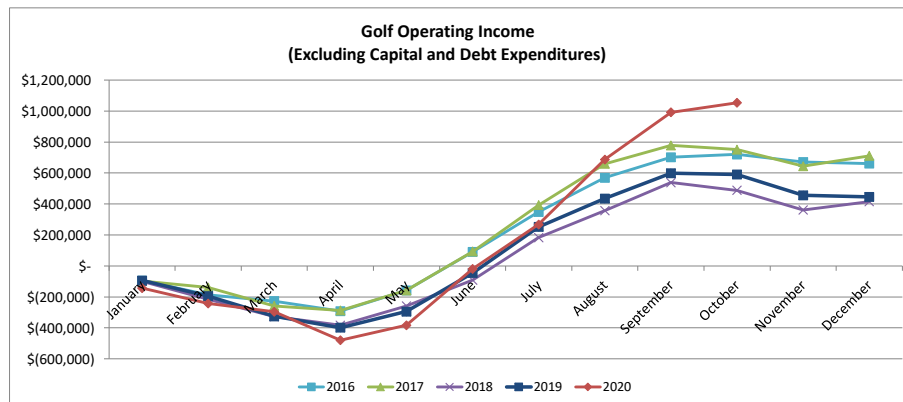
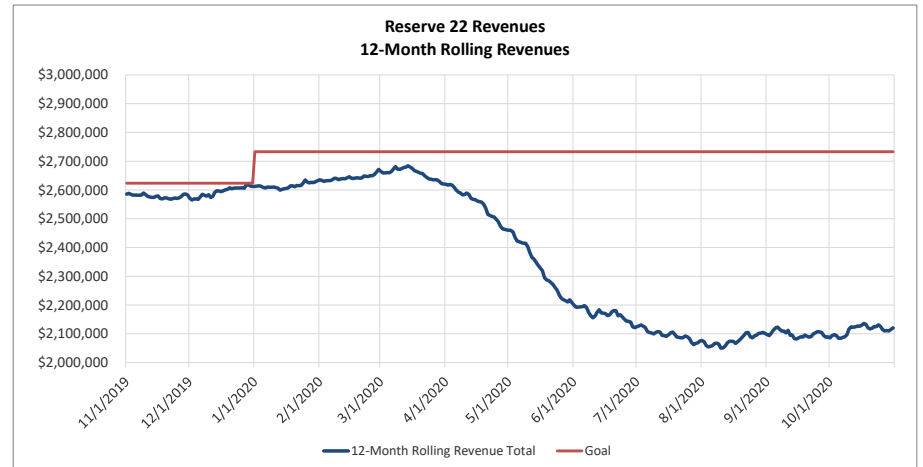
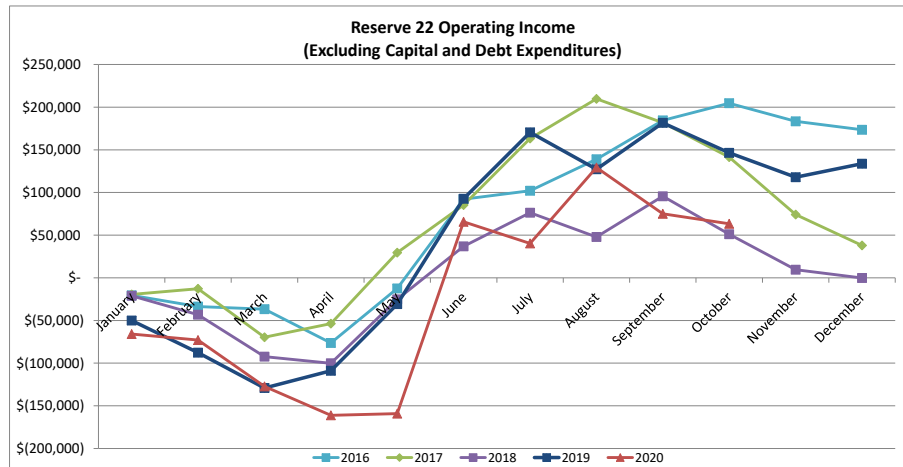
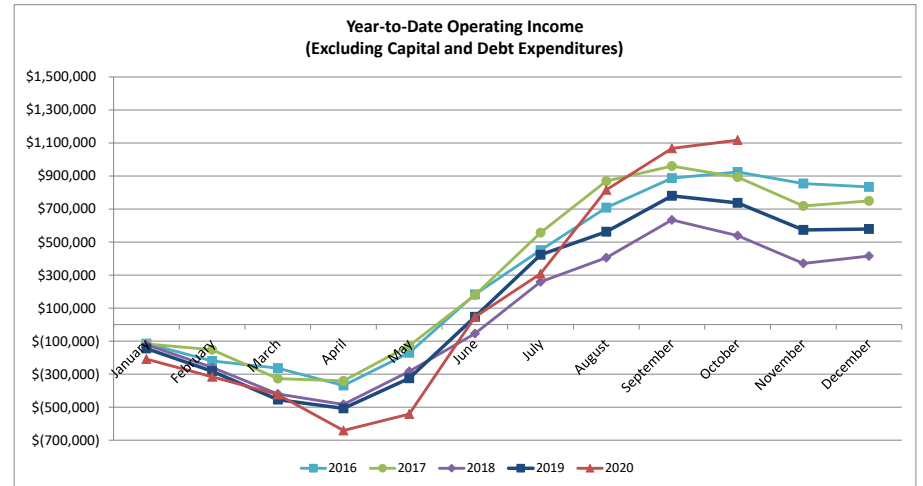
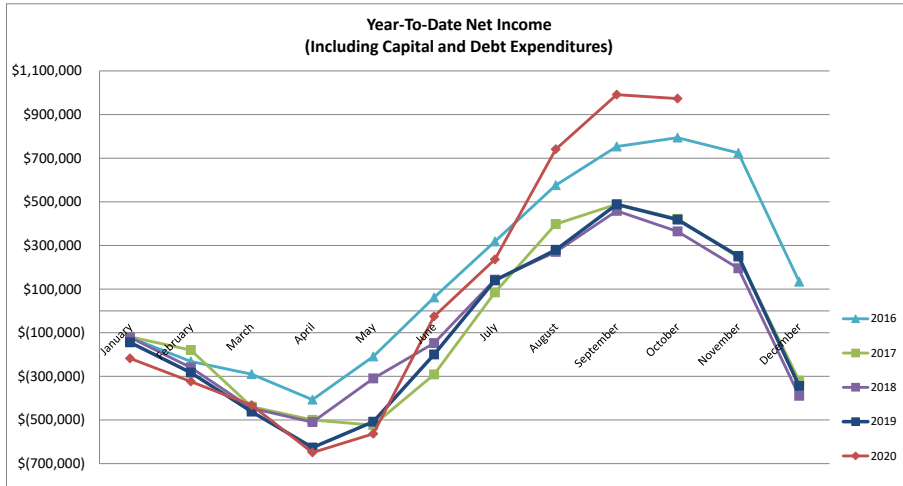
**RESERVE 22**  
**STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION**  
**As of October 31, 2020**

| ORG/<br>OBJECT | DESCRIPTION                               | 2020<br>BUDGET      | MONTH              |                    |                   |             | YEAR-TO-DATE        |                     |                     |             |
|----------------|-------------------------------------------|---------------------|--------------------|--------------------|-------------------|-------------|---------------------|---------------------|---------------------|-------------|
|                |                                           |                     | 2020               | 2019               | DIFF              | % DIFF      | 2020                | 2019                | DIFF                | % DIFF      |
| 5520           | <b>RESERVE 22 REVENUES:</b>               |                     |                    |                    |                   |             |                     |                     |                     |             |
| 441100         | Food                                      | \$ 1,500,000        | \$ 101,848         | \$ 89,002          | \$ 12,845         | 14%         | \$ 971,768          | \$ 1,270,060        | \$ (298,292)        | -23%        |
| 441101         | Liquor                                    | 260,000             | 24,465             | 18,516             | 5,950             | 32%         | 196,515             | 218,819             | (22,304)            | -10%        |
| 441102         | Beer                                      | 485,000             | 37,846             | 24,210             | 13,636            | 56%         | 371,612             | 441,058             | (69,446)            | -16%        |
| 441103         | Wine                                      | 235,000             | 16,852             | 15,674             | 1,178             | 8%          | 161,055             | 189,614             | (28,559)            | -15%        |
| 441104         | NA Beverages                              | 85,000              | 5,107              | 4,829              | 278               | 6%          | 77,207              | 77,564              | (357)               | 0%          |
| 441106         | Room Charges                              | 4,000               | 2,105              | 1,450              | 655               | 45%         | 4,852               | 5,375               | (523)               | -10%        |
| 441107         | Service Charges                           | 160,000             | 5,838              | 9,466              | (3,628)           | -38%        | 41,899              | 112,443             | (70,545)            | -63%        |
| 489000         | Miscellaneous Revenue                     | 4,000               | -                  | 17                 | (17)              | -100%       | 1,667               | 3,594               | (1,927)             | -54%        |
|                | <b>Total Revenues</b>                     | <b>\$ 2,733,000</b> | <b>\$ 194,061</b>  | <b>\$ 163,164</b>  | <b>\$ 30,897</b>  | <b>19%</b>  | <b>\$ 1,826,575</b> | <b>\$ 2,318,527</b> | <b>\$ (491,951)</b> | <b>-21%</b> |
| 55730          | <b>COST OF GOODS SOLD:</b>                |                     |                    |                    |                   |             |                     |                     |                     |             |
| 530400         | Cost of Goods Sold - Beer                 | \$ 121,250          | \$ 8,323           | \$ 7,245           | \$ 1,077          | 15%         | \$ 92,743           | \$ 106,448          | \$ (13,705)         | -13%        |
| 530401         | Cost of Goods Sold - Wine                 | 68,150              | 3,472              | 6,437              | (2,965)           | -46%        | 45,723              | 60,050              | (14,327)            | -24%        |
| 530402         | Cost of Goods Sold - Liquor               | 46,800              | 3,048              | 2,673              | 376               | 14%         | 41,092              | 52,090              | (10,997)            | -21%        |
| 530405         | Cost of Goods Sold - NA Beverages         | 28,050              | 8,942              | 3,885              | 5,057             | 130%        | 38,079              | 45,246              | (7,167)             | -16%        |
| 530420         | Cost of Goods Sold - Food                 | 495,000             | 33,051             | 39,570             | (6,519)           | -16%        | 326,531             | 464,886             | (138,355)           | -30%        |
|                | <b>Total Cost of Goods Sold</b>           | <b>\$ 759,250</b>   | <b>\$ 56,837</b>   | <b>\$ 59,810</b>   | <b>\$ (2,973)</b> | <b>-5%</b>  | <b>\$ 544,168</b>   | <b>\$ 728,720</b>   | <b>\$ (184,551)</b> | <b>-25%</b> |
|                | <b>Gross Profit</b>                       | <b>\$ 1,973,750</b> | <b>\$ 137,224</b>  | <b>\$ 103,354</b>  | <b>\$ 33,871</b>  | <b>33%</b>  | <b>\$ 1,282,407</b> | <b>\$ 1,589,807</b> | <b>\$ (307,400)</b> | <b>-19%</b> |
|                | <b>Gross Profit Percentage</b>            | <b>72%</b>          | <b>71%</b>         | <b>63%</b>         |                   |             | <b>70%</b>          | <b>69%</b>          |                     |             |
| 55730          | <b>OTHER OPERATING EXPENSES:</b>          |                     |                    |                    |                   |             |                     |                     |                     |             |
| 510100         | Salaries - Pensionable                    | \$ 640,000          | \$ 44,031          | \$ 56,496          | \$ (12,465)       | -22%        | \$ 442,305          | \$ 544,673          | \$ (102,367)        | -19%        |
| 510120         | Salaries - Non-Pensionable                | 465,000             | 47,309             | 31,072             | 16,237            | 52%         | 309,251             | 366,975             | (57,724)            | -16%        |
| 510200         | Salaries - Overtime                       | 5,000               | 831                | 1,053              | (221)             | -21%        | 8,626               | 16,942              | (8,316)             | -49%        |
| 510399         | Tips Paid Through Payroll                 | -                   | 2,608              | (861)              | 3,469             | -403%       | 582                 | 2,192               | (1,611)             | -73%        |
| 510400         | FICA Taxes                                | 115,440             | 9,861              | 8,202              | 1,659             | 20%         | 77,515              | 90,044              | (12,529)            | -14%        |
| 510500         | IMRF                                      | 58,176              | 5,062              | 4,514              | 549               | 12%         | 47,650              | 44,213              | 3,437               | 8%          |
| 590600         | Health Insurance                          | 86,200              | 5,574              | 4,877              | 696               | 14%         | 56,785              | 63,387              | (6,602)             | -10%        |
| 52XXXX         | Contractual Services                      | 178,883             | 22,603             | 17,082             | 5,521             | 32%         | 186,445             | 163,406             | 23,039              | 14%         |
| 53XXXX         | Commodities                               | 144,750             | 11,004             | 16,038             | (5,035)           | -31%        | 89,936              | 151,517             | (61,581)            | -41%        |
|                | <b>Total Operating Expenses</b>           | <b>\$ 1,693,449</b> | <b>\$ 148,884</b>  | <b>\$ 138,474</b>  | <b>\$ 10,410</b>  | <b>8%</b>   | <b>\$ 1,219,095</b> | <b>\$ 1,443,348</b> | <b>\$ (224,253)</b> | <b>-16%</b> |
|                | <b>Operating Income (Loss)</b>            | <b>\$ 280,301</b>   | <b>\$ (11,660)</b> | <b>\$ (35,121)</b> | <b>\$ 23,461</b>  | <b>-67%</b> | <b>\$ 63,312</b>    | <b>\$ 146,459</b>   | <b>\$ (83,147)</b>  | <b>-57%</b> |
|                | <b>Operating Income (Loss) Percentage</b> | <b>10%</b>          | <b>-6%</b>         | <b>-22%</b>        |                   |             | <b>3%</b>           | <b>6%</b>           |                     |             |

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

| ORG/<br>OBJECT                                                     | DESCRIPTION  | 2020<br>BUDGET | MONTH      |            |           |        | YEAR-TO-DATE |              |              |        |
|--------------------------------------------------------------------|--------------|----------------|------------|------------|-----------|--------|--------------|--------------|--------------|--------|
|                                                                    |              |                | 2020       | 2019       | DIFF      | % DIFF | 2020         | 2019         | DIFF         | % DIFF |
| KEY METRICS                                                        |              |                |            |            |           |        |              |              |              |        |
|                                                                    |              | Goal           |            |            |           |        |              |              |              |        |
| Revenue Source:                                                    |              |                |            |            |           |        |              |              |              |        |
| Restaurant/Bar                                                     | N/A          |                | \$ 134,463 | \$ 91,766  | \$ 42,697 | 47%    | \$ 1,355,654 | \$ 1,446,376 | \$ (90,721)  | -6%    |
| Banquets                                                           | N/A          |                | 35,335     | 59,892     | (24,557)  | -41%   | 241,015      | 679,182      | (438,167)    | -65%   |
| Other                                                              | N/A          |                | 24,263     | 11,505     | 12,758    | 111%   | 229,905      | 192,969      | 36,936       | 19%    |
| Total                                                              | \$ 2,733,000 |                | \$ 194,061 | \$ 163,164 | \$ 30,897 | 19%    | \$ 1,826,575 | \$ 2,318,527 | \$ (491,951) | -21%   |
| Reserve 22 Revenues (Last 12 Months)                               | \$ 2,733,000 |                |            |            |           |        | \$ 2,120,537 | \$ 2,584,735 | \$ (464,198) | -18%   |
| Reserve 22 Expenses (Last 12 Months)                               | \$ 2,452,699 |                |            |            |           |        | \$ 2,069,916 | \$ 2,489,644 | \$ (419,728) | -17%   |
| # Guest Checks (Restaurant/Bar)                                    | N/A          |                | 3,334      | 3,085      | 249       |        | 32,414       | 43,749       | (11,335)     |        |
| Revenue Per Guest Check                                            | N/A          |                | \$ 40.33   | \$ 29.75   | \$ 10.58  |        | \$ 41.82     | \$ 33.06     | \$ 8.76      |        |
| # Guests (Restaurant/Bar)                                          | N/A          |                | 5,484      | 5,116      | 368       |        | 56,554       | 74,814       | (18,260)     |        |
| Average Guest Spend                                                | N/A          |                | \$ 24.52   | \$ 17.94   | \$ 6.58   |        | \$ 23.97     | \$ 19.33     | \$ 4.64      |        |
| Cost of Goods Sold %                                               | 28%          |                | 29%        | 37%        | -7%       |        | 30%          | 31%          | -2%          |        |
| Cost of Goods Sold % (By Category):                                |              |                |            |            |           |        |              |              |              |        |
| Cost of Goods Sold - Beer                                          | 25%          |                | 22%        | 30%        | -8%       |        | 25%          | 24%          | 1%           |        |
| Cost of Goods Sold - Wine                                          | 29%          |                | 21%        | 41%        | -20%      |        | 28%          | 32%          | -3%          |        |
| Cost of Goods Sold - Liquor                                        | 18%          |                | 12%        | 14%        | -2%       |        | 21%          | 24%          | -3%          |        |
| Cost of Goods Sold - NA Beverages                                  | 33%          |                | 175%       | 80%        | 95%       |        | 49%          | 58%          | -9%          |        |
| Cost of Goods Sold - Food                                          | 33%          |                | 32%        | 44%        | -12%      |        | 34%          | 37%          | -3%          |        |
| Personnel Expenses as % of Sales                                   | 50%          |                | 58%        | 65%        | -7%       |        | 51%          | 49%          | 3%           |        |
| Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales | 78%          |                | 87%        | 102%       | -14%      |        | 81%          | 80%          | 1%           |        |

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



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

|       | <u>JAN</u> | <u>FEB</u> | <u>MAR</u> | <u>APR</u> | <u>MAY</u> | <u>JUN</u> | <u>JUL</u> | <u>AUG</u> | <u>SEP</u> | <u>OCT</u> | <u>NOV</u> | <u>DEC</u> |
|-------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| 2014  | (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        | (23)       |            |            |
| Avg   | (124)      | (62)       | (83)       | (67)       | 113        | 239        | 289        | 260        | 162        | (44)       | (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<br><u>SEP</u> | 2020<br><u>OCT</u> | 2020<br><u>NOV</u> | 2020<br><u>DEC</u> | 2021<br><u>JAN</u> | 2021<br><u>FEB</u> | 2021<br><u>MAR</u> | 2021<br><u>APR</u> | 2021<br><u>MAY</u> | 2021<br><u>JUN</u> | 2021<br><u>JUL</u> | 2021<br><u>AUG</u> |
|-------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Avg   | 1,605              | 1,582              | 1,461              | 778                | 654                | 591                | 508                | 441                | 554                | 793                | 1,082              | 1,342              |
| Best  | 1,605              | 1,582              | 1,540              | 869                | 769                | 811                | 852                | 919                | 1,135              | 1,651              | 2,007              | 2,507              |
| Worst | 1,605              | 1,582              | 1,422              | 706                | 533                | 263                | 45                 | (180)              | (191)              | (161)              | 25                 | 117                |



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

Meeting 11/20/2020 7:00 AM  
Department: Village Links  
Department Head: Jeff Vesevick  
Category: Other  
Prepared By: Steve Thompson

**AGENDA ITEM (ID # 2020-  
693)**

**DOC ID: 2020-693**

## **Trustee Liaison - Steve Thompson**

### **Statement of the Issue:**

### **Analysis:**

### **Budget Impact:**

### **Action Requested:**

### **Attachments:**



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

Meeting 11/20/2020 7:00 AM  
Department: Village Links  
Department Head: Jeff Vesevick  
Category: Discussion Item  
Prepared By: Noel Allen

**AGENDA ITEM (ID  
# 2020-690)**

**DOC ID: 2020-690**

## **2021 User Fees**

### **Statement of the Issue:**

### **Analysis:**

### **Budget Impact:**

### **Action Requested:**

### **Attachments:**

1. 2020-2021 Rates

# 2021 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%    |
| 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%   |
| 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%   |

| 9 HOLE GREEN FEES         |          |          |         |
|---------------------------|----------|----------|---------|
| WEEKENDS                  | 2020     | 2021     | % incr. |
| 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%   |
| 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%   |
| 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%   |

| 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

Added NR & VIP Senior/Junior for 9 Holes

Eliminated After 2 & After 3 discounts

Eliminated 60/65 distinction

Consolidated to senior 62+ & junior 21-

Eliminated early bird discount

Raised 6:30 9 hole price

Raised school rates - we were lower than most

Use daily deals to manage price if rounds decline

Many courses use dynamic price now

Cart increase assumes new carts

Using rounds data from 11/18/19 through 11/17/20 the increase in green fee revenue with this rate proposal would be \$230,270.35