Agenda
Village of Glen Ellyn
Recreation Commission Meeting
Friday, March 26, 2021
7:00 AM
Village Links/Reserve 22 - via Zoom

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

A. Call To Order

B. Public Comments

C. Approval of Minutes

1) February 26, 2021 Meeting Minutes

D. 2021 Golf Operations Presentation - Noel Allen

1) Director of Golf Noel Allen will give a presentation regarding 2021 Golf Operations

E. Standing Reports

1) Manager - Jeff Vesevick
2) Reserve 22 - Brad Chapple
3) Financial - Jeff Vesevick
4) Trustee Liaison - Steve Thompson

F. Old Business

G. New Business

H. Next Meeting - April 30, 2021

I. Adjournment

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

Meeting 3/26/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Aileen Haslett

AGENDA ITEM (ID # 2021-931)

DOC ID: 2021-931

February 26, 2021 Meeting Minutes

Statement of the Issue:
Please review the attached minutes.

Analysis:
N/A

Budget Impact:
N/A

Action Requested:
Review and approve the attached minutes.

Attachments:

1. MN022621

RECREATION COMMISSION
MINUTES
FEBRUARY 26, 2021

Board or Commission:	Recreation	**Called to Order:**	7:03A.M.
Meeting:	Regular	**Adjourned:**	8:05A.M.
Quorum:	Yes		

MEMBER ATTENDANCE:

Tim O'Shea	Chairman	Present
Rebecca Austin	Commissioner	Present
Brian Diver	Commissioner	Present
Glen G. Graham	Commissioner	Present
Alison Park	Commissioner	Excused Absence
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	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

A. CALL TO ORDER

The February 26, 2021 meeting of the Recreation Commission was called to order at 7:03A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman O'Shea.

B. PUBLIC COMMENTS

None.

C. APPROVAL OF MINUTES FROM JANUARY 29, 2021 MEETING

1. MOVE TO APPROVE MINUTES OF MEETING FROM 1/29/21 AS PRESENTED.

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

D. MARKETING @ RESERVE 22 – JULIE RUSIN

Marketing Strategist Julie Rusin provided an overview of the marketing program for the Village Links and Reserve 22. The Links newsletter is emailed to about 5,000 new golfers and about 70,000 existing golfers. Printed newsletter copies are available in the Pro-Shop. A welcome back email will be sent to new golfers offering them a free bucket of balls at the driving range. The Village Links is working on a free clinic for golf beginners, where the hope is to sell some private golf lessons.

The Links is using the new phone app to welcome back golfers. There have been 3,500 downloads of the Village Links golf app and 54% of users agreed to receive push notifications. The Links can use push notifications on the app to notify guest of dinner specials and other golf information. The Links hopes to expand the loyalty program for existing golfers. The Links also hopes to build upon the Junior Golf program, which was almost at full capacity last year. Additional capacity will be added for this year.

Marketing Strategist Rusin developed a marketing calendar for Reserve 22 which highlights regular holidays as well as other days such as national burger day and national nacho day. Reserve 22 is also marketing their gluten free and drink specials. Reserve 22 will begin to open an hour early at 10AM on Saturday and Sundays and offer some brunch items. The Village Links phone app allows users to order Reserve 22 menu offerings online and pay online as well.

Reserve 22 plans on offering special pricing for Friday night weddings to encourage banquet business. Reserve 22 is partnering with the College of DuPage to market the restaurant to Frida Kahlo art exhibit patrons. General Manager Vesevick noted the tent used this past summer along Main Street will be installed at the Village Links. General Manager Vesevick noted staff is working on where the tent should be located. General Manager Vesevick indicated he would like the tent installed by April 1, 2021.

E. RESERVE 22 PRESENTATION – BRAD CHAPPLE

Food and Beverage Director Chapple stated the Reserve 22 goal over the coming months will be to watch costs and continue to increase the check average. The check average has gradually increased by $6 in the last year. Reserve 22 continues to improve menu offerings, which help the check average increase. Reserve 22 will continue to offer different specials each night.

Chairman O'Shea thanked Food and Beverage Director Chapple and Marketing Strategist Rusin for their great marketing programs and noted this is money well spent.

F. STANDING REPORTS

1. <u>Manager – Jeff Vesevick</u>

   General Manager Vesevick stated there is not a lot to report for the month of January. Ground crews were busy with tree work and snow removal. Reserve 22 transitioned to indoor dining in January. Marketing Strategist Rusin secured a local news spot promoting in-door dining at Reserve 22. Overall Reserve 22 was down about 87% in January. The Links staff is busy preparing for the spring season with enrolling guests

in golf lessons and leagues. This year's tee time selection for Permanent Weekend Starting Times will be held at Reserve 22. More guests have renewed their residents cards this year and there have been many inquiries about golf membership, which points to another year of golf popularity. The Chili Cook-off was held on-line with about 10 participating restaurants and about 350 people voted for their favorite chili.

2. Reserve 22 – Brad Chapple

   See report above.

3. Financial - Jeff Vesevick

   General Manager Vesevick noted the Links was in a better financial position this past January 2021 because there were only two (2) payrolls compared to last January 2020 when there were three (3). Chairman O'Shea inquired what are the three (3) payroll months in 2021. General Manager Vesevick replied July and December.

4. Trustee Liaison – Steve Thompson

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

G. OLD BUSINESS

None.

H. NEW BUSINESS

None.

I. NEXT MEETING MARCH 26, 2021

J. ADJOURNMENT

Chairman O'Shea moved and Commissioner Diver seconded, to adjourn the meeting. The meeting was adjourned at 7:55A.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 3/26/2021 7:00 AM
Department: System Administrator
Department Head:
Category: Presentation
Prepared By:

AGENDA ITEM (ID # 2021-1010)

DOC ID: 2021-1010

Director of Golf Noel Allen will give a presentation regarding 2021 Golf Operations

Statement of the Issue:
Please see the attached presentation.

Analysis:
N/A

Budget Impact:
N/A

Action Requested:
N/A

Attachments:

1. 2021 Recreation Commission Golf Presentation Outline

VILLAGE LINKS

GLEN ELLYN

2021 Golf Division Recreation Committee Presentation – March 26, 2021

- 2020 a Great Year for Golf! Who Would've Known?
- 2020 Operational Changes
- What's In Store for 2021?
- Technology Improvements
- Staff & Training Initiatives
- Tournament & Operational Changes
- Biggest Challenges
- Marketing/Promotional Tools

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

Meeting 3/26/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Jeff Vesevick

AGENDA ITEM (ID # 2021-1001)

DOC ID: 2021-1001

Manager - Jeff Vesevick

Statement of the Issue:
General Manager Jeff Vesevick will present the Manager's Report.

Analysis:
N/A

Budget Impact:
N/A

Action Requested:
N/A

Attachments:

1. Manager's Report Feb21

VILLAGE LINKS
GLEN ELLYN

RESERVE
22
TWENTY-TWO

Manager's Report for February 2021

Prepared by Jeff Vesevick, General Manager

Snow and cold was the theme for February. We had measurable snow for 9 consecutive days (Feb 8-16) which ties the record. We also had the longest stretch of a foot or more of snow on the ground since 78-79 at 15 days. February was also very cold with an Average Temperature of 20.2° (7.5° below normal), and it was the 9th snowiest February on record. Snowfall totals for the meteorological winter (Dec-Feb) as measured at O'Hare were 46.3" which is 18.2" above normal. The great majority of that snow fell during the last week of January into the first 3 weeks of February.

High Temperatures In February																	
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005
70º days																	
60º days				3	6	2							1				
50º days	1	1		4	5	2			1	2	3		5			1	3
40º days	4	6	8	6	6	7	1	3	4	11	2	2	4	3	4	10	9
30º days	7	15	8	6	8	11	7	3	15	14	13	17	7	12	9	13	13
20º days	3	6	10	8	3	4	7	13	7	2	7	9	9	10	5	2	3
10º days	8	1	2	1		3	10	8	1		2		2	4	8	1	
0º days	5						1	1			1				2	1	
Rain		0.5"	0.5"	2.9"	1.3"	1.1"	0"	1.5"	1.9"	0.3"	0.4"		3.1"	1.5"	1.0"	1.5"	1.5"
Snow	16"		13"	20.3"	0"	3"	6"	20"	10"	4"	28"	16"	5"	25"	18"	1"	6"

Golf

The Golf Staff is busy with administrative preparations for the upcoming season.

We are responding to the numerous requests for charitable donations, which are down significantly. Noel Allen accepted deposits for 3 new booked outings, and sent 4 new proposals, up slightly from a year ago.

Head Golf Professional Mike Campbell is receiving and displaying much of the merchandise which will be available for 2021.

Interest in our Junior Golf Programs has been strong. The 2021 PGA Junior League, which is the third largest in the nation, virtually sold out for 2021 very quickly, with only a few spots remaining.

Golfers are also signing up for the **2021 Weekend Permanent Starting Times**, which run from April 3, through August 29. Again in 2021 is the inclusion of groups not consisting of 4 Glen Ellyn residents the opportunity to participate in the main lottery drawing, on a weighted scale. Hopefuls will also be required to make a $500 up front investment, which may be used for green fees. Golf Staff will again be

promoting the addition of golfer perks, including pre-paid cart fees, pre-paid warm-up range balls, and a benefit which will allow those who purchase the 20 round Multi-Play package the privilege of playing a few holes after 5:30pm for no charge.

Pre-registration welcome letters were sent out for the popular Wednesday morning Over 60 Senior golf league, which annually attracts 80-100 regular golfers.

Golf Course Maintenance

The large amounts of snow locked us out of doing further tree work on the golf course, as we had planned to use February as our time to chip all branches and start grinding stumps, this will be pushed into March for now. Mother Nature is always there to humbly remind us who is in fact in charge of things.

Grounds

1. Snow removal as required, which was a lot
2. Continuing to monitor ice on greens (spoiler alert no issues)
3. Began reprogramming our irrigation system to increase efficiencies
4. Took delivery of Used Sprayer purchased for $33,000 vs $62,000 new
5. Continuing to review practices and plan for year ahead
6. Worked on updating equipment inventories for entire facility
7. Plowed out driving range stations to allow use on nice days

Mechanical and Building Maintenance

1. 15 pieces of equipment were repaired and/or serviced.
2. Men's restroom at halfway refurbishment started
3. Deep cleaning in Maintenance Buildings
4. Quote for Drywall work secured for restaurant and banquet space (Scheduled for 3/14)
5. Touched up paint in restaurant, banquet, and board room
6. Removed snow from flat roofs twice
7. Repaired leak in dining room ceiling (final patch to be done by professionals)
8. Replaced bulbs in maintenance facility with brighter LEDs
9. Installed new outlet in Kitchen for new Coffee and Tea machines

Horticulture/Conservation

1. Reviewing new plan for Landscape improvements around clubhouse (Securing quotes for plants)
2. Flowers ordered for front entrance
3. Cont. pruning and cleaning of Tropical plants in Basement, moved some plants into new pots to replace crowded or broken ones
4. Panfish Park removals and stumps were ground

Reserve 22

Reserve 22 - FEBRUARY				Year to Date		
	2020	2021	+/-	2020	2021	+/-
Restaurant & Bar	65,073	33,904	*-47.9%*	121,628	47,300	*-61.1%*
Banquets	45,167	1,292	*-97.1%*	84,063	1,292	*-98.5%*
from Outings	0	0	*#DIV/0!*	0	0	*#DIV/0!*
Beverage Cart	0	0	*#DIV/0!*	0	0	*#DIV/0!*
Halfway House	0	0	*#DIV/0!*	0	0	*#DIV/0!*
Other	6,485	288	*-95.6%*	13,412	308	*-97.7%*
Total Reserve 22	**116,725**	**35,484**	***-69.6%***	219,103	**48,900**	***-77.7%***

The Restaurant and Bar was finally allowed to welcome back guests (January 27) for limited indoor dining and bar service. Staff resumed the safe practices from the summer, including spreading out tables, sanitizing tables and chairs, face mask requirements for staff, installation of air sanitizers, and the installation of plexiglass barriers on the bar tops. Our guests slowly started to return to indoor dining. Staff continued with Curbside Service with moderate success. Valentine's Day was moderately popular, as Chef Tom created special dishes for the traditional February holiday.

With banquets still restricted in size, Event Planner and Coordinator Aimee Detterbeck is tentatively booking several events. This remains a difficult task, as we are not able to promise dates, or allowable party sizes.

Staff did a good job of minimizing the effects of a 78% reduction in revenues from a year ago, by keeping a close eye on operating expenses, and operating with minimal part time staff.

We will continue to promote March events, including St. Patrick's Day, and March Madness, in hopes of loosening restrictions.

<u>Upcoming Meetings</u>

April 30 – Golf Course and Grounds presentation

May 28 – Future Capital Improvements Discussion

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

Meeting 3/26/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Brad Chapple

AGENDA ITEM (ID # 2021-1002)

DOC ID: 2021-1002

Reserve 22 - Brad Chapple

Statement of the Issue:
Food and Beverage Director Brad Chapple will provide an update on Reserve 22.

Analysis:
N/A

Budget Impact:
N/A

Action Requested:
N/A

Attachments:

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

Meeting 3/26/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

AGENDA ITEM (ID # 2021-1003)

DOC ID: 2021-1003

Financial - Jeff Vesevick

Statement of the Issue:
General Manager Jeff Vesevick will provide a financial update.

Analysis:
N/A

Budget Impact:
N/A

Action Requested:
N/A

Attachments:

1. Village Links - Financial Statements - February 2021
2. COH Scenarios

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of February 28, 2021

ORG	DESCRIPTION	2021 BUDGET	MONTH 2021	MONTH 2020	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2021	YEAR-TO-DATE 2020	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	REVENUES:									
5500	Village Links Revenues	$ 3,113,850	$ 27,169	$ 20,438	$ 6,731	33%	$ 29,537	$ 25,742	$ 3,795	15%
5520	Reserve 22 Revenues	2,731,000	35,484	116,725	(81,241)	-70%	48,900	219,103	(170,202)	-78%
	Total Revenues	**$ 5,844,850**	**$ 62,654**	**$ 137,163**	**$ (74,510)**	**-54%**	**$ 78,437**	**$ 244,844**	**$ (166,407)**	**-68%**
	EXPENDITURES:									
55700	Administration	$ 460,117	$ 36,422	$ 37,163	$ (741)	-2%	$ 73,010	$ 80,754	$ (7,744)	-10%
55710	Golf Course Maintenance	899,270	26,689	29,685	(2,996)	-10%	54,112	78,069	(23,956)	-31%
55720	Golf Services	722,908	26,731	32,157	(5,426)	-17%	59,019	74,734	(15,715)	-21%
55730	Reserve 22	2,420,256	47,332	123,833	(76,501)	-62%	91,410	292,106	(200,695)	-69%
55740	Stormwater Management	28,814	267	285	(18)	-6%	536	696	(160)	-23%
55750	Pro Shop Merchandise	158,495	2,518	1,447	1,071	74%	2,529	2,884	(355)	-12%
55780	Motorized Carts	45,515	-	-	-	0%	-	-	-	0%
557X5	Mechanical Maintenance	196,841	22,986	19,366	3,620	19%	37,194	31,612	5,582	18%
	Total Operating Expenses	$ 4,932,216	$ 162,945	$ 243,937	$ (80,992)	-33%	$ 317,811	$ 560,854	$ (243,043)	-43%
	Operating Income (Loss)	**$ 912,634**	**$ (100,291)**	**$ (106,774)**	**$ 6,482**	**-6%**	**$ (239,374)**	**$ (316,009)**	**$ 76,636**	**-24%**
	Debt Service	656,084	-	-	-	0%	-	-	-	0%
	Capital Expenditures	222,000	33,000	-	33,000	0%	33,000	8,085	24,915	308%
	CHANGE IN NET POSITION	**$ 34,550**	**$ (133,291)**	**$ (106,774)**	**$ (26,518)**	**25%**	**$ (272,374)**	**$ (324,094)**	**$ 51,721**	**-16%**

KEY METRICS

	Goal						
Personnel Expenses as % of Sales	*47%*	*173%*	*102%*	*70%*	*270%*	*146%*	*124%*
Cash Balance (End of Month, in $000's)	*$ 1,234*	*$ 555*	*$ 338*	*$ 216*			

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 February 28, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH 2021	MONTH 2020	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2021	YEAR-TO-DATE 2020	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5500	**VILLAGE LINKS REVENUES:**									
440550	Green Fees	$ 1,950,000	$ 15	$ 303	$ (288)	-95%	$ 83	$ 370	$ (287)	-78%
440554	Pro Shop - Sales	170,000	2,205	2,746	(541)	-20%	2,506	4,312	(1,806)	-42%
440555	Motor Carts	500,000	-	-	-	0%	-	-	-	0%
440556	Driving Range	300,000	522	922	(400)	-43%	649	1,010	(361)	-36%
440557	Resident Cards	32,000	5,675	5,355	320	6%	6,995	6,615	380	6%
460100	Investment Income	8,500	0	367	(367)	-100%	1	929	(928)	-100%
489000	Miscellaneous Revenue	126,550	14,288	10,952	3,336	30%	14,839	12,724	2,114	17%
489100	Miscellaneous - Over/Short	-	(3)	(207)	204	-99%	(3)	(219)	216	-99%
490800	Operating Transfer In	26,800	4,467	-	4,467	0%	4,467	-	4,467	0%
	Total Revenues	**$ 3,113,850**	**$ 27,169**	**$ 20,438**	**$ 6,731**	**33%**	**$ 29,537**	**$ 25,742**	**$ 3,795**	**15%**
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	$ 127,500	$ 376	$ (1,185)	$ 1,561	-132%	$ (1,768)	$ (2,708)	$ 941	-35%
	Total Cost of Goods Sold	**$ 127,500**	**$ 376**	**$ (1,185)**	**$ 1,561**	**-132%**	**$ (1,768)**	**$ (2,708)**	**$ 941**	**-35%**
	Gross Profit	**$ 2,986,350**	**$ 26,794**	**$ 21,623**	**$ 5,171**	**24%**	**$ 31,304**	**$ 28,450**	**$ 2,854**	**10%**
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 943,660	$ 53,278	$ 39,679	$ 13,600	34%	$ 105,323	$ 97,643	$ 7,680	8%
510120	Salaries - Non-Pensionable	194,800	103	12,864	(12,761)	-99%	243	31,753	(31,510)	-99%
510200	Salaries - Overtime	6,740	-	-	-	0%	-	-	-	0%
510400	FICA Taxes	86,408	3,969	3,969	0	0%	7,735	9,626	(1,891)	-20%
510500	IMRF	82,774	4,493	4,571	(77)	-2%	8,873	11,231	(2,358)	-21%
590600	Health Insurance	137,400	9,880	9,658	222	2%	19,928	24,246	(4,318)	-18%
52XXXX	Contractual Services	624,178	37,293	44,437	(7,144)	-16%	75,845	79,342	(3,497)	-4%
53XXXX	Commodities	308,500	6,221	6,112	109	2%	10,222	17,616	(7,394)	-42%
	Total Operating Expenses	**$ 2,384,460**	**$ 115,237**	**$ 121,289**	**$ (6,052)**	**-5%**	**$ 228,168**	**$ 271,456**	**$ (43,288)**	**-16%**
	Operating Income (Loss)	**$ 601,890**	**$ (88,444)**	**$ (99,666)**	**$ 11,222**	**-11%**	**$ (196,864)**	**$ (243,006)**	**$ 46,142**	**-19%**
	Operating Income (Loss) Percentage	**19%**	**-326%**	**-488%**			**-667%**	**-944%**		

KEY METRICS

	Goal							
Rounds Played	70,000	*3*	*69*	*(66)*	*17*	*83*	*(66)*	
Revenue Per Round	$ *44.48*	$ *9,056.49*	$ *296.21*	$ *8,760.28*	$ *1,737.45*	$ *310.14*	$ *1,427.31*	
Resident Cards Sold	*N/A*	*594*	*558*	*36*	*730*	*685*	*45*	
Cost of Goods Sold % - Pro Shop	*75%*	*17%*	*-43%*	*60%*	*-71%*	*-63%*	*-8%*	
Personnel Expenses as % of Sales	*47%*	*264%*	*346%*	*-82%*	*481%*	*678%*	*-197%*	

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 February 28, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH 2021	MONTH 2020	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2021	YEAR-TO-DATE 2020	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:									
	Adult & Junior Golf Lessons		$ 13,000	$ 2,500	$ 10,500		$ 13,000	$ 2,500	$ 10,500	
	Handicaps		-	6,560	(6,560)		-	7,480	(7,480)	
	Hand Cart Rentals		-	48	(48)		-	48	(48)	
	Golf Club Rentals		-	-	-		-	-	-	
	Golf Club Repairs		303	30	273		303	110	193	
	Locker Rentals		960	1,680	(720)		1,440	2,240	(800)	
	Illinois Sales Tax (1.75%)		19	115	(97)		54	329	(275)	
	Glen Ellyn Food & Beverage Tax (1%)		2	14	(12)		5	36	(31)	
	Misc. Tournament Prize		-	-	-		-	-	-	
	FootGolf Ball Rentals		-	-	-		-	-	-	
	ATM Machine Commission		5	5	(0)		11	11	1	
	Miscellaneous		-	-	-		25	(30)	55	
	Total	$ 126,550	$ 14,288	$ 10,952	$ 3,336		$ 14,839	$ 12,724	$ 2,114	

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of February 28, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH 2021	MONTH 2020	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2021	YEAR-TO-DATE 2020	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5520	**RESERVE 22 REVENUES:**									
441100	Food	$ 1,500,000	$ 24,397	$ 69,377	$ (44,980)	-65%	$ 36,118	$ 127,474	$ (91,357)	-72%
441101	Liquor	260,000	3,583	11,421	(7,838)	-69%	4,081	22,607	(18,526)	-82%
441102	Beer	485,000	3,809	11,192	(7,383)	-66%	4,450	20,269	(15,819)	-78%
441103	Wine	235,000	3,163	13,592	(10,429)	-77%	3,687	25,015	(21,328)	-85%
441104	NA Beverages	85,000	188	2,363	(2,175)	-92%	220	3,855	(3,634)	-94%
441106	Room Charges	4,000	-	-	-	0%	-	1,950	(1,950)	-100%
441107	Service Charges	160,000	251	8,783	(8,532)	-97%	251	16,366	(16,115)	-98%
489000	Miscellaneous Revenue	2,000	94	(3)	96	-3539%	94	1,567	(1,474)	-94%
	Total Revenues	**$ 2,731,000**	**$ 35,484**	**$ 116,725**	**$ (81,241)**	**-70%**	**$ 48,900**	**$ 219,103**	**$ (170,202)**	**-78%**
55730	**COST OF GOODS SOLD:**									
530400	Cost of Goods Sold - Beer	$ 135,800	$ 1,008	$ 1,266	$ (258)	-20%	$ 1,164	$ 4,152	$ (2,987)	-72%
530401	Cost of Goods Sold - Wine	72,850	206	5,938	(5,733)	-97%	685	8,379	(7,694)	-92%
530402	Cost of Goods Sold - Liquor	52,000	(97)	2,630	(2,727)	-104%	(31)	4,123	(4,154)	-101%
530405	Cost of Goods Sold - NA Beverages	35,700	(230)	1,855	(2,085)	-112%	188	2,236	(2,048)	-92%
530420	Cost of Goods Sold - Food	480,000	5,722	19,914	(14,191)	-71%	9,043	42,392	(33,349)	-79%
	Total Cost of Goods Sold	**$ 776,350**	**$ 6,608**	**$ 31,603**	**$ (24,994)**	**-79%**	**$ 11,049**	**$ 61,281**	**$ (50,232)**	**-82%**
	Gross Profit	**$ 1,954,650**	**$ 28,876**	**$ 85,123**	**$ (56,247)**	**-66%**	**$ 37,852**	**$ 157,822**	**$ (119,970)**	**-76%**
	Gross Profit Percentage	**72%**	**81%**	**73%**			**77%**	**72%**		
55730	**OTHER OPERATING EXPENSES:**									
510100	Salaries - Pensionable	$ 607,800	$ 25,472	$ 42,121	$ (16,649)	-40%	$ 48,803	$ 108,544	$ (59,741)	-55%
510120	Salaries - Non-Pensionable	460,000	918	13,406	(12,488)	-93%	1,044	36,927	(35,882)	-97%
510200	Salaries - Overtime	5,000	-	-	-	0%	-	397	(397)	-100%
510399	Tips Paid Through Payroll	-	(396)	(1,071)	675	-63%	(1,264)	2,605	(3,869)	-149%
510400	FICA Taxes	115,440	2,212	4,986	(2,774)	-56%	3,988	13,215	(9,227)	-70%
510500	IMRF	53,520	2,258	4,248	(1,990)	-47%	4,317	11,132	(6,816)	-61%
590600	Health Insurance	73,900	5,574	4,877	696	14%	11,147	12,194	(1,047)	-9%
52XXXX	Contractual Services	179,246	4,183	14,670	(10,487)	-71%	9,398	27,464	(18,066)	-66%
53XXXX	Commodities	149,000	503	8,992	(8,489)	-94%	2,928	18,346	(15,418)	-84%
	Total Operating Expenses	**$ 1,643,906**	**$ 40,723**	**$ 92,230**	**$ (51,507)**	**-56%**	**$ 80,361**	**$ 230,825**	**$ (150,464)**	**-65%**
	Operating Income (Loss)	**$ 310,744**	**$ (11,847)**	**$ (7,107)**	**$ (4,740)**	**67%**	**$ (42,510)**	**$ (73,003)**	**$ 30,493**	**-42%**
	Operating Income (Loss) Percentage	**11%**	**-33%**	**-6%**			**-87%**	**-33%**		

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of February 28, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH 2021	MONTH 2020	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2021	YEAR-TO-DATE 2020	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	KEY METRICS									
		Goal								
	Revenue Source:									
	Restaurant/Bar	*N/A*	*$ 33,878*	*$ 65,073*	*$ (31,195)*	*-48%*	*$ 47,274*	*$ 121,628*	*$ (74,354)*	*-61%*
	Banquets	*N/A*	*1,505*	*51,612*	*(50,107)*	*-97%*	*1,505*	*97,416*	*(95,911)*	*-98%*
	Other	*N/A*	*102*	*40*	*62*	*155%*	*122*	*58*	*63*	*109%*
	Total	*$ 2,731,000*	*$ 35,484*	*$ 116,725*	*$ (81,241)*	*-70%*	*$ 48,900*	*$ 219,103*	*$ (170,202)*	*-78%*
	Reserve 22 Revenues (Last 12 Months)	*$ 2,731,000*					$ 1,773,486	$ 2,671,777	*$ (898,291)*	*-34%*
	Reserve 22 Expenses (Last 12 Months)	*$ 2,420,256*					$ 1,796,492	$ 2,523,319	*$ (726,827)*	*-29%*
	# Guest Checks (Restaurant/Bar)	*N/A*	*663*	*1,850*	*(1,187)*		*1,004*	*3,514*	*(2,510)*	
	Revenue Per Guest Check	*N/A*	*$ 51.10*	*$ 35.17*	*$ 15.92*		*$ 47.09*	*$ 34.61*	*$ 12.47*	
	# Guests (Restaurant/Bar)	*N/A*	*989*	*2,964*	*(1,975)*		*1,390*	*5,765*	*(4,375)*	
	Average Guest Spend	*N/A*	*$ 34.25*	*$ 21.95*	*$ 12.30*		*$ 34.01*	*$ 21.10*	*$ 12.91*	
	Cost of Goods Sold %	*28%*	*19%*	*27%*	*-8%*		*23%*	*28%*	*-5%*	
	Cost of Goods Sold % (By Category):									
	Cost of Goods Sold - Beer	*28%*	*26%*	*11%*	*15%*		*26%*	*20%*	*6%*	
	Cost of Goods Sold - Wine	*31%*	*7%*	*44%*	*-37%*		*19%*	*33%*	*-15%*	
	Cost of Goods Sold - Liquor	*20%*	*-3%*	*23%*	*-26%*		*-1%*	*18%*	*-19%*	
	Cost of Goods Sold - NA Beverages	*42%*	*-123%*	*78%*	*-201%*		*85%*	*58%*	*27%*	
	Cost of Goods Sold - Food	*32%*	*23%*	*29%*	*-5%*		*25%*	*33%*	*-8%*	
	Personnel Expenses as % of Sales	*48%*	*103%*	*60%*	*43%*		*142%*	*83%*	*58%*	
	Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	*77%*	*121%*	*87%*	*35%*		*164%*	*111%*	*53%*	

VILLAGE LINKS / RESERVE 22

MONTHLY CASH INCREASE/DECREASE HISTORY

($000's)

	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	(23)	(21)	(843)
2021	(135)	(26)										
Avg	(126)	(58)	(83)	(67)	113	239	289	260	162	(44)	(107)	(706)
Best	(100)	42	41	67	216	516	356	500	239	36	(21)	(671)
Worst	(173)	(270)	(218)	(225)	(11)	30	186	92	72	(102)	(160)	(843)

NEXT 12 MONTH CASH BALANCE SCENARIOS

($000's)

	2021 FEB	2021 MAR	2021 APR	2021 MAY	2021 JUN	2021 JUL	2021 AUG	2021 SEP	2021 OCT	2021 NOV	2021 DEC	2022 JAN
Avg	**555**	472	405	518	757	1,046	1,306	1,468	1,423	1,317	611	485
Best	**555**	596	663	879	1,395	1,751	2,251	2,490	2,526	2,505	1,834	1,734
Worst	**555**	337	112	101	131	317	409	481	379	219	(624)	(797)
	actual											

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

Meeting 3/26/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Steve Thompson

AGENDA ITEM (ID # 2021-1004)

DOC ID: 2021-1004

Trustee Liaison - Steve Thompson

Statement of the Issue:
Trustee Thompson will provide an update.

Analysis:
N/A

Budget Impact:
N/A

Action Requested:
N/A

Attachments: