



Agenda
Village of Glen Ellyn
Recreation Commission Meeting
Friday, June 25, 2021
7:00 AM
Village Links/Reserve 22

Visitors are welcome to attend all Recreation Commission meetings.

- A. Call To Order**
- B. Public Comments**
- C. Approval of Minutes**
 - 1) May 28, 2021 Minutes
- D. Standing Reports**
 - 1) Manager - Jeff Vesevick
 - 2) Reserve 22 - Brad Chapple
 - 3) Financial - Jeff Vesevick
 - 4) Trustee Liaison - Steve Thompson
- E. Old Business**
- F. New Business**
- G. Next Meeting - July 30, 2021**
- H. Adjournment**



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

Meeting 6/25/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Aileen Haslett

**AGENDA ITEM (ID # 2021-
1162)**

DOC ID: 2021-1162

May 28, 2021 Minutes

Statement of the Issue:

Please review the attached minutes.

Analysis:

N/A

Budget Impact:

N/A

Action Requested:

Please review and approve the attached minutes.

Attachments:

1. MN052821

**RECREATION COMMISSION
MINUTES
MAY 28, 2021**

Board or Commission: Recreation
Meeting: Regular
Quorum: Yes

Called to Order: 7:03A.M.
Adjourned: 8:30A.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
Patrick Hohe	Student Commissioner	Excused Absence

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

A. CALL TO ORDER

The May 28, 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 APRIL 30, 2021 MEETING

1. MOVE TO APPROVE MINUTES OF MEETING FROM 4/30/21 AS PRESENTED.

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

D. STANDING REPORTS

1. Manager – Jeff Vesevick

General Manager Vesevick said fantastic weather was experienced for April 2021 and the course is in excellent shape. Golf rounds were up 90% for the month, and 105% for the year. Reserve 22 received an early boost by the mild April weather as patrons were eager to return to in-person dining. Guests have really enjoyed the patio and banquets are almost in full swing again. The Reserve 22 staff received many inquiries about banquets and this portion of the business will continue to improve. There are many new golfers and the junior league continues to sell out.

Discussion ensued regarding the golf course. Commissioner Reinke inquired about the grounds crew seasonal staffing levels. Golf Course Superintendent Cross indicated he has hired one (1) person since the last Recreation Commission meeting. Chairman O'Shea suggested hiring an outside landscaping company to help the grounds crew because the continued investment in the course is important. Commissioner Scott asked why the red and yellow stakes are sometimes moved. Golf Course Superintendent Cross explained coyotes remove these stakes and they end up somewhere else on the course.

2. Reserve 22 – Brad Chapple

Food and Beverage Director Chapple noted staffing shortages are over now. Reserve 22 is now using disposable paper menus, which allows menu changes. There have been some recent restaurant supply issues, which is also why the menu has been modified. Reserve 22 staff decided not to hire an outside caterer to handle the additional tent business and will handle this in-house. Commissioner Graham said the Mother's Day brunch was great and Commissioner Park said she recently attended a graduation and it was really nice.

3. Financial - Jeff Vesevick

General Manager Vesevick noted the financials now include 2019 because 2020 does not really provide a good comparison. The Links and Reserve 22 are in a fantastic financial position, and almost \$500,000 better than 2019 as far as operating income goes. General Manager Vesevick said operating profits are now on par with the financials experienced in the early 2000's, when 100,000 rounds were played. General Manager Vesevick said the cash projections are really encouraging especially in December when the average cash spend is between \$650,000 to \$850,000, and spending will go down by \$300,000, which will put the Links in a good position going into the spring.

4. Trustee Liaison – Steve Thompson

No report.

E. DISCUSSION – CIP PRIORITIZATION

1. CIP Prioritization

General Manager Vesevick referenced the potential capital improvement listing included in the agenda. The items included were based upon Recreation Commission discussions, staff suggestions, and guest comments. This list is not exhaustive and he is hoping for additional ideas. General Manager Vesevick hopes to prioritize the items and determine the most pressing needs for this facility. Once the priority projects are determined then project costs will be added to the list along with possible timeframes and then ultimately a plan to implement the projects.

Commissioner Reinke suggested spending money on improving the course. Commissioner Reinke suggested eliminating some of the bunkers. Golf Course Superintendent Cross said the course is over-bunkered, which slows play. Golf Course Superintendent Cross suggested hiring an architect to review the course and reduce the number of bunkers and reshape these areas and then shrink them down. Commissioner Reinke agreed the Links is over bunkered. Golf Course Superintendent Cross said there are several different approaches for course improvements including a full master plan update or a quick architect consultation to try and start the process. Chairman O'Shea recommended a full master plan update and obtaining a couple of request for proposals.

Discussion ensued regarding expanding the parking area. Director of Golf Allen said we need to figure out the maximum capacity for the facility and do not go beyond this maximum. General Manager Vesevick said we need to prioritize what the real needs are, obtain pricing, review cash reserves, and then look at pricing and start scheduling projects. Commissioner Graham would like to see improvements in the chipping, putting, and practice area. Chairman O'Shea recommended a course master plan update. Director of Golf Allen asked if the course improvements are more important than clubhouse improvements. The Commission concurred course improvements are the priority. General Manager Vesevick said some equipment will need to be replaced each year as well.

F. OLD BUSINESS

None.

G. NEW BUSINESS

Chairman O'Shea noted Commissioner Alison Park is departing the Recreation Commission. Chairman O'Shea thanked her for her service. Chairman O'Shea noted he did not know about the status of the other Recreation Commission appointments. General Manager Vesevick thanked everyone for serving on the Recreation Commission and said their feedback has been helpful.

H. NEXT MEETING – June 25, 2021

I. ADJOURNMENT

Commissioner Diver moved and Commissioner Park seconded, to adjourn the meeting. The meeting was adjourned at 8:30A.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 6/25/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Jeff Vesevick

**AGENDA ITEM (ID # 2021-
1163)**

DOC ID: 2021-1163

Manager - Jeff Vesevick

Statement of the Issue:

Please see the attached Manager's report.

Analysis:

N/A

Budget Impact:

N/A

Action Requested:

N/A

Attachments:

1. Manager's Report062521



VILLAGE LINKS

GLEN ELLYN

RESERVE
— 22
TWENTY-TWO

Manager's Report for May 2021

Prepared by Jeff Vesevick, General Manager

Weather is dictating things as it always does, we received 2.81" of precipitation (at the Links) which is 1.70" below normal (O' Hare). We are officially in a drought as determined by the U.S. Drought monitor. We happen to sit right on the edge of Moderate Drought and Severe Drought. We were slightly cold for May as we did record 4 frost delays and the temperature was 0.4°F below normal. Carts were grounded for 2 mornings (while rain soaked in) and allowed by afternoon (97% availability).

High Temperatures In May																	
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005
90° days		1		2					1	3	1	2				2	
80° days	8	5	2	11	4	8	7	10	7	9	5	7	3	2	13	4	2
70° days	5	8	14	8	10	4	11	8	10	7	9	9	14	11	8	11	13
60° days	8	10	6	8	9	12	6	5	7	11	7	6	13	11	10	9	11
50° days	10	4	8	2	8	5	5	6	4	1	8	7	1	7		3	3
40° days		3	1			2	2	2	2		1					2	2
30° days																	
Rain	2.8"	9.5"	7.7"	5.9"	3.3"	5.4"	4.0"	4.8"	4.9"	2.6"	4.9"	5.2"	3.1"	4.7"	1.5"	4.0"	2.2"

GOLF

The dry, warm conditions have allowed us to continue to attract golfers in near record numbers. A comparison to 2020 would be fruitless, since we spent the entire month closed due to state regulated mandates. ***The following comparisons use 2019 activity.***

Rounds played were up 65% for the month, and are up 81% for the year

Green fees were up 87% for the month, and are up 116% for the year

Driving range sales were up 82% for the month, and are up 110% for the year

Motor Car sales were up 141% for the month, and are up 154% for the year

Resident Card sales were up 53% for the month, and are up 26% for the year

Golf Revenues were up 84% for the month, and are up 96% for the year

Golf Revenue May											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Rounds	8,617	10,550	7,647	9,089	9,375	10,035	8,468	8,824	6,872	5,590	11,309
Green Fees	204,372	257,288	185,960	221,319	228,593	244,793	206,351	223,066	191,363	189,810	358,161
Driving Range	25,477	32,851	0	33,163	32,955	36,392	32,148	40,365	36,096	5,627	65,667
Pro Shop	20,601	26,574	11,130	20,140	23,058	25,008	20,949	22,215	17,120	3,588	22,286
Carts	42,494	56,373	42,316	52,329	55,168	58,352	53,573	65,210	35,203	12,080	84,890
Resident Cards	3,048	4,310	4,935	5,770	5,090	4,670	4,060	3,920	2,800	5,380	4,296
Miscellaneous	7,776	8,705	5,475	28,089	10,360	8,266	10,678	13,282	13,001	9,886	10,047
Total Revenue	303,567	385,904	249,783	337,596	355,237	379,424	327,759	368,058	295,582	226,371	545,092
2021 was one of the best Mays in VL history											

Golf revenues remain strong, especially on the Driving Range, where we are seeing the highest numbers ever for the Spring season.

Golf Outing requests are continuing to trickle in, as Director of Golf Noel Allen carefully schedules events in more non-prime times.

All leagues, including the *Swingin' Set Ladies* and *Over 60 Men* are now in full swing, and enjoying the dry golfable weather.

Staff is making preparations for the annual **HAVE ONE ON US** Customer Appreciation weekend. This year is particularly challenging, as many of the events focus on volume and a party atmosphere which will be greatly hampered by the continuing pandemic restrictions and apprehensions. The staff will attempt to offer a modified version of this most popular season kick off event.

RESERVE 22

Restaurant and bar sales got an early boost by the mild May weather, as patrons were eager to rerun to in person dining. 2021 sales for May, aided by the dry, mild weather are the best in the 8 year history of Reserve 22. The Beverage Cart and Halfway House sales also enjoyed modest increases.

Reserve 22 - MAY				Year to Date		
	2020	2021	+/-	2020	2021	+/-
Restaurant & Bar	45,026	223,357	396.1%	233,783	478,046	104.5%
Banquets	0	69,076	#DIV/0!	108,803	90,119	-17.2%
from Outings	0	0	#DIV/0!	0	0	#DIV/0!
Beverage Cart	2,127	10,250	381.9%	2,127	12,423	484.1%
Halfway House	6,027	22,302	270.0%	6,987	38,847	456.0%
Other	696	5,572	700.6%	18,385	14,052	-23.6%
Total Reserve 22	53,876	330,557	513.6%	370,085	633,488	71.2%

Banquet Sales made a comeback in May, as pandemic restrictions finally started to ease, although we are not quite back to pre-pandemic 2019 volume. Inquiries remain strong, keeping ***Event Planning and Sales Coordinator Aimee Detterbeck*** on her toes.

GROUNDS

Continued conditions of drought, along with the challenging labor force shortage has had the golf course maintenance crew scrambling. Focus has been placed mainly on golf course playability, as many of the other duties, such as golf course landscaping has not received the required attention. The golf course playability is excellent, as the dry conditions have assisted in producing the fast and firm conditions many golfers appreciate.

Grounds

1. Plant protectant apps started on all playing surfaces
2. All rough sprayed for weeds and preemergent for crabgrass
3. Drip irrigation installed on hanging baskets at clubhouse
4. Ball washers and benches put on course
5. Flowers planted at entrance signs, and Lambert sign
6. Still looking to add seasonal staff
7. Replaced all fairway yardage markers with newly painted markers
8. De littered parkways multiple times

Mechanical and Building Maintenance

1. 4 pieces of equipment were repaired and/or serviced.
2. Grinding of reels and mower blades as needed
3. Helped with Tent Install, Takedown, and Reinstall
4. Finished electrical and ran new network cables for lightning system
5. Installed new Network cable in kitchen for new line printer
6. Installed new lights in tent and restaurant patio, LEDs with wider spacing (no more missing bulbs)
7. Installed safety netting on remainder of north side of patio

Horticulture/Conservation

1. Panfish Park stumps seeded by outside contractor
2. Removal of excess mulch in beds, replaced with new thin layer
3. Spraying mulch beds for weeds
4. Tropical Plants and Hanging Baskets Out



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

Meeting 6/25/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen, Jeff Vesevick

**AGENDA ITEM (ID
2021-1165)**

DOC ID: 2021-1165

Financial - Jeff Vesevick

Statement of the Issue:

Please review the attached financial reports.

Analysis:

N/A

Budget Impact:

N/A

Action Requested:

N/A

Attachments:

1. Village Links - Financial Statements - May 2021
2. Village Links-R22- May 2021 vs. 2019
3. COH SCENARIOS MAY 21

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of May 31, 2021

ORG	DESCRIPTION	2021 BUDGET	MONTH				YEAR-TO-DATE				
			2021	2020	DIFF	% DIFF	2021	2020	DIFF	% DIFF	
REVENUES:											
5500	Village Links Revenues	\$ 3,113,850	\$ 547,331	\$ 226,428	\$ 320,903	142%	\$ 1,048,606	\$ 315,866	\$ 732,739	232%	
5520	Reserve 22 Revenues	2,731,000	341,185	53,876	287,309	533%	644,116	370,084	274,032	74%	
Total Revenues		\$ 5,844,850	\$ 888,516	\$ 280,304	\$ 608,212	217%	\$ 1,692,722	\$ 685,951	\$ 1,006,771	147%	
EXPENDITURES:											
55700	Administration	\$ 460,117	\$ 36,055	\$ 30,089	\$ 5,966	20%	\$ 186,102	\$ 185,999	\$ 103	0%	
55710	Golf Course Maintenance	899,270	113,392	53,335	60,057	113%	309,386	251,939	57,447	23%	
55720	Golf Services	722,908	62,142	29,536	32,606	110%	212,955	180,149	32,806	18%	
55730	Reserve 22	2,420,256	207,946	51,889	156,057	301%	513,810	529,239	(15,429)	-3%	
55740	Stormwater Management	28,814	517	267	251	94%	1,652	1,904	(252)	-13%	
55750	Pro Shop Merchandise	158,495	10,360	8,787	1,573	18%	43,492	15,918	27,574	173%	
55780	Motorized Carts	45,515	4,697	58	4,639	8032%	8,012	307	7,705	2510%	
557X5	Mechanical Maintenance	196,841	9,546	7,512	2,034	27%	76,722	62,990	13,732	22%	
Total Operating Expenses		\$ 4,932,216	\$ 444,655	\$ 181,472	\$ 263,182	145%	\$ 1,352,131	\$ 1,228,444	\$ 123,686	10%	
Operating Income (Loss)		\$ 912,634	\$ 443,861	\$ 98,832	\$ 345,030	349%	\$ 340,591	\$ (542,494)	\$ 883,085	-163%	
Debt Service		656,084	-	-	-	0%	-	-	-	0%	
Capital Expenditures		222,000	-	12,440	(12,440)	-100%	34,940	20,525	14,415	70%	
CHANGE IN NET POSITION		\$ 34,550	\$ 443,861	\$ 86,392	\$ 357,470	414%	\$ 305,651	\$ (563,019)	\$ 868,670	-154%	

KEY METRICS

	<u>Goal</u>							
Personnel Expenses as % of Sales	47%	24%	45%	-21%	42%	117%	-75%	
Cash Balance (End of Month, in \$000's)	\$ 1,234	\$ 1,198	\$ 139	\$ 1,059				

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of May 31, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH				YEAR-TO-DATE			
			2021	2020	DIFF	% DIFF	2021	2020	DIFF	% DIFF
5500	VILLAGE LINKS REVENUES:									
440550	Green Fees	\$ 1,950,000	\$ 358,161	\$ 189,810	\$ 168,351	89%	\$ 619,832	\$ 217,562	\$ 402,271	185%
440554	Pro Shop - Sales	170,000	22,286	3,588	18,698	521%	53,171	13,640	39,530	290%
440555	Motor Carts	500,000	84,890	12,080	72,810	603%	147,891	15,844	132,047	833%
440556	Driving Range	300,000	65,667	5,627	60,041	1067%	138,393	13,666	124,726	913%
440557	Resident Cards	32,000	4,296	5,380	(1,084)	-20%	30,236	20,980	9,256	44%
460100	Investment Income	8,500	0	30	(29)	-99%	2	2,337	(2,336)	-100%
489000	Miscellaneous Revenue	126,550	10,047	9,920	127	1%	48,164	32,140	16,024	50%
489100	Miscellaneous - Over/Short	-	(249)	(6)	(242)	3942%	(250)	(304)	53	-18%
490800	Operating Transfer In	26,800	2,233	-	2,233	0%	11,167	-	11,167	0%
	Total Revenues	\$ 3,113,850	\$ 547,331	\$ 226,428	\$ 320,903	142%	\$ 1,048,606	\$ 315,866	\$ 732,739	232%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 127,500	\$ 7,768	\$ 6,799	\$ 969	14%	\$ 31,586	\$ 4,045	\$ 27,540	681%
	Total Cost of Goods Sold	\$ 127,500	\$ 7,768	\$ 6,799	\$ 969	14%	\$ 31,586	\$ 4,045	\$ 27,540	681%
	Gross Profit	\$ 2,986,350	\$ 539,563	\$ 219,629	\$ 319,935	146%	\$ 1,017,020	\$ 311,821	\$ 705,199	226%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 943,660	\$ 67,647	\$ 64,562	\$ 3,085	5%	\$ 291,540	\$ 272,741	\$ 18,799	7%
510120	Salaries - Non-Pensionable	194,800	24,902	5,336	19,565	367%	42,994	80,684	(37,690)	-47%
510200	Salaries - Overtime	6,740	421	112	309	276%	551	134	417	311%
510400	FICA Taxes	86,408	6,898	5,129	1,769	34%	24,666	26,155	(1,489)	-6%
510500	IMRF	82,774	5,804	5,609	194	3%	24,477	29,600	(5,123)	-17%
590600	Health Insurance	137,400	10,281	10,121	160	2%	48,321	55,512	(7,191)	-13%
52XXXX	Contractual Services	624,178	46,354	22,536	23,818	106%	221,053	181,530	39,522	22%
53XXXX	Commodities	308,500	66,634	9,378	57,256	611%	153,132	48,804	104,329	214%
	Total Operating Expenses	\$ 2,384,460	\$ 228,941	\$ 122,784	\$ 106,156	86%	\$ 806,735	\$ 695,160	\$ 111,575	16%
	Operating Income (Loss)	\$ 601,890	\$ 310,622	\$ 96,844	\$ 213,778	221%	\$ 210,285	\$ (383,339)	\$ 593,624	-155%
	Operating Income (Loss) Percentage	19%	57%	43%			20%	-121%		

KEY METRICS

	<u>Goal</u>								
Rounds Played	70,000	11,309	5,590	5,719	20,734	7,078	13,656		
Revenue Per Round	\$ 44.48	\$ 48.40	\$ 40.51	\$ 7.89	\$ 50.57	\$ 44.63	\$ 5.95		
Resident Cards Sold	N/A	228	288	(60)	2,546	1,930	616		
Cost of Goods Sold % - Pro Shop	75%	35%	190%	-155%	59%	30%	30%		
Personnel Expenses as % of Sales	47%	21%	40%	-19%	41%	147%	-106%		

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of May 31, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH				YEAR-TO-DATE			
			2021	2020	DIFF	% DIFF	2021	2020	DIFF	% DIFF
<u>MISCELLANEOUS REVENUE</u>										
Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories:										
Adult & Junior Golf Lessons			\$ 4,425	\$ 8,450	\$ (4,025)		\$ 33,000	\$ 13,250	\$ 19,750	
Handicaps			-	520	(520)		-	13,560	(13,560)	
Hand Cart Rentals			3,745	769	2,976		7,140	1,625	5,515	
Golf Club Rentals			440	-	440		610	30	580	
Golf Club Repairs			-	60	(60)		738	170	568	
Locker Rentals			80	80	-		2,720	2,880	(160)	
Illinois Sales Tax (1.75%)			277	35	242		507	610	(102)	
Glen Ellyn Food & Beverage Tax (1%)			25	(2)	27		47	19	29	
Misc. Outings			1,048	-	1,048		1,048	-	1,048	
FootGolf Ball Rentals			5	15	(10)		5	15	(10)	
ATM Machine Commission			-	-	-		11	20	(8)	
Miscellaneous			2	(8)	10		2,338	(38)	2,376	
Total		\$ 126,550	\$ 10,047	\$ 9,920	\$ 127		\$ 48,164	\$ 32,140	\$ 16,024	

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of May 31, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH				YEAR-TO-DATE			
			2021	2020	DIFF	% DIFF	2021	2020	DIFF	% DIFF
5520	RESERVE 22 REVENUES:									
441100	Food	\$ 1,500,000	\$ 183,704	\$ 33,289	\$ 150,415	452%	\$ 364,218	\$ 228,989	\$ 135,229	59%
441101	Liquor	260,000	36,495	4,649	31,846	685%	66,587	33,507	33,080	99%
441102	Beer	485,000	68,001	9,972	58,029	582%	123,509	39,624	83,884	212%
441103	Wine	235,000	28,069	4,006	24,062	601%	53,334	35,958	17,376	48%
441104	NA Beverages	85,000	10,858	1,920	8,939	466%	18,347	6,785	11,562	170%
441106	Room Charges	4,000	430	-	430	0%	430	1,950	(1,520)	-78%
441107	Service Charges	160,000	12,754	-	12,754	0%	16,684	21,663	(4,979)	-23%
489000	Miscellaneous Revenue	2,000	874	40	833	2059%	1,007	1,608	(600)	-37%
	Total Revenues	\$ 2,731,000	\$ 341,185	\$ 53,876	\$ 287,309	533%	\$ 644,116	\$ 370,084	\$ 274,032	74%
55730	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 135,800	\$ 20,461	\$ 2,593	\$ 17,868	689%	\$ 33,976	\$ 11,721	\$ 22,255	190%
530401	Cost of Goods Sold - Wine	72,850	11,325	1,282	10,043	783%	17,515	11,941	5,573	47%
530402	Cost of Goods Sold - Liquor	52,000	8,431	1,209	7,223	598%	12,758	6,769	5,989	88%
530405	Cost of Goods Sold - NA Beverages	35,700	5,249	(407)	5,657	-1389%	9,537	3,459	6,078	176%
530420	Cost of Goods Sold - Food	480,000	43,279	7,052	36,227	514%	98,906	75,953	22,953	30%
	Total Cost of Goods Sold	\$ 776,350	\$ 88,746	\$ 11,729	\$ 77,017	657%	\$ 172,692	\$ 109,844	\$ 62,848	57%
	Gross Profit	\$ 1,954,650	\$ 252,439	\$ 42,148	\$ 210,291	499%	\$ 471,424	\$ 260,241	\$ 211,183	81%
	Gross Profit Percentage	72%	74%	78%			73%	70%		
55730	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 607,800	\$ 42,865	\$ 25,312	\$ 17,552	69%	\$ 151,840	\$ 204,805	\$ (52,965)	-26%
510120	Salaries - Non-Pensionable	460,000	35,871	380	35,490	9331%	65,448	60,287	5,161	9%
510200	Salaries - Overtime	5,000	1,344	-	1,344	0%	1,497	400	1,097	274%
510399	Tips Paid Through Payroll	-	(5,450)	(1,631)	(3,818)	234%	(12,858)	2,576	(15,434)	-599%
510400	FICA Taxes	115,440	8,459	1,932	6,527	338%	20,938	23,190	(2,252)	-10%
510500	IMRF	53,520	5,017	2,231	2,786	125%	15,513	20,253	(4,740)	-23%
590600	Health Insurance	73,900	5,574	4,877	696	14%	27,868	26,826	1,042	4%
52XXXX	Contractual Services	179,246	12,841	4,392	8,448	192%	35,545	48,225	(12,680)	-26%
53XXXX	Commodities	149,000	12,680	2,666	10,014	376%	35,328	32,835	2,493	8%
	Total Operating Expenses	\$ 1,643,906	\$ 119,200	\$ 40,160	\$ 79,040	197%	\$ 341,118	\$ 419,396	\$ (78,277)	-19%
	Operating Income (Loss)	\$ 310,744	\$ 133,239	\$ 1,987	\$ 131,252	6604%	\$ 130,306	\$ (159,155)	\$ 289,461	-182%
	Operating Income (Loss) Percentage	11%	39%	4%			20%	-43%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of May 31, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH				YEAR-TO-DATE			
			2021	2020	DIFF	% DIFF	2021	2020	DIFF	% DIFF
KEY METRICS										
			Goal							
Revenue Source:										
Restaurant/Bar	N/A		\$ 223,283	\$ 45,012	\$ 178,271	396%	\$ 477,939	\$ 233,406	\$ 244,533	105%
Banquets	N/A		79,705	-	79,705	0%	104,089	125,958	(21,869)	-17%
Other	N/A		38,197	8,864	29,333	331%	62,088	10,721	51,367	479%
Total		\$ 2,731,000	\$ 341,185	\$ 53,876	\$ 287,309	533%	\$ 644,116	\$ 370,084	\$ 274,032	74%
Reserve 22 Revenues (Last 12 Months)		\$ 2,731,000					\$ 2,217,720	\$ 2,208,501	\$ 9,219	0%
Reserve 22 Expenses (Last 12 Months)		\$ 2,420,256					\$ 1,981,758	\$ 2,203,156	\$ (221,398)	-10%
# Guest Checks (Restaurant/Bar)	N/A		5,594	852	4,742		11,771	6,245	5,526	
Revenue Per Guest Check	N/A		\$ 39.91	\$ 52.83	\$ (12.92)		\$ 40.60	\$ 37.37	\$ 3.23	
# Guests (Restaurant/Bar)	N/A		9,744	1,386	8,358		19,620	9,799	9,821	
Average Guest Spend	N/A		\$ 22.91	\$ 32.48	\$ (9.56)		\$ 24.36	\$ 23.82	\$ 0.54	
Cost of Goods Sold %	28%		26%	22%	4%		27%	30%	-3%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer	28%		30%	26%	4%		28%	30%	-2%	
Cost of Goods Sold - Wine	31%		40%	32%	8%		33%	33%	0%	
Cost of Goods Sold - Liquor	20%		23%	26%	-3%		19%	20%	-1%	
Cost of Goods Sold - NA Beverages	42%		48%	-21%	70%		52%	51%	1%	
Cost of Goods Sold - Food	32%		24%	21%	2%		27%	33%	-6%	
Personnel Expenses as % of Sales	48%		29%	64%	-36%		44%	91%	-47%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	77%		55%	86%	-31%		71%	120%	-50%	

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of May 31, 2021

ORG	DESCRIPTION	2021 BUDGET	MONTH				YEAR-TO-DATE				
			2021	2019	DIFF	% DIFF	2021	2019	DIFF	% DIFF	
REVENUES:											
5500	Village Links Revenues	\$ 3,113,850	\$ 547,331	\$ 296,865	\$ 250,466	84%	\$ 1,048,606	\$ 534,690	\$ 513,916	96%	
5520	Reserve 22 Revenues	2,731,000	341,185	306,370	34,815	11%	644,116	774,072	(129,956)	-17%	
Total Revenues		\$ 5,844,850	\$ 888,516	\$ 603,235	\$ 285,281	47%	\$ 1,692,722	\$ 1,308,762	\$ 383,960	29%	
EXPENDITURES:											
55700	Administration	\$ 460,117	\$ 36,055	\$ 32,805	\$ 3,249	10%	\$ 186,102	\$ 173,718	\$ 12,384	7%	
55710	Golf Course Maintenance	899,270	113,392	65,853	47,539	72%	309,386	290,911	18,475	6%	
55720	Golf Services	722,908	62,142	59,320	2,822	5%	212,955	228,975	(16,020)	-7%	
55730	Reserve 22	2,420,256	207,946	228,165	(20,219)	-9%	513,810	804,803	(290,992)	-36%	
55740	Stormwater Management	28,814	517	769	(252)	-33%	1,652	2,007	(355)	-18%	
55750	Pro Shop Merchandise	158,495	10,360	14,624	(4,264)	-29%	43,492	39,559	3,934	10%	
55780	Motorized Carts	45,515	4,697	2,546	2,151	84%	8,012	4,117	3,895	95%	
557X5	Mechanical Maintenance	196,841	9,546	17,333	(7,787)	-45%	76,722	90,397	(13,675)	-15%	
Total Operating Expenses		\$ 4,932,216	\$ 444,655	\$ 421,416	\$ 23,239	6%	\$ 1,352,131	\$ 1,634,487	\$ (282,356)	-17%	
Operating Income (Loss)		\$ 912,634	\$ 443,861	\$ 181,819	\$ 262,042	144%	\$ 340,591	\$ (325,725)	\$ 666,316	-205%	
Debt Service		656,084	-	-	-	0%	-	-	-	0%	
Capital Expenditures		222,000	-	63,621	(63,621)	-100%	34,940	182,493	(147,552)	-81%	
CHANGE IN NET POSITION		\$ 34,550	\$ 443,861	\$ 118,198	\$ 325,663	276%	\$ 305,651	\$ (508,218)	\$ 813,869	-160%	

KEY METRICS

	<u>Goal</u>							
Personnel Expenses as % of Sales	47%	24%	37%	-13%	42%	68%	-25%	
Cash Balance (End of Month, in \$000's)	\$ 1,234	\$ 1,198	\$ 485	\$ 713				

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of May 31, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH				YEAR-TO-DATE			
			2021	2019	DIFF	% DIFF	2021	2019	DIFF	% DIFF
5500	VILLAGE LINKS REVENUES:									
440550	Green Fees	\$ 1,950,000	\$ 358,161	\$ 191,363	\$ 166,797	87%	\$ 619,832	\$ 287,665	\$ 332,168	115%
440554	Pro Shop - Sales	170,000	22,286	17,120	5,166	30%	53,171	35,388	17,783	50%
440555	Motor Carts	500,000	84,890	35,203	49,687	141%	147,891	58,267	89,625	154%
440556	Driving Range	300,000	65,667	36,096	29,572	82%	138,393	65,962	72,430	110%
440557	Resident Cards	32,000	4,296	2,800	1,496	53%	30,236	24,100	6,136	25%
460100	Investment Income	8,500	0	809	(809)	-100%	2	5,604	(5,603)	-100%
489000	Miscellaneous Revenue	126,550	10,047	13,432	(3,385)	-25%	48,164	57,691	(9,527)	-17%
489100	Miscellaneous - Over/Short	-	(249)	43	(292)	-674%	(250)	13	(263)	-2078%
490800	Operating Transfer In	26,800	2,233	-	2,233	0%	11,167	-	11,167	0%
	Total Revenues	\$ 3,113,850	\$ 547,331	\$ 296,865	\$ 250,466	84%	\$ 1,048,606	\$ 534,690	\$ 513,916	96%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 127,500	\$ 7,768	\$ 12,523	\$ (4,755)	-38%	\$ 31,586	\$ 28,058	\$ 3,527	13%
	Total Cost of Goods Sold	\$ 127,500	\$ 7,768	\$ 12,523	\$ (4,755)	-38%	\$ 31,586	\$ 28,058	\$ 3,527	13%
	Gross Profit	\$ 2,986,350	\$ 539,563	\$ 284,342	\$ 255,221	90%	\$ 1,017,020	\$ 506,631	\$ 510,389	101%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 943,660	\$ 67,647	\$ 68,491	\$ (844)	-1%	\$ 291,540	\$ 302,095	\$ (10,555)	-3%
510120	Salaries - Non-Pensionable	194,800	24,902	20,545	4,357	21%	42,994	41,089	1,905	5%
510200	Salaries - Overtime	6,740	421	418	3	1%	551	548	4	1%
510400	FICA Taxes	86,408	6,898	6,716	182	3%	24,666	25,822	(1,156)	-4%
510500	IMRF	82,774	5,804	4,808	996	21%	24,477	20,995	3,483	17%
590600	Health Insurance	137,400	10,281	8,088	2,193	27%	48,321	43,760	4,561	10%
52XXXX	Contractual Services	624,178	46,354	48,920	(2,566)	-5%	221,053	231,756	(10,703)	-5%
53XXXX	Commodities	308,500	66,634	22,742	43,892	193%	153,132	135,561	17,571	13%
	Total Operating Expenses	\$ 2,384,460	\$ 228,941	\$ 180,728	\$ 48,213	27%	\$ 806,735	\$ 801,625	\$ 5,110	1%
	Operating Income (Loss)	\$ 601,890	\$ 310,622	\$ 103,615	\$ 207,008	200%	\$ 210,285	\$ (294,994)	\$ 505,280	-171%
	Operating Income (Loss) Percentage	19%	57%	35%			20%	-55%		

KEY METRICS

	Goal								
Rounds Played	70,000	11,309	6,862	4,447	20,734	11,455	9,279		
Revenue Per Round	\$ 44.48	\$ 48.40	\$ 43.26	\$ 5.14	\$ 50.57	\$ 46.68	\$ 3.90		
Resident Cards Sold	N/A	228	145	83	2,546	2,087	459		
Cost of Goods Sold % - Pro Shop	75%	35%	73%	-38%	59%	79%	-20%		
Personnel Expenses as % of Sales	47%	21%	37%	-16%	41%	81%	-40%		

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of May 31, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH				YEAR-TO-DATE			
			2021	2019	DIFF	% DIFF	2021	2019	DIFF	% DIFF
<u>MISCELLANEOUS REVENUE</u>										
Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories:										
Adult & Junior Golf Lessons			\$ 4,425	\$ 2,610	\$ 1,815		\$ 33,000	\$ 9,715	\$ 23,285	
Handicaps			-	4,135	(4,135)		-	33,575	(33,575)	
Hand Cart Rentals			3,745	4,914	(1,170)		7,140	7,044	96	
Golf Club Rentals			440	560	(120)		610	730	(120)	
Golf Club Repairs			-	612	(612)		738	2,027	(1,290)	
Locker Rentals			80	160	(80)		2,720	3,200	(480)	
Illinois Sales Tax (1.75%)			277	248	29		507	811	(304)	
Glen Ellyn Food & Beverage Tax (1%)			25	(14)	39		47	3	45	
Misc. Outings			1,048	-	1,048		1,048	-	1,048	
FootGolf Ball Rentals			5	-	5		5	20	(15)	
ATM Machine Commission			-	11	(11)		11	31	(20)	
Miscellaneous			2	197	(195)		2,338	535	1,804	
Total		\$ 126,550	\$ 10,047	\$ 13,432	\$ (3,385)		\$ 48,164	\$ 57,691	\$ (9,527)	

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of May 31, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH				YEAR-TO-DATE			
			2021	2019	DIFF	% DIFF	2021	2019	DIFF	% DIFF
5520	RESERVE 22 REVENUES:									
441100	Food	\$ 1,500,000	\$ 183,704	\$ 170,996	\$ 12,708	7%	\$ 364,218	\$ 458,904	\$ (94,685)	-21%
441101	Liquor	260,000	36,495	28,053	8,442	30%	66,587	66,842	(255)	0%
441102	Beer	485,000	68,001	58,696	9,305	16%	123,509	119,683	3,825	3%
441103	Wine	235,000	28,069	24,652	3,417	14%	53,334	70,928	(17,594)	-25%
441104	NA Beverages	85,000	10,858	7,446	3,413	46%	18,347	16,878	1,469	9%
441106	Room Charges	4,000	430	-	430	0%	430	1,500	(1,070)	-71%
441107	Service Charges	160,000	12,754	16,506	(3,753)	-23%	16,684	39,327	(22,643)	-58%
489000	Miscellaneous Revenue	2,000	874	20	854	4270%	1,007	10	997	9965%
	Total Revenues	\$ 2,731,000	\$ 341,185	\$ 306,370	\$ 34,815	11%	\$ 644,116	\$ 774,072	\$ (129,956)	-17%
55730	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 135,800	\$ 20,461	\$ 15,111	\$ 5,349	35%	\$ 33,976	\$ 30,469	\$ 3,507	12%
530401	Cost of Goods Sold - Wine	72,850	11,325	8,658	2,667	31%	17,515	18,661	(1,147)	-6%
530402	Cost of Goods Sold - Liquor	52,000	8,431	7,815	616	8%	12,758	15,162	(2,403)	-16%
530405	Cost of Goods Sold - NA Beverages	35,700	5,249	4,358	891	20%	9,537	11,439	(1,902)	-17%
530420	Cost of Goods Sold - Food	480,000	43,279	50,133	(6,854)	-14%	98,906	156,487	(57,581)	-37%
	Total Cost of Goods Sold	\$ 776,350	\$ 88,746	\$ 86,076	\$ 2,670	3%	\$ 172,692	\$ 232,217	\$ (59,526)	-26%
	Gross Profit	\$ 1,954,650	\$ 252,439	\$ 220,294	\$ 32,145	15%	\$ 471,424	\$ 541,855	\$ (70,430)	-13%
	Gross Profit Percentage	72%	74%	72%			73%	70%		
55730	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 607,800	\$ 42,865	\$ 51,787	\$ (8,922)	-17%	\$ 151,840	\$ 237,062	\$ (85,223)	-36%
510120	Salaries - Non-Pensionable	460,000	35,871	38,959	(3,088)	-8%	65,448	122,662	(57,214)	-47%
510200	Salaries - Overtime	5,000	1,344	4,120	(2,776)	-67%	1,497	4,451	(2,955)	-66%
510399	Tips Paid Through Payroll	-	(5,450)	1,955	(7,404)	-379%	(12,858)	1,328	(14,186)	-1068%
510400	FICA Taxes	115,440	8,459	9,341	(882)	-9%	20,938	33,712	(12,773)	-38%
510500	IMRF	53,520	5,017	4,429	587	13%	15,513	18,776	(3,263)	-17%
590600	Health Insurance	73,900	5,574	5,848	(275)	-5%	27,868	34,424	(6,556)	-19%
52XXXX	Contractual Services	179,246	12,841	13,620	(779)	-6%	35,545	63,121	(27,576)	-44%
53XXXX	Commodities	149,000	12,680	12,030	650	5%	35,328	57,049	(21,721)	-38%
	Total Operating Expenses	\$ 1,643,906	\$ 119,200	\$ 142,089	\$ (22,889)	-16%	\$ 341,118	\$ 572,585	\$ (231,467)	-40%
	Operating Income (Loss)	\$ 310,744	\$ 133,239	\$ 78,204	\$ 55,035	70%	\$ 130,306	\$ (30,731)	\$ 161,036	-524%
	Operating Income (Loss) Percentage	11%	39%	26%			20%	-4%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of May 31, 2021

ORG/ OBJECT	DESCRIPTION	2021 BUDGET	MONTH				YEAR-TO-DATE			
			2021	2019	DIFF	% DIFF	2021	2019	DIFF	% DIFF
<u>KEY METRICS</u>										
		<u>Goal</u>								
Revenue Source:										
Restaurant/Bar	N/A		\$ 223,283	\$ 185,546	\$ 37,738	20%	\$ 477,939	\$ 505,238	\$ (27,299)	-5%
Banquets	N/A		79,705	101,682	(21,977)	-22%	104,089	241,284	(137,195)	-57%
Other	N/A		38,197	19,142	19,055	100%	62,088	27,550	34,539	125%
Total	\$ 2,731,000		\$ 341,185	\$ 306,370	\$ 34,815	11%	\$ 644,116	\$ 774,072	\$ (129,956)	-17%
Reserve 22 Revenues (Last 12 Months)	\$ 2,731,000						\$ 2,217,720	\$ 2,482,490	\$ (264,770)	-11%
Reserve 22 Expenses (Last 12 Months)	\$ 2,420,256						\$ 1,981,758	\$ 2,488,242	\$ (506,484)	-20%
# Guest Checks (Restaurant/Bar)	N/A		5,594	5,638	(44)		11,771	15,326	(3,555)	
Revenue Per Guest Check	N/A		\$ 39.91	\$ 32.91	\$ 7.00		\$ 40.60	\$ 32.97	\$ 7.64	
# Guests (Restaurant/Bar)	N/A		9,744	9,637	107		19,620	26,163	(6,543)	
Average Guest Spend	N/A		\$ 22.91	\$ 19.25	\$ 3.66		\$ 24.36	\$ 19.31	\$ 5.05	
Cost of Goods Sold %	28%		26%	28%	-2%		27%	30%	-3%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer	28%		30%	26%	4%		28%	25%	2%	
Cost of Goods Sold - Wine	31%		40%	35%	5%		33%	26%	7%	
Cost of Goods Sold - Liquor	20%		23%	28%	-5%		19%	23%	-4%	
Cost of Goods Sold - NA Beverages	42%		48%	59%	-10%		52%	68%	-16%	
Cost of Goods Sold - Food	32%		24%	29%	-6%		27%	34%	-7%	
Personnel Expenses as % of Sales	48%		29%	37%	-9%		44%	58%	-15%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	77%		55%	65%	-10%		71%	88%	-18%	

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)	(21)	(843)
2021	(135)	(26)	96	172	371							

Avg	(126)	(58)	(61)	(37)	145	239	289	260	162	(44)	(107)	(706)
Best	(100)	42	96	172	371	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

	2021 <u>MAY</u>	2021 <u>JUN</u>	2021 <u>JUL</u>	2021 <u>AUG</u>	2021 <u>SEP</u>	2021 <u>OCT</u>	2021 <u>NOV</u>	2021 <u>DEC</u>	2022 <u>JAN</u>	2022 <u>FEB</u>	2022 <u>MAR</u>	2022 <u>APR</u>
Avg	1,198	1,437	1,726	1,986	2,148	2,104	1,997	1,291	1,165	1,108	1,047	1,010
Best	1,198	1,714	2,070	2,570	2,809	2,845	2,824	2,153	2,053	2,095	2,191	2,363
Worst	1,198	1,228	1,414	1,506	1,578	1,476	1,316	473	300	30	(188)	(413)

actual