



Agenda
Village of Glen Ellyn
Recreation Commission
Regular Meeting
Friday, May 29, 2020
7:00 AM
Village Links

Individuals with disabilities who plan to attend the hearing and who require certain accommodations in order to allow them to observe and participate, or who have questions regarding the accessibility of the meeting or facilities, are requested to contact the Village Links at least 24 hours before the meeting.

I. Call To Order

II. Public Comments

III. Minutes Approval - February 28, 2020

1. Village Links/Reserve 22 - Minutes - February 28, 2020

IV. Standing Reports

A. Manager - Jeff Vesevick

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

B. Financial - Jeff Vesevick

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

C. Trustee Liaison - Steve Thompson

V. Other Business

VI. Next Meeting - June 26, 2020

VII. Adjournment



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

Meeting: 05/29/20 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4499)

DOC ID: 4499

Village Links/Reserve 22 - Minutes - February 28, 2020

Please see attached Minutes.

ATTACHMENTS:

- MN022820 (PDF)

**RECREATION COMMISSION
MINUTES
FEBRUARY 28, 2020**

Board or Commission: Recreation
Meeting: Regular
Quorum: Yes

Called to Order: 7:04A.M.
Adjourned: 9:08A.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
Sophia Hadley	Student Commissioner	Excused Absence

Also, Present:

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

1. CALL TO ORDER

The February 28, 2020 meeting of the Recreation Commission was called to order at 7:04A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman O'Shea.

MOVE TO ALLOW COMMISSIONER DIVER TO TELECONFERENCE INTO THE MEETING.

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

2. PUBLIC COMMENTS

None.

3. APPROVAL OF MINUTES FROM FEBRUARY 7, 2020 MEETING

MOVE TO APPROVE MINUTES OF MEETING FROM 2/7/20 AS PRESENTED.

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

4. STANDING REPORTS

A. Manager's Report – General Manager Jeff Vesevick

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

General Manager Vesevick stated the phone message has been changed so that callers may select Reserve 22 as the first option. Grounds staff has been busy maintaining equipment in preparation for the new season. A new phone app is in the works which will improve marketing and reduce labor costs in the golf shop. Reserve 22 revenues are up 25%.

B. Reserve 22 – Food and Beverage Director Chapple

1. Reserve 22 – Restaurant Reviews – January 2020

Food and Beverage Director Chapple said about 300 people attended the Chili Cook-off and Reserve 22's own Chef Fota won the event. The banquet business is up because online tools are improving internet search optimization. 220 banquets have been booked this year compared to last year's total of 300. Banquets are up 67% over last year. Commissioner Scott said the Valentine special at Reserve 22 was really nice.

General Manager Vesevick noted Reserve 22 reviews have been overwhelming good. Chairman O'Shea noted Reserve 22 has a 4.3 rating on Google and inquired about the ratings on other sites. Food and Beverage Director Chapple replied there is a 4.4 rating on Open Table.

C. Financial – General Manager Jeff Vesevick

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

General Manager Vesevick said three (3) payrolls were paid out in January, which helps with the cash situation, because we will not be spending this going forward. Chairman O'Shea inquired about the negative cost of goods sold. Finance Director Coyle clarified the process for recording cost of goods sold.

General Manager Vesevick said he has been running daily profitability reports and Reserve 22 is up 10% better than last year.

D. Trustee Liaison Report – Steve Thompson

Village Manager Franz updated the Recreation Commission on the recent Village Board activities.

5. 2020 GOLF OPERATIONS – DIRECTOR OF GOLF NOEL ALLEN

Director of Golf Allen noted the last two (2) golf seasons have been challenging. Rounds played were their lowest in 2018 and 2019 due to the weather. The National Golf Foundation reported that in 2019 the Chicago golf market was down by 0.5%. compared to the Village Links which was up by 2% over 2018. General Manager Vesevick noted 2019 revenues for the period of May through September were comparable to more typical revenue years.

Director of Golf Allen said staff believes 2020 will be a better year for the Village Links and the partnership with Julie Rusin, Marketing Strategist, is very strong. The Village Links will undergo technology improvements, new staffing initiatives, and tournament changes. Employees will once again participate in contests to sell VIP cards. The Links will be partnering with the Glen Ellyn Library to promote junior golf camps. The commercial from last year will be edited and rebroadcasted. The Links will participate in the CBGA minimum package at a cost of about \$4,000. Chairman O'Shea inquired on what the CBGA brings to Links. Director of Golf Allen replied the CBGA brings added exposure and digital marketing. In an effort to create new business the Village Links will be offering the resident for a day rates to non-residents and use bounce-back incentives for full-paying customers.

Director of Golf Allen noted golf rates may need to increase for the 2021 season due to the minimum wage increases. General Manager Vesevick said the Links is consistently busier than other nearby courses. The Recreation Commission went on to discuss how golf leagues work. Director of Golf Allen noted the new phone app has some nice benefits including the ability to book a tee time, GPS capacity, and phone check-in. The new phone app is connected to the Village Links point of sale equipment. Director of Golf Allen said 2020 will be the first full year of golf express. Staff plans on preparing a live leaderboard for an upcoming tournament. The golf cart GPS tablets will have some new features including blue tooth.

Director of Golf Allen noted the Village Links will be hosting the Illinois Junior Golf Tournament and the US Women's Open Qualifying. The biggest challenges that the Village Links will face in 2020 are increasing rounds played and manage expenses.

6. OTHER BUSINESS

General Manager Vesevick noted at the next meeting there will be discussion of how the new permanent tee time selection process went. General Manager Vesevick said the Links hired Andrew Cross as the next Golf Course Superintendent and there will be some cross training for a couple of months with the current Golf Course Superintendent Chris Pekarek. General Manager Vesevick distributed a cash reserve analysis and noted May through September are the Village Links revenue producing months. General Manager

Vesevick noted that every year the Village Links is profitable and in 2022 there will be reduction in debt service.

Finance Director Coyle said the Village Board will be holding a workshop in March to review options to assist the Village Links cash position. General Manager Vesevick indicated a short-term loan would be the best option because then the Village Links retains its self-sufficient status. Chairman O'Shea said he appreciated Coyle's attendance at today's meeting.

7. NEXT MEETING FRIDAY, MARCH 27, 2020

8. ADJOURN

Commissioner Graham moved and Commissioner Reinke seconded, to adjourn the meeting. The meeting was adjourned at 9:08AM.

Submitted by Aileen Haslett, Recording Secretary

Reviewed by General Manager Jeff Vesevick



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

Meeting: 05/29/20 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4497)

DOC ID: 4497

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

Please see attached report.

ATTACHMENTS:

- Manager's Report052920 (PDF)



VILLAGE LINKS

G L E N E L L Y N

RESERVE
— 22
TWENTY-TWO

Manager's Report for April 2020

Prepared by Jeff Vesevick, General Manager

Still in the midst of the Stay at Home Order, the facility remained closed to the public. Staff was reduced to only what was necessary to support a mildly successful curbside food and beverage business, and making preparations for when the golf course might open, which was largely unpredictable. Part Time staff was laid off, and Full Time Clubhouse staff was working on a reduced schedule. Golf Course Superintendent Andrew Cross employed minimal staff to keep the turf healthy, and to be prepared for when we able to begin accepting golfers. Minor maintenance to the facility was also being performed. For the first time in the past three years, weather was not our major obstacle.

EXPENSE MANAGEMENT

Staff was busy looking for ways to limit expenses during this time of negligible revenues. Many services were put on hold, and some vendors agreed to either defer scheduled payments, reduce and even forgive altogether. We took advantage of new payment terms on more than \$50,000 in invoices, holding off payment until the revenue stream could continue. Utilities expenses were kept to a minimum.

GOLF

Prior to the abrupt second closing of the golf course on March 26, rounds were steadily increasing over prior year. More favorable weather, up to that point, allowed rounds played to be up 460%. Golf was off to a good start. As the shut-down lingered into, and through April, staff maintained communications with our Permanent Tee Time members, as well as other pre-paid customers, with plans to alter programs. The result was a very minimal request for refunds. As speculation continued about what the season might look like, staff continued making adjustments to seasonal programming, including leagues, junior programs, and special pricing.

RESERVE 22

As most restaurants did, Reserve 22 staff re-tooled it's operations to offer curbside pick up. Results were largely mixed. While we did very well during the Lentin season with our Fish Fry, and realized

successful holidays like Easter and Mother's Day, the rest of the days produced marginal results. Still, the minimal revenue allowed to cover a portion of our fixed costs, keeping losses to a minimum.

Grounds

April weather continued the string of poor weather. Temperatures were an average of 1° below normal for the month. There was 3.81" of rain at O'Hare, 3.6" at our station on site. There was also 4" of snow. This influenced our ability to get out on the course for some maintenance but allowed us to shift focus to brush clean up. We had measurable precipitation on 16 of the 30 days.

Grounds

1. Litter was removed from the parkways twice.
2. All greens and practice putting greens were aerified with solid tines and top dressed with sand.
3. Driving range tee and select wear areas were fertilized.
4. Washed out sand bunkers were rehabbed 2 times.
5. All greens received a treatment for Fairy Ring and Moss.
6. Weeds were sprayed in all rough areas (around trees forthcoming)
7. Woody areas cleaned out for safety, playability, and visibility on 10 right of fairway, behind 9 green on the 9, and to the right of and behind 16 green, and right of 17 tee.
8. Soil reclaimed from the dump, for use on course
9. Worked on range potholes as weather and time allowed
10. Verticut golf course tees to remove thatch and attempt to firm them up.
11. Solid tine aerified fairways 1-10 on the 18 hole course
12. Worked with vendors to secure terms

Mechanical and Building Maintenance

1. 12 pieces of equipment were repaired and serviced.
2. Six cutting units were sharpened.
3. Cooler floor was repainted.
4. Plexiglass placed in Starter shacks, for COVID safety
5. Full cleaning of maintenance buildings was performed
6. Reorganized offices in maintenance building

Horticulture/Conservation

1. Decision was made to not purchase annual flowers this year, at a savings of \$10,000.
2. Bees survived the winter
3. Worked with Chef Tom to determine what he would like to see grown in the greenhouse for restaurant and bar use.
4. Patio TVs were brought back in after full closure announced by state.



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

Meeting: 05/29/20 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4498)

DOC ID: 4498

Village Links/Reserve 22 - Financial Statements - April 2020

Please see attached financial statements.

ATTACHMENTS:

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

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

ORG	DESCRIPTION	2020 BUDGET	MONTH				YEAR-TO-DATE			
			2020	2019	DIFF	% DIFF	2020	2019	DIFF	% DIFF
	REVENUES:									
5500	Village Links Revenues	\$ 2,997,700	\$ 2,530	\$ 158,545	\$ (156,015)	-98%	\$ 89,439	\$ 237,824	\$ (148,386)	-62%
5520	Reserve 22 Revenues	2,733,000	23,776	183,337	(159,561)	-87%	316,208	467,702	(151,494)	-32%
	Total Revenues	\$ 5,730,700	\$ 26,305	\$ 341,882	\$ (315,577)	-92%	\$ 405,647	\$ 705,527	\$ (299,880)	-43%
	EXPENDITURES:									
55700	Administration	\$ 457,977	\$ 35,191	\$ 32,268	\$ 2,923	9%	\$ 155,910	\$ 140,912	\$ 14,997	11%
55710	Golf Course Maintenance	820,822	78,002	127,417	(49,415)	-39%	198,604	225,058	(26,454)	-12%
55720	Golf Services	727,678	40,407	45,018	(4,611)	-10%	150,613	169,655	(19,042)	-11%
55730	Reserve 22	2,452,699	57,724	163,126	(105,402)	-65%	477,351	576,637	(99,287)	-17%
55740	Stormwater Management	28,823	656	276	380	138%	1,637	1,238	399	32%
55750	Pro Shop Merchandise	157,234	19,772	9,423	10,349	110%	7,130	24,935	(17,804)	-71%
55780	Motorized Carts	43,448	-	1,571	(1,571)	-100%	249	1,571	(1,322)	-84%
557X5	Mechanical Maintenance	184,873	12,057	15,416	(3,359)	-22%	55,477	73,064	(17,587)	-24%
	Total Operating Expenses	\$ 4,873,554	\$ 243,809	\$ 394,515	\$ (150,706)	-38%	\$ 1,046,972	\$ 1,213,071	\$ (166,099)	-14%
	Operating Income (Loss)	\$ 857,146	\$ (217,503)	\$ (52,633)	\$ (164,871)	313%	\$ (641,325)	\$ (507,544)	\$ (133,781)	26%
	Debt Service	657,696	-	-	-	0%	-	-	-	0%
	Capital Expenditures	192,000	-	112,252	(112,252)	-100%	8,085	118,872	(110,787)	-93%
	CHANGE IN NET POSITION	\$ 7,450	\$ (217,503)	\$ (164,885)	\$ (52,619)	32%	\$ (649,410)	\$ (626,416)	\$ (22,995)	4%

KEY METRICS

	<u>Goal</u>							
Personnel Expenses as % of Sales	48%	593%	52%	541%	166%	94%	72%	
Cash Balance (End of Month, in \$000's)	\$ 1,218	\$ 70	\$ 386	\$ (317)				

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

ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH				YEAR-TO-DATE			
			2020	2019	DIFF	% DIFF	2020	2019	DIFF	% DIFF
5500	VILLAGE LINKS REVENUES:									
440550	Green Fees	\$ 1,850,000	\$ -	\$ 85,950	\$ (85,950)	-100%	\$ 27,752	\$ 96,301	\$ (68,550)	-71%
440554	Pro Shop - Sales	180,000	1,398	11,454	(10,056)	-88%	10,052	18,268	(8,215)	-45%
440555	Motor Carts	525,000	-	21,984	(21,984)	-100%	3,764	23,064	(19,300)	-84%
440556	Driving Range	285,000	-	23,199	(23,199)	-100%	8,040	29,867	(21,827)	-73%
440557	Resident Cards	32,000	40	3,800	(3,760)	-99%	15,600	21,300	(5,700)	-27%
460100	Investment Income	13,200	204	1,158	(953)	-82%	2,308	4,795	(2,488)	-52%
489000	Miscellaneous Revenue	112,500	888	11,051	(10,163)	-92%	22,220	44,260	(22,039)	-50%
489100	Miscellaneous - Over/Short	-	-	(50)	50	-100%	(297)	(31)	(267)	871%
	Total Revenues	\$ 2,997,700	\$ 2,530	\$ 158,545	\$ (156,015)	-98%	\$ 89,439	\$ 237,824	\$ (148,386)	-62%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 126,000	\$ 17,794	\$ 7,277	\$ 10,517	145%	\$ (2,754)	\$ 15,536	\$ (18,290)	-118%
	Total Cost of Goods Sold	\$ 126,000	\$ 17,794	\$ 7,277	\$ 10,517	145%	\$ (2,754)	\$ 15,536	\$ (18,290)	-118%
	Gross Profit	\$ 2,871,700	\$ (15,265)	\$ 151,268	\$ (166,533)	-110%	\$ 92,193	\$ 222,289	\$ (130,096)	-59%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 898,265	\$ 84,620	65055.5	\$ 19,565	30%	\$ 274,110	\$ 233,604	\$ 40,506	17%
510120	Salaries - Non-Pensionable	168,200	2,730	8235.88	(5,506)	-67%	9,416	20,544	(11,128)	-54%
510200	Salaries - Overtime	4,500	-	32.29	(32)	-100%	-	129	(129)	-100%
510400	FICA Taxes	81,928	6,469	5532.63	937	17%	21,048	19,106	1,942	10%
510500	IMRF	81,653	7,439	4538.95	2,900	64%	23,990	16,187	7,804	48%
590600	Health Insurance	132,375	11,276	8117.15	3,159	39%	45,391	35,672	9,719	27%
52XXXX	Contractual Services	633,434	36,241	43608.47	(7,367)	-17%	158,935	182,836	(23,900)	-13%
53XXXX	Commodities	294,500	19,515	88990.91	(69,476)	-78%	39,485	112,819	(73,335)	-65%
	Total Operating Expenses	\$ 2,294,855	\$ 168,290	\$ 224,112	\$ (55,821)	-25%	\$ 572,375	\$ 620,898	\$ (48,522)	-8%
	Operating Income (Loss)	\$ 576,845	\$ (183,555)	\$ (72,844)	\$ (110,711)	152%	\$ (480,183)	\$ (398,609)	\$ (81,574)	20%
	Operating Income (Loss) Percentage	19%	-7256%	-46%			-537%	-168%		

KEY METRICS

	Goal								
Rounds Played	70,000	-	3,826	(3,826)		1,488	4,593	(3,105)	
Revenue Per Round	\$ 42.82	\$ -	\$ 41.44	(41.44)		\$ 60.11	\$ 51.78	\$ 8.33	
Resident Cards Sold	N/A	2	208	(206)		1,642	1,942	(300)	
Cost of Goods Sold % - Pro Shop	70%	1273%	64%	1210%		-27%	85%	-112%	
Personnel Expenses as % of Sales	46%	4449%	58%	4391%		418%	137%	281%	

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

ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH				YEAR-TO-DATE			
			2020	2019	DIFF	% DIFF	2020	2019	DIFF	% DIFF
<u>MISCELLANEOUS REVENUE</u>										
Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories:										
Handicaps			\$ 120	\$ 3,800	\$ (3,680)		\$ 13,040	\$ 29,440	\$ (16,400)	
Hand Cart Rentals			-	1,724	(1,724)		856	2,130	(1,274)	
Adult & Junior Golf Lessons			650	3,905	(3,255)		4,800	7,105	(2,305)	
Golf Club Rentals			-	150	(150)		30	170	(140)	
Golf Club Repairs			-	695	(695)		110	1,416	(1,306)	
Locker Rentals			-	320	(320)		2,800	3,040	(240)	
Illinois Sales Tax (1.75%)			102	157	(55)		574	564	11	
Glen Ellyn Food & Beverage Tax (1%)			10	17	(7)		20	17	4	
Memorial Tree Donation			-	250	(250)		-	250	(250)	
FootGolf Ball Rentals			-	5	(5)		-	20	(20)	
ATM Machine Commission			6	8	(2)		20	21	(1)	
Miscellaneous			-	21	(21)		(30)	88	(118)	
Total		\$ 112,500	\$ 888	\$ 11,051	\$ (10,163)		\$ 22,220	\$ 44,260	\$ (22,039)	

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

ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH				YEAR-TO-DATE			
			2020	2019	DIFF	% DIFF	2020	2019	DIFF	% DIFF
5520	RESERVE 22 REVENUES:									
441100	Food	\$ 1,500,000	\$ 23,731	\$ 114,249	\$ (90,518)	-79%	\$ 195,700	\$ 287,908	\$ (92,208)	-32%
441101	Liquor	260,000	-	14,424	(14,424)	-100%	28,858	38,789	(9,930)	-26%
441102	Beer	485,000	15	25,686	(25,671)	-100%	29,652	60,987	(31,334)	-51%
441103	Wine	235,000	83	15,215	(15,132)	-99%	31,952	46,276	(14,324)	-31%
441104	NA Beverages	85,000	-	4,694	(4,694)	-100%	4,865	9,432	(4,567)	-48%
441106	Room Charges	4,000	-	-	-	0%	1,950	1,500	450	30%
441107	Service Charges	160,000	-	9,091	(9,091)	-100%	21,663	22,821	(1,157)	-5%
489000	Miscellaneous Revenue	4,000	(53)	(20)	(33)	164%	1,567	(10)	1,577	-15787%
	Total Revenues	\$ 2,733,000	\$ 23,776	\$ 183,337	\$ (159,561)	-87%	\$ 316,208	\$ 467,702	\$ (151,494)	-32%
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 121,250	\$ 2	\$ 5,908	\$ (5,906)	-100%	\$ 9,128	\$ 15,358	\$ (6,229)	-41%
530401	Cost of Goods Sold - Wine	68,150	33	1,437	(1,404)	-98%	10,659	10,003	656	7%
530402	Cost of Goods Sold - Liquor	46,800	15	3,813	(3,798)	-100%	5,561	7,347	(1,786)	-24%
530405	Cost of Goods Sold - NA Beverages	28,050	(657)	2,660	(3,317)	-125%	3,866	7,080	(3,214)	-45%
530420	Cost of Goods Sold - Food	495,000	3,955	38,028	(34,073)	-90%	68,901	106,354	(37,453)	-35%
	Total Cost of Goods Sold	\$ 759,250	\$ 3,348	\$ 51,846	\$ (48,498)	-94%	\$ 98,115	\$ 146,141	\$ (48,026)	-33%
	Gross Profit	\$ 1,973,750	\$ 20,428	\$ 131,491	\$ (111,063)	-84%	\$ 218,093	\$ 321,561	\$ (103,468)	-32%
	Gross Profit Percentage	72%	86%	72%			69%	69%		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 640,000	\$ 29,232	\$ 46,566	\$ (17,334)	-37%	\$ 179,492	\$ 185,276	\$ (5,783)	-3%
510120	Salaries - Non-Pensionable	465,000	4,180	22,922	(18,742)	-82%	59,907	83,703	(23,796)	-28%
510200	Salaries - Overtime	5,000	-	312	(312)	-100%	400	331	69	21%
510399	Tips Paid Through Payroll	-	41	(3,314)	3,355	-101%	4,207	(627)	4,834	-771%
510400	FICA Taxes	115,440	2,533	6,381	(3,848)	-60%	21,258	24,371	(3,113)	-13%
510500	IMRF	58,176	2,583	3,708	(1,124)	-30%	18,022	14,347	3,675	26%
590600	Health Insurance	86,200	4,877	7,129	(2,251)	-32%	21,949	28,576	(6,627)	-23%
52XXXX	Contractual Services	178,883	8,588	13,042	(4,455)	-34%	43,833	49,501	(5,668)	-11%
53XXXX	Commodities	144,750	2,342	14,536	(12,193)	-84%	30,169	45,020	(14,851)	-33%
	Total Operating Expenses	\$ 1,693,449	\$ 54,377	\$ 111,280	\$ (56,904)	-51%	\$ 379,236	\$ 430,496	\$ (51,260)	-12%
	Operating Income (Loss)	\$ 280,301	\$ (33,949)	\$ 20,211	\$ (54,159)	-268%	\$ (161,143)	\$ (108,935)	\$ (52,208)	48%
	Operating Income (Loss) Percentage	10%	-143%	11%			-51%	-23%		

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

ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH				YEAR-TO-DATE			
			2020	2019	DIFF	% DIFF	2020	2019	DIFF	% DIFF
KEY METRICS										
		Goal								
Revenue Source:										
Restaurant/Bar	N/A		\$ 23,829	\$ 118,732	\$ (94,903)	-80%	\$ 188,393	\$ 319,693	\$ (131,299)	-41%
Banquets	N/A		-	56,780	(56,780)	-100%	125,958	139,602	(13,645)	-10%
Other	N/A		(53)	7,825	(7,878)	-101%	1,857	8,407	(6,551)	-78%
Total		\$ 2,733,000	\$ 23,776	\$ 183,337	\$ (159,561)	-87%	\$ 316,208	\$ 467,702	\$ (151,494)	-32%
Reserve 22 Revenues (Last 12 Months)		\$ 2,733,000					\$ 2,460,994	\$ 2,482,928	\$ (21,934)	-1%
Reserve 22 Expenses (Last 12 Months)		\$ 2,452,699					\$ 2,379,433	\$ 2,491,900	\$ (112,467)	-5%
# Guest Checks (Restaurant/Bar)	N/A		589	3,610	(3,021)		5,393	9,688	(4,295)	
Revenue Per Guest Check	N/A		\$ 40.46	\$ 32.89	\$ 7.57		\$ 34.93	\$ 33.00	\$ 1.93	
# Guests (Restaurant/Bar)	N/A		597	6,214	(5,617)		8,413	16,526	(8,113)	
Average Guest Spend	N/A		\$ 39.91	\$ 19.11	\$ 20.81		\$ 22.39	\$ 19.34	\$ 3.05	
Cost of Goods Sold %	28%		14%	28%	-14%		31%	31%	0%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer	25%		14%	23%	-9%		31%	25%	6%	
Cost of Goods Sold - Wine	29%		40%	9%	30%		33%	22%	12%	
Cost of Goods Sold - Liquor	18%		0%	26%	-26%		19%	19%	0%	
Cost of Goods Sold - NA Beverages	33%		0%	57%	-57%		79%	75%	4%	
Cost of Goods Sold - Food	33%		17%	33%	-17%		35%	37%	-2%	
Personnel Expenses as % of Sales	50%		183%	47%	135%		95%	72%	23%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	78%		197%	76%	121%		126%	103%	23%	

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

