Agenda
Village of Glen Ellyn
Recreation Commission
Regular Meeting
Friday, July 31, 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. Approval of Minutes - June 26, 2020

1. Village Links/Reserve 22 - Minutes - June 26, 2020

IV. Standing Reports

A. Manager - Jeff Vesevick / Brad Chapple

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

2. Village Links/Reserve 22 - June History

B. Financial - Jeff Vesevick

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

C. Trustee Liaison - Steve Thompson

V. Old Business

VI. New Business

VII. Next Meeting - August 28, 2020

VIII. Adjournment

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

Meeting: 07/31/20 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4571) DOC ID: 4571

Village Links/Reserve 22 - Minutes - June 26, 2020

Please see the attached Minutes.

ATTACHMENTS:

- MN062620 (PDF)

RECREATION COMMISSION
MINUTES
JUNE 26, 2020

Board or Commission:	Recreation	**Called to Order:**	7:06A.M.
Meeting:	Regular	**Adjourned:**	8:18A.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	Present
Mark W. Reinke	Commissioner	Excused Absence
Carol Scott	Commissioner	Present
Sophia Hadley	Student Commissioner	Excused Absence
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	Excused Absence
Noel Allen	Director of Golf	Present
Andrew Cross	Golf Course Superintendent	Present

1. **CALL TO ORDER**
   The June 26, 2020 meeting of the Recreation Commission was called to order at 7:06A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Commissioner Graham.

2. **PUBLIC COMMENTS**
   None.

3. **APPROVAL OF MINUTES FROM MAY 29, 2020 MEETING**

MOVE TO APPROVE MINUTES OF MEETING FROM 5/29/20 AS PRESENTED.

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

4. **STANDING REPORTS**

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

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

General Manager Vesevick stated with all things considering May was a good month for golf. The Links experienced record rain falls in May with several days of grounded carts. For what the Links was allowed to do under the new guidelines, operations went very well. Reserve 22 was limited to takeout during the month of May and the Mother's Day takeout business was a success. Overall staff did an excellent job on controlling costs. Staff continues to figure out how to operate under the new guidelines.

B. **Financials – General Manager Jeff Vesevick**

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

General Manager Vesevick noted revenues were down 54% for the month of May, while expenses were lowered by 57% compared to May 2019. The Links and Reserve 22 experienced an operating income of $99,000 for May. Year-to-date operations are about 11% behind last year. General Manager Vesevick estimated the Links may need to tap into the Village's $250,000 loan next April 2021 under the average cash reserve forecast. General Manager Vesevick projected that golf should continue to popular during the coming months. Staff will continue to hold the line on costs. Commissioner Graham inquired about banquets. General Manager Vesevick said currently Reserve 22 is allowed to hold banquets up to a maximum of 50 people. The first banquet is scheduled for July 2, 2020.

Commissioner Scott inquired about the new cart guidelines. Director of Golf Allen replied two (2) people are allowed on the cart and face coverings are recommended. General Manager Vesevick noted Reserve 22 is holding off on indoor service due to the popularity of the expanded patio. General Manager Vesevick noted Reserve 22 is doing about $10,000 a day during the week and about $16,000 on the weekends. Chairman O'Shea suggested looking into a tent for the patio. General Manager Vesevick replied this is under consideration. Chairman O'Shea asked about the scheduling of permanent tee times. Director of Golf Allen responded the 10-minute intervals are working well during the week and the 8-9-minute intervals are working well on the weekends. Commissioner Graham suggesting advertising these intervals. Director of Golf Allen noted the permanent tee times are almost full. Chairman O'Shea noted the golf tee times and course conditions are the best they have ever been. Director of Golf Allen noted the driving range is experiencing record numbers as well.

C. **Trustee Liaison – Steve Thompson**

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

5. **OTHER BUSINESS**

General Manager Vesevick discussed the need for barrier netting along the patio to avoid restaurant patrons being hit by golf balls and asked for feedback. General Manager Vesevick noted safety is a major concern. Chairman O'Shea recommended looking at liability, cost, and then review different netting options. General Manager Vesevick will follow-up with City Attorney Matthews regarding this matter and pursue the best course of action.

6. **NEXT MEETING FRIDAY, JULY 31, 2020**

7. **ADJOURN**

Commissioner Graham moved and Commissioner Diver seconded, to adjourn the meeting. The meeting was adjourned at 8:18AM.

Submitted by Aileen Haslett, Recording Secretary

Reviewed by General Manager Jeff Vesevick

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

Meeting: 07/31/20 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4572)

DOC ID: 4572

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

Please see the attached report.

ATTACHMENTS:

- Managers Report (PDF)

VILLAGE LINKS
GLEN ELLYN

RESERVE 22 TWENTY-TWO

"Committed to Excellence since 1967"

Manager's Report for June 2020

Submitted by Jeff Vesevick, General Manager

June was finally a different story weather wise; we had a total of 13 measurable rain events (0.01" or more). Of those 13 days only 3 events were near 1" or greater. Our rainfall total was 4.22", O'Hare was 4.4" which is 0.95" above normal. Our average temperature for the month was 74°F which was 5.1° above normal. Record high was set June 2nd at 94°F at O'Hare we were 92.3°F. We tied for the 6th warmest June on record. Carts were grounded on the 18-hole course 1.5 days and 4 days on the 9-hole course.

High Temperatures In June

	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005
90º days	3	1	5	2	2	1	1		9	4		4	1	7	1	8
80º days	15	9	9	13	15	9	19	12	12	11	17	9	16	9	14	13
70º days	10	13	11	14	11	15	7	13	7	12	12	10	13	13	12	8
60º days	2	7	5	1	2	4	3	5	2	3	1	7		1	3	1
50º days						1										
40º days																
30º days																
Rain	4.2"	3.1"	5.8"	3.2"	2.3"	8.0"	6.1"	2.8"	0.9"	4.7"	8.9"	3.6"	5.0"	3.5"	5.4"	0.6"

GOLF

Rounds played were up 13% for the month, and are down 11% for the year.
Greens Fees were up 13% for the month, and are down 5% for the year.
Motor Cart rentals were flat for the month, and are down 29% for the year.
Driving Range was up 13% for the month, and is down 40% for the year.
Golf Shop merchandise sales were up 3% for the month, and are down 33% for the year.
Overall Golf Revenue was up 11% for the month, and is down 15% for the year.

Golf Revenue June											
	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Rounds	10,935	11,515	13,144	10,189	11,305	10,936	12,307	11,815	10,459	11,782	13,350
Green Fees	250,384	276,636	318,841	252,324	291,012	277,526	310,002	307,505	279,480	325,972	367,622
Driving Range	31,583	34,379	41,465	0	37,032	40,604	45,584	42,677	44,326	48,808	55,264
Pro Shop	21,592	26,957	34,951	19,781	29,276	30,844	24,136	27,044	27,515	27,155	28,008
Carts	53,628	60,733	52,360	61,134	71,960	69,432	82,332	93,613	79,271	89,938	89,704
Resident Cards	3,320	3,639	3,490	2,820	4,380	3,770	3,910	3,930	3,060	3,860	6,080
Miscellaneous	13,992	14,017	14,003	9,187	18,008	8,700	17,468	10,104	13,122	13,435	18,768
Total Revenue	**374,947**	**416,453**	**494,969**	**345,350**	**433,534**	**430,876**	**483,432**	**484,872**	**446,774**	**509,168**	**565,446**
Rounds played in June were most in the past 11 years											

The golf staff spent the middle of May and early June re-tooling the golf operation in order to satisfy restrictions imposed due to the pandemic. With the Golf Shop closed for the month, points of sale were moved directly to the first tee starter houses, and were modified for no touch payment of fees.

Golf Outings scheduled in June were cancelled, due to the state of Illinois restrictions placed on golf courses. Generally accounting for up to 15% of the month's golf revenues, postponed or cancelled outings gave way to individual foursomes eager to fill the holes.

The **Have One On Us** customer appreciation golf and food event was cancelled for the first time in 44 years. The annual event is normally a great kick start to the golf season. In 2020, golfers needed no boost, as rounds played were the highest in several years.

GOLF COURSE and GROUNDS

Grounds

1. Litter was removed from the parkways 3 times.
2. Driving range tee was foliar fertilized and growth regulated once.
3. Washed out sand bunkers were rehabbed 2 times.
4. All close mowed playing surfaces received multiple plant protectant treatments.
5. We have continued to refine our mowing patterns and methods of operations.
6. Demoed replacement fairway mowers, to evaluate course usage and solicit feedback from staff.
7. 18-Hole greens were sand top dressed twice and vented with needle tines once (process of encouraging air and gas exchange for the roots).

Mechanical and Building Maintenance

1. 14 pieces of equipment were repaired and serviced.
2. 12 cutting units were sharpened.
3. Backflow preventers were inspected and repaired at both clubhouse and maintenance buildings.
4. Fire alarms panels and sprinklers were inspected and tested.

Horticulture/Conservation

1. Tropical plants are beginning to thrive as are the Castor Beans planted near clubhouse.
2. Continue weed removal and bed clean-up.
3. Produce being delivered to Kitchen as available.

RESERVE 22

Restaurant and Bar sales were up 13% the month, and are down 33% for the year.
Banquet sales were ZERO for the month, and are down 65%% for the year.
Overall sales were down 19% for the month, and are down 41% for the year.

	Reserve 22 - JUNE			Year to Date		
	2019	2020	+/-	2019	2020	+/-
Restaurant & Bar	224,780	254,593	*13.3%*	730,019	488,375	*-33.1%*
Banquets	105,199	0	*-100.0%*	315,227	109,839	*-65.2%*
from Outings	42,401	0	*-100.0%*	66,542	0	*-100.0%*
Beverage Cart	15,206	15,011	*-1.3%*	24,805	17,159	*-30.8%*
Halfway House	19,089	23,129	*21.2%*	36,626	30,111	*-17.8%*
Other	6,057	6,875	*13.5%*	6,470	8,085	*25.0%*
Total Reserve 22	370,331	299,608	*-19.1%*	1,113,147	653,569	*-41.3%*

The new *disposable* summer menu was unveiled early in the month, with a wider variety of selections and price points.
Several procedures had to be altered to allow for the new restrictions. Staff delayed the indoor dining opening due to lack of general demand. Patio tables were spaced according to guidelines, and staff took advantage of every available outdoor space for dining. The result was minimal loss of overall capacity, and an increase in sales for a year ago.
The lack of banquets and events left a substantial hole in revenues and profitability. However, the loss of revenue was largely compensated by the savings in overall labor.
Reserve 22 took full advantage of its outdoor dining facility, as guests eager to dine out flocked to the Top 10 venue.
Many new faces were hired and trained, and many familiar ones returned.
Staff is contemplating plans to take advantage of the opening of the banquet business soon.

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

Meeting: 07/31/20 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

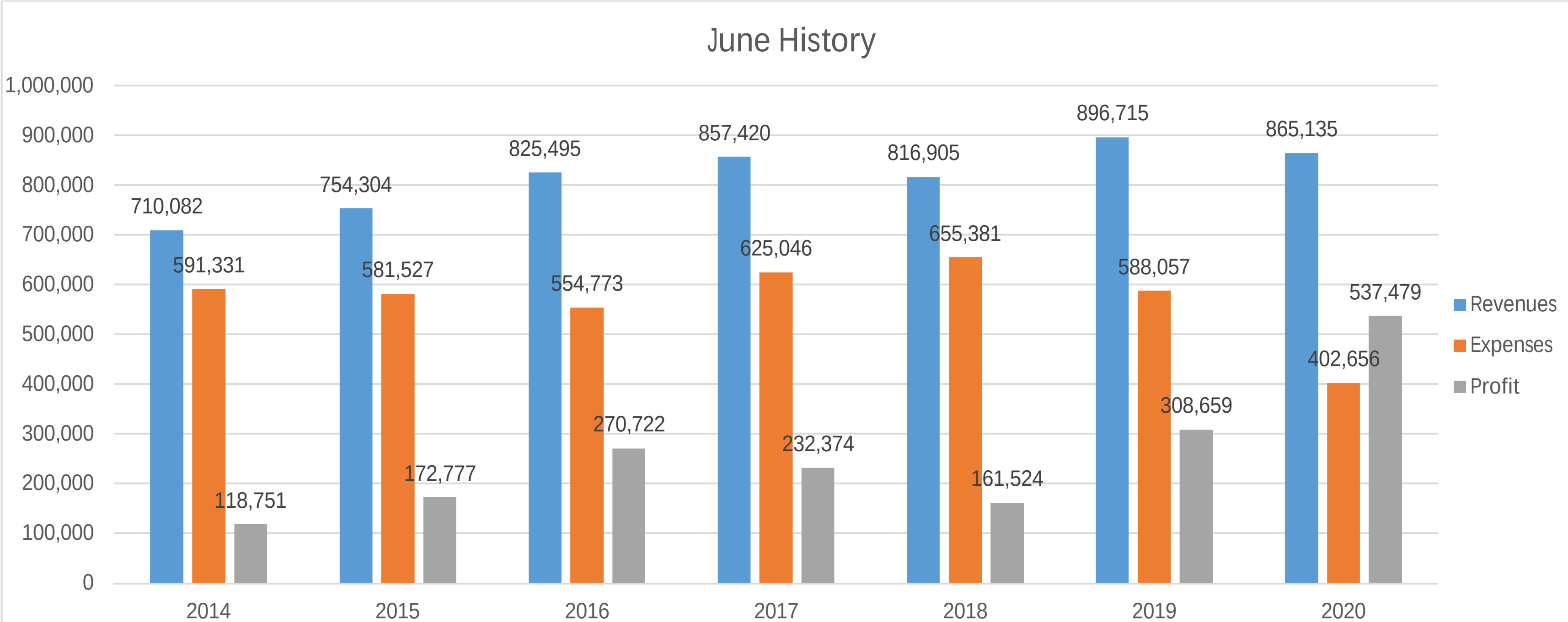
AGENDA ITEM (ID # 4574) DOC ID: 4574

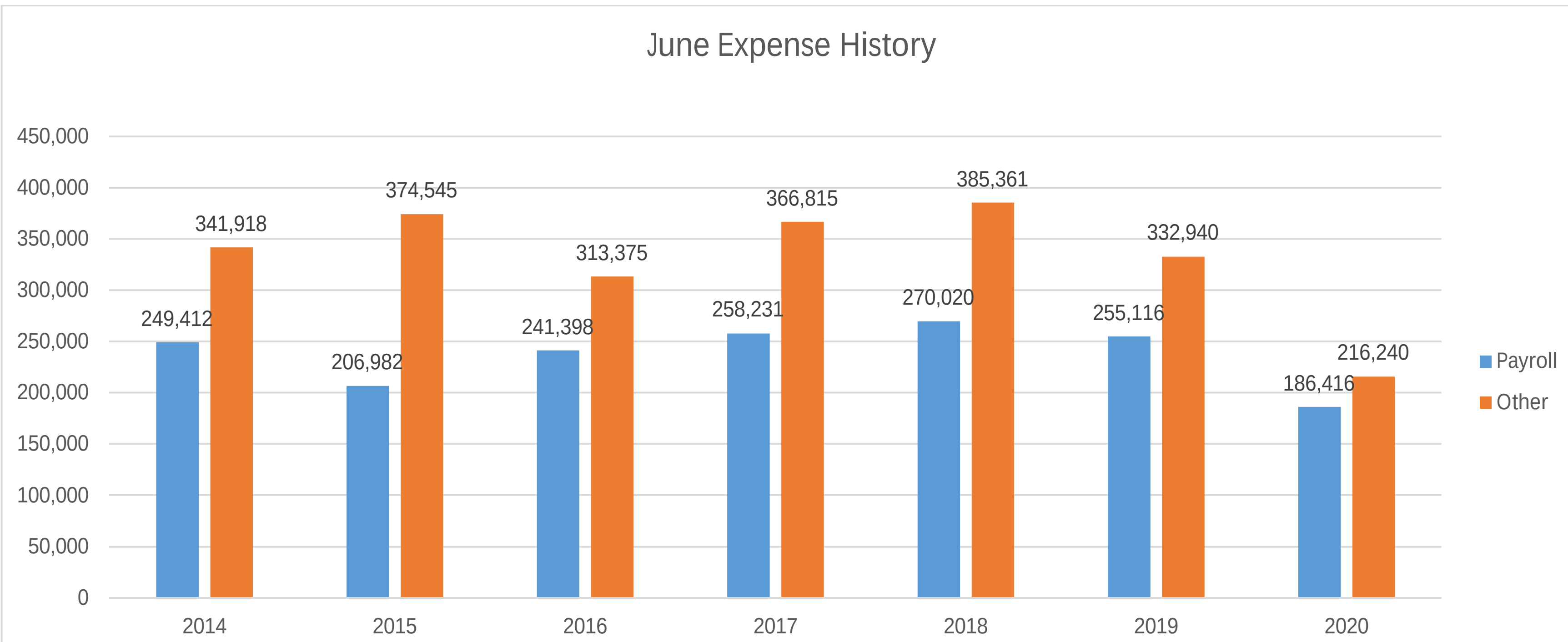
Village Links/Reserve 22 - June History

Please see the attached report.

ATTACHMENTS:

- JuneHistory (PDF)


June History
1,000,000
900,000
800,000
700,000
600,000
500,000
400,000
300,000
200,000
100,000
0
710,082
591,331
118,751
754,304
581,527
172,777
825,495
554,773
270,722
857,420
625,046
232,374
816,905
655,381
161,524
896,715
588,057
308,659
865,135
402,656
537,479
2014
2015
2016
2017
2018
2019
2020
Revenues
Expenses
Profit


June Expense History
450,000
400,000
350,000
300,000
250,000
200,000
150,000
100,000
50,000
0
249,412
341,918
206,982
374,545
241,398
313,375
258,231
366,815
270,020
385,361
255,116
332,940
186,416
216,240
2014
2015
2016
2017
2018
2019
2020
Payroll
Other

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

Meeting: 07/31/20 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 4573) DOC ID: 4573

Village Links/Reserve 22 - Financial Statements - June 2020

Please see the attached financial statements.

ATTACHMENTS:

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

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

ORG	DESCRIPTION	2020 BUDGET	MONTH 2020	MONTH 2019	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2020	YEAR-TO-DATE 2019	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	REVENUES:									
5500	Village Links Revenues	$ 2,997,700	$ 565,527	$ 510,180	$ 55,347	11%	$ 881,394	$ 1,044,869	$ (163,476)	-16%
5520	Reserve 22 Revenues	2,733,000	299,607	386,536	(86,928)	-22%	669,692	1,160,607	(490,916)	-42%
	Total Revenues	**$ 5,730,700**	**$ 865,134**	**$ 896,715**	**$ (31,581)**	**-4%**	**$ 1,551,085**	**$ 2,205,477**	**$ (654,392)**	**-30%**
	EXPENDITURES:									
55700	Administration	$ 457,977	$ 34,575	$ 35,028	$ (453)	-1%	$ 220,573	$ 208,746	$ 11,828	6%
55710	Golf Course Maintenance	820,822	86,511	90,124	(3,614)	-4%	338,449	381,035	(42,586)	-11%
55720	Golf Services	725,176	49,624	94,072	(44,448)	-47%	229,774	323,047	(93,273)	-29%
55730	Reserve 22	2,452,699	74,836	263,102	(188,266)	-72%	604,076	1,067,905	(463,829)	-43%
55740	Stormwater Management	28,823	267	2,944	(2,678)	-91%	2,171	4,952	(2,781)	-56%
55750	Pro Shop Merchandise	157,234	20,904	21,881	(977)	-4%	36,822	61,440	(24,618)	-40%
55780	Motorized Carts	43,448	2,839	5,506	(2,667)	-48%	3,146	9,623	(6,477)	-67%
557X5	Mechanical Maintenance	184,873	6,753	11,369	(4,616)	-41%	69,742	101,766	(32,023)	-31%
	Total Operating Expenses	$ 4,871,052	$ 276,308	$ 524,026	$ (247,718)	-47%	$ 1,504,753	$ 2,158,513	$ (653,760)	-30%
	Operating Income	**$ 859,648**	**$ 588,826**	**$ 372,689**	**$ 216,137**	**58%**	**$ 46,332**	**$ 46,964**	**$ (631)**	**-1%**
	Debt Service	657,696	51,348	59,035	(7,688)	-13%	51,348	59,035	(7,688)	-13%
	Capital Expenditures	192,000	-	4,995	(4,995)	-100%	20,525	187,488	(166,963)	-89%
	CHANGE IN NET POSITION	**$ 9,952**	**$ 537,479**	**$ 308,659**	**$ 228,820**	**74%**	**$ (25,540)**	**$ (199,559)**	**$ 174,019**	**-87%**

KEY METRICS

	Goal	Month 2020	Month 2019	Month Diff	YTD 2020	YTD 2019	YTD Diff
Personnel Expenses as % of Sales	*48%*	*22%*	*28%*	*-7%*	*63%*	*52%*	*12%*
Cash Balance (End of Month, in $000's)	*$ 1,218*	*$ 655*	*$ 788*	*$ (134)*			

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 June 30, 2020

ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH 2020	MONTH 2019	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2020	YEAR-TO-DATE 2019	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5500	**VILLAGE LINKS REVENUES:**									
440550	Green Fees	$ 1,850,000	$ 367,622	$ 325,972	$ 41,649	13%	$ 585,184	$ 613,637	$ (28,454)	-5%
440554	Pro Shop - Sales	180,000	28,008	27,155	853	3%	41,648	62,543	(20,894)	-33%
440555	Motor Carts	525,000	89,704	89,938	(234)	0%	105,548	148,205	(42,657)	-29%
440556	Driving Range	285,000	55,264	48,808	6,456	13%	68,931	114,770	(45,840)	-40%
440557	Resident Cards	32,000	6,080	3,860	2,220	58%	27,060	27,960	(900)	-3%
460100	Investment Income	13,200	3	805	(802)	-100%	2,340	6,409	(4,069)	-63%
489000	Miscellaneous Revenue	112,500	18,761	13,856	4,905	35%	50,901	71,547	(20,646)	-29%
489100	Miscellaneous - Over/Short	-	86	(215)	301	-140%	(218)	(202)	(16)	8%
	Total Revenues	**$ 2,997,700**	**$ 565,527**	**$ 510,180**	**$ 55,347**	**11%**	**$ 881,394**	**$ 1,044,869**	**$ (163,476)**	**-16%**
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	$ 126,000	$ 18,671	$ 19,618	$ (947)	-5%	$ 22,716	$ 47,677	$ (24,961)	-52%
	Total Cost of Goods Sold	**$ 126,000**	**$ 18,671**	**$ 19,618**	**$ (947)**	**-5%**	**$ 22,716**	**$ 47,677**	**$ (24,961)**	**-52%**
	Gross Profit	**$ 2,871,700**	**$ 546,856**	**$ 490,561**	**$ 56,295**	**11%**	**$ 858,677**	**$ 997,193**	**$ (138,515)**	**-14%**
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 898,265	$ 71,519	68967.88	$ 2,552	4%	$ 410,191	$ 371,063	$ 39,129	11%
510120	Salaries - Non-Pensionable	168,200	19,110	34396.58	(15,287)	-44%	33,862	75,486	(41,624)	-55%
510200	Salaries - Overtime	4,500	587	1961.83	(1,375)	-70%	699	2,509	(1,810)	-72%
510400	FICA Taxes	81,928	6,751	7923.47	(1,172)	-15%	32,929	33,745	(817)	-2%
510500	IMRF	81,653	6,258	4896.47	1,361	28%	35,858	25,891	9,967	38%
590600	Health Insurance	132,375	10,121	8156.46	1,965	24%	65,633	51,916	13,716	26%
52XXXX	Contractual Services	630,932	32,303	75431.2	(43,128)	-57%	213,833	307,187	(93,354)	-30%
53XXXX	Commodities	294,500	36,152	39572.17	(3,421)	-9%	84,955	175,134	(90,178)	-51%
	Total Operating Expenses	**$ 2,292,353**	**$ 182,801**	**$ 241,306**	**$ (58,505)**	**-24%**	**$ 877,961**	**$ 1,042,931**	**$ (164,971)**	**-16%**
	Operating Income (Loss)	**$ 579,347**	**$ 364,055**	**$ 249,255**	**$ 114,800**	**46%**	**$ (19,284)**	**$ (45,739)**	**$ 26,455**	**-58%**
	Operating Income (Loss) Percentage	**19%**	**64%**	**49%**			**-2%**	**-4%**		

KEY METRICS

		Goal							
Rounds Played		*70,000*	*13,530*	*11,734*	*1,796*		*20,608*	*23,189*	*(2,581)*
Revenue Per Round		*$ 42.82*	*$ 41.80*	*$ 43.48*	*$ (1.68)*		*$ 42.77*	*$ 45.06*	*$ (2.29)*
Resident Cards Sold		*N/A*	*342*	*204*	*138*		*2,272*	*2,291*	*(19)*
Cost of Goods Sold % - Pro Shop		*70%*	*67%*	*72%*	*-6%*		*55%*	*76%*	*-22%*
Personnel Expenses as % of Sales		*46%*	*20%*	*25%*	*-5%*		*66%*	*54%*	*12%*

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 June 30, 2020

ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH 2020	MONTH 2019	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2020	YEAR-TO-DATE 2019	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	MISCELLANEOUS REVENUE									
	Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories:									
	Handicaps		*$ 1,800*	*$ 2,160*	*$ (360)*		*$ 15,360*	*$ 35,735*	*$ (20,375)*	
	Hand Cart Rentals		*4,519*	*3,908*	*611*		*6,144*	*10,952*	*(4,808)*	
	Adult & Junior Golf Lessons		*12,412*	*5,482*	*6,930*		*25,662*	*15,197*	*10,465*	
	Golf Club Rentals		*-*	*520*	*(520)*		*30*	*1,250*	*(1,220)*	
	Golf Club Repairs		*24*	*321*	*(297)*		*194*	*2,348*	*(2,154)*	
	Locker Rentals		*-*	*-*	*-*		*2,880*	*3,200*	*(320)*	
	Illinois Sales Tax (1.75%)		*(5)*	*385*	*(390)*		*605*	*1,196*	*(591)*	
	Glen Ellyn Food & Beverage Tax (1%)		*(2)*	*36*	*(39)*		*16*	*39*	*(23)*	
	Memorial Tree Donation		*-*	*250*	*(250)*		*-*	*500*	*(500)*	
	FootGolf Ball Rentals		*10*	*60*	*(50)*		*25*	*80*	*(55)*	
	ATM Machine Commission		*3*	*14*	*(11)*		*23*	*46*	*(23)*	
	Miscellaneous		*-*	*720*	*(720)*		*(38)*	*1,005*	*(1,043)*	
	Total	*$ 112,500*	*$ 18,761*	*$ 13,856*	*$ 4,905*		*$ 50,901*	*$ 71,547*	*$ (20,646)*	

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

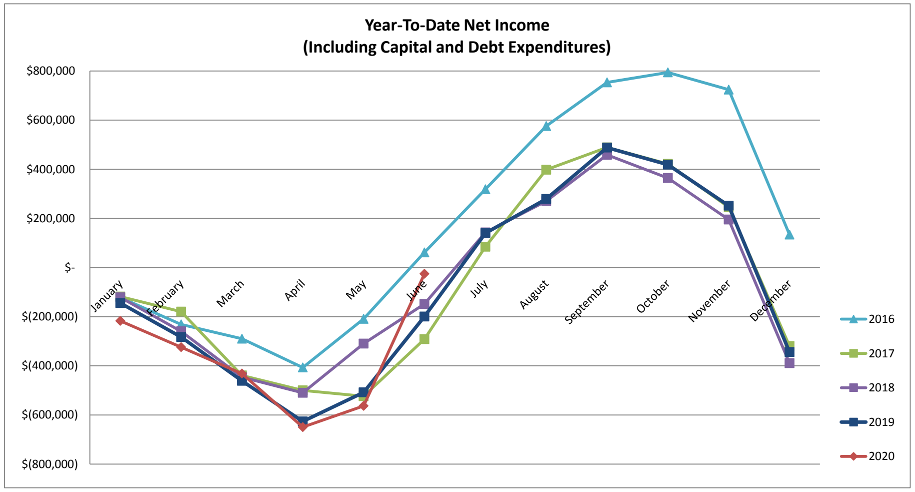
ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH 2020	MONTH 2019	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2020	YEAR-TO-DATE 2019	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5520	**RESERVE 22 REVENUES:**									
441100	Food	$ 1,500,000	$ 156,055	$ 197,615	$ (41,560)	-21%	$ 385,044	$ 656,519	$ (271,475)	-41%
441101	Liquor	260,000	30,153	34,656	(4,503)	-13%	63,661	101,498	(37,838)	-37%
441102	Beer	485,000	71,224	93,111	(21,887)	-24%	110,848	212,795	(101,946)	-48%
441103	Wine	235,000	26,289	26,273	16	0%	62,247	97,201	(34,954)	-36%
441104	NA Beverages	85,000	15,843	12,884	2,959	23%	22,628	29,762	(7,134)	-24%
441106	Room Charges	4,000	-	-	-	0%	1,950	1,500	450	30%
441107	Service Charges	160,000	-	20,264	(20,264)	-100%	21,663	59,591	(37,928)	-64%
489000	Miscellaneous Revenue	4,000	43	1,731	(1,688)	-98%	1,651	1,741	(91)	-5%
	Total Revenues	**$ 2,733,000**	**$ 299,607**	**$ 386,536**	**$ (86,928)**	**-22%**	**$ 669,692**	**$ 1,160,607**	**$ (490,916)**	**-42%**
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	$ 121,250	$ 4,264	$ 14,159	$ (9,895)	-70%	$ 15,985	$ 44,628	$ (28,643)	-64%
530401	Cost of Goods Sold - Wine	68,150	(845)	5,151	(5,995)	-116%	11,097	23,812	(12,715)	-53%
530402	Cost of Goods Sold - Liquor	46,800	(3,540)	3,022	(6,563)	-217%	3,229	18,184	(14,955)	-82%
530405	Cost of Goods Sold - NA Beverages	28,050	1,033	6,550	(5,517)	-84%	4,492	17,989	(13,497)	-75%
530420	Cost of Goods Sold - Food	495,000	(116)	66,145	(66,261)	-100%	75,837	222,632	(146,795)	-66%
	Total Cost of Goods Sold	**$ 759,250**	**$ 796**	**$ 95,027**	**$ (94,231)**	**-99%**	**$ 110,639**	**$ 327,244**	**$ (216,605)**	**-66%**
	Gross Profit	**$ 1,973,750**	**$ 298,812**	**$ 291,509**	**$ 7,303**	**3%**	**$ 559,052**	**$ 833,363**	**$ (274,311)**	**-33%**
	Gross Profit Percentage	**72%**	**100%**	**75%**			**83%**	**72%**		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 640,000	$ 35,564	$ 54,265	$ (18,701)	-34%	$ 240,369	$ 291,328	$ (50,959)	-17%
510120	Salaries - Non-Pensionable	465,000	19,630	52,146	(32,516)	-62%	79,917	174,807	(94,890)	-54%
510200	Salaries - Overtime	5,000	2,107	1,696	411	24%	2,507	6,147	(3,640)	-59%
510399	Tips Paid Through Payroll	-	(10,157)	16	(10,173)	-62182%	(7,581)	1,344	(8,925)	-664%
510400	FICA Taxes	115,440	6,018	10,757	(4,739)	-44%	29,208	44,469	(15,261)	-34%
510500	IMRF	58,176	3,872	4,402	(531)	-12%	24,124	23,179	946	4%
590600	Health Insurance	86,200	4,877	5,848	(971)	-17%	31,703	40,272	(8,569)	-21%
52XXXX	Contractual Services	178,883	6,597	21,811	(15,214)	-70%	54,823	84,932	(30,109)	-35%
53XXXX	Commodities	144,750	5,531	17,133	(11,602)	-68%	38,366	74,182	(35,816)	-48%
	Total Operating Expenses	**$ 1,693,449**	**$ 74,041**	**$ 168,075**	**$ (94,035)**	**-56%**	**$ 493,436**	**$ 740,661**	**$ (247,224)**	**-33%**
	Operating Income	**$ 280,301**	**$ 224,771**	**$ 123,434**	**$ 101,338**	**82%**	**$ 65,616**	**$ 92,703**	**$ (27,087)**	**-29%**
	Operating Income Percentage	**10%**	**75%**	**32%**			**10%**	**8%**		

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

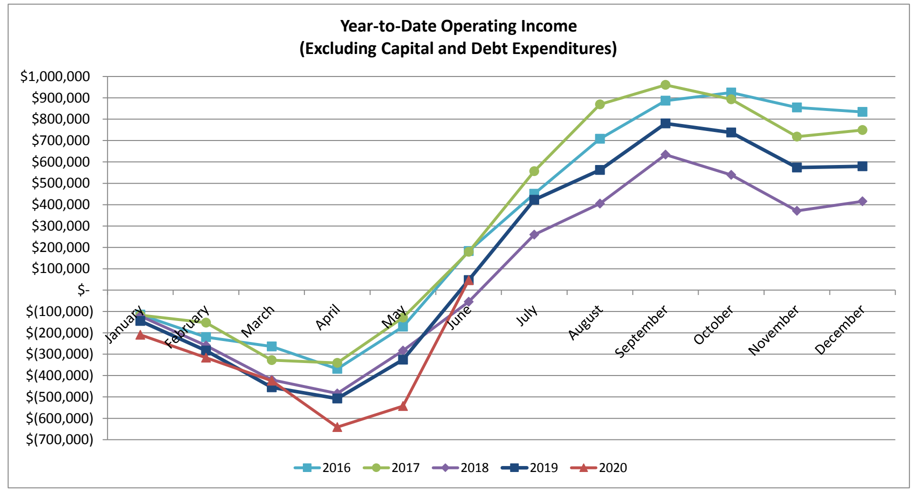
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of June 30, 2020

ORG/ OBJECT	DESCRIPTION	2020 BUDGET	MONTH 2020	MONTH 2019	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2020	YEAR-TO-DATE 2019	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	KEY METRICS									
		Goal								
	Revenue Source:									
	Restaurant/Bar	*N/A*	*$ 254,592*	*$ 224,577*	*$ 30,016*	*13%*	*$ 487,998*	*$ 729,776*	*$ (241,778)*	*-33%*
	Banquets	*N/A*	*-*	*121,403*	*(121,403)*	*-100%*	*125,958*	*362,687*	*(236,730)*	*-65%*
	Other	*N/A*	*45,015*	*40,556*	*4,459*	*11%*	*55,736*	*68,144*	*(12,408)*	*-18%*
	Total	*$ 2,733,000*	*$ 299,607*	*$ 386,536*	*$ (86,928)*	*-22%*	*$ 669,692*	*$ 1,160,607*	*$ (490,916)*	*-42%*
	Reserve 22 Revenues (Last 12 Months)	*$ 2,733,000*					$ 2,121,572	$ 2,500,337	*$ (378,765)*	*-15%*
	Reserve 22 Expenses (Last 12 Months)	*$ 2,452,699*					$ 2,014,891	$ 2,444,779	*$ (429,888)*	*-18%*
	# Guest Checks (Restaurant/Bar)	*N/A*	*5,651*	*6,819*	*(1,168)*		*11,896*	*22,145*	*(10,249)*	
	Revenue Per Guest Check	*N/A*	*$ 45.05*	*$ 32.93*	*$ 12.12*		*$ 41.02*	*$ 32.95*	*$ 8.07*	
	# Guests (Restaurant/Bar)	*N/A*	*10,441*	*11,716*	*(1,275)*		*20,240*	*37,879*	*(17,639)*	
	Average Guest Spend	*N/A*	*$ 24.38*	*$ 19.17*	*$ 5.22*		*$ 24.11*	*$ 19.27*	*$ 4.84*	
	Cost of Goods Sold %	*28%*	*0%*	*25%*	*-24%*		*17%*	*28%*	*-12%*	
	Cost of Goods Sold % (By Category):									
	Cost of Goods Sold - Beer	*25%*	*6%*	*15%*	*-9%*		*14%*	*21%*	*-7%*	
	Cost of Goods Sold - Wine	*29%*	*-3%*	*20%*	*-23%*		*18%*	*24%*	*-7%*	
	Cost of Goods Sold - Liquor	*18%*	*-12%*	*9%*	*-20%*		*5%*	*18%*	*-13%*	
	Cost of Goods Sold - NA Beverages	*33%*	*7%*	*51%*	*-44%*		*20%*	*60%*	*-41%*	
	Cost of Goods Sold - Food	*33%*	*0%*	*33%*	*-34%*		*20%*	*34%*	*-14%*	
	Personnel Expenses as % of Sales	*50%*	*23%*	*33%*	*-10%*		*61%*	*50%*	*11%*	
	Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	*78%*	*24%*	*58%*	*-34%*		*77%*	*78%*	*-1%*	

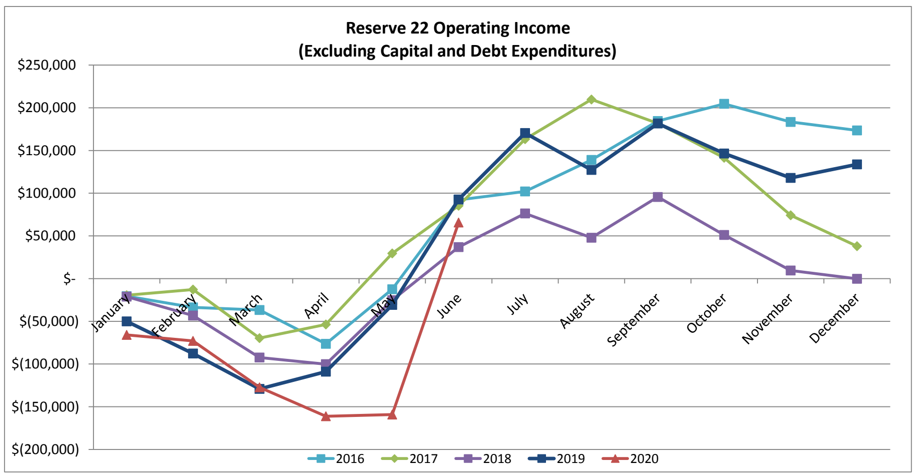
Village Links / Reserve 22
Dashboard Financial Report
As of June 30, 2020



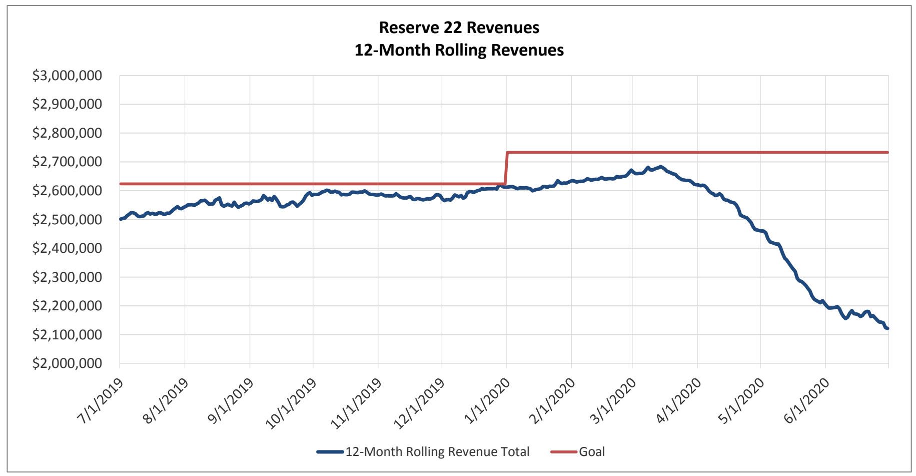
Year-To-Date Net Income (Including Capital and Debt Expenditures)



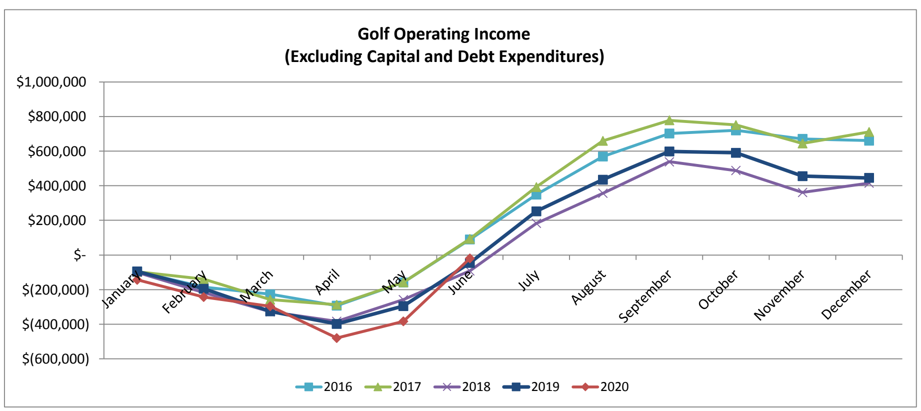
Year-to-Date Operating Income (Excluding Capital and Debt Expenditures)



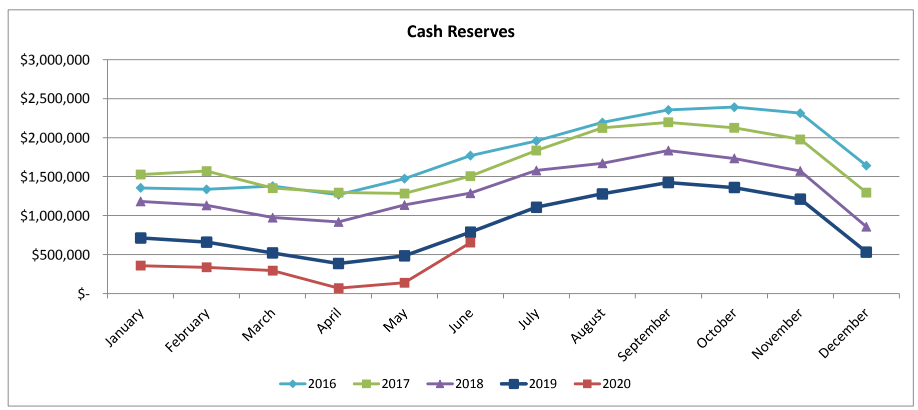
Reserve 22 Operating Income (Excluding Capital and Debt Expenditures)



Reserve 22 Revenues 12-Month Rolling Revenues



Golf Operating Income (Excluding Capital and Debt Expenditures)



Cash Reserves