



Agenda
Village of Glen Ellyn
Recreation Commission Meeting
Friday, October 29, 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) Minutes - 8/27/2021
- 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**
 - 1) 2022 User Fees Discussion
- G. Next Meeting - 11/19/2021**
- H. Adjournment**

**RECREATION COMMISSION
MINUTES
AUGUST 27, 2021**

Board or Commission: Recreation
Meeting: Regular
Quorum: Yes

Called to Order: 7:00A.M.
Adjourned: 8:15A.M.

MEMBER ATTENDANCE:

Mark Reinke	Chairman	Present
Rebecca Austin	Commissioner	Excused Absence
Glen G. Graham	Commissioner	Present
Carol Scott	Commissioner	Present
Brian Diver	Commissioner	Present
Tony Coconate	Commissioner	Present
Tom Slowinski	Commissioner	Present
Patrick Hohe	Student Commissioner	Excused Absence

Also, Present:

Jeff Vesevick	General Manager / Staff Liaison	Present
Steve Thompson	Liaison Trustee	Present
Mark Franz	Village Manager	Excused Absence
Christina Coyle	Finance Director	Present
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 August 27, 2021 meeting of the Recreation Commission was called to order at 7:05A.M. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman Reinke.

B. PUBLIC COMMENTS

None.

C. APPROVAL OF MINUTES FROM JULY 30, 2021 MEETING

1. MOVE TO APPROVE MINUTES OF MEETING FROM 7/30/21 AS PRESENTED.

RESULT: Motion Unanimously Carried

MOVER: Commissioner Diver

SECONDER: Commissioner Coconate

AYES: Coconate, Diver, Graham, Reinke, Scott, and Slowinski

NAYES: None

ABSENT: Austin

D. STANDING REPORTS

1. Manager – Jeff Vesevick

General Manager Vesevick said it was another good July with the weather being mild and dry. Golf rounds were slightly below last July, but exceeded 2019. Many golf outings started up again in July. The Junior Golf program continued to be strong. The Reserve 22 patio was extremely busy with revenues up about 30% from last July. Also, banquet business increased with guests holding events once again. There has been increased stress on the kitchen staff to keep up, especially with the recent vacancies.

Chairman Reinke said the Reserve 22 service entrance at the front of the building needs attention. Commissioner Coconate suggested better signage to divert eyelines from the service door. General Manager Vesevick said staff is committed to cleaning the service door area more often and staff will review options to improve this area. Chairman Reinke asked the Commission members think about solutions for this area and be prepared to discuss this at the next meeting.

Commissioner Slowinski asked about staffing. General Manager Vesevick replied the facility is hurting for staff members. General Manager Vesevick said staff was considering closing the restaurant certain hours because there no cooks to make the food. General Manager Vesevick noted many of the cooks work at Reserve 22 and at another job. General Manager Vesevick noted Reserve 22 just hired three (3) new cooks and the restaurant remains low on bussers and servers with all the students returning to school.

2. Reserve 22 – Brad Chapple

Discussion ensued regarding the on-boarding process for new staff members. Chairman Reinke asked General Manager Vesevick to provide an update on this at the next September meeting. Food and Beverage Director Chapple said staffing at Reserve 22 is the number 1 concern. Director of Golf Allen noted an incentive program is now in place for current staff members to refer new staff members.

3. Financial – Jeff Vesevick

General Manager Vesevick noted July was another good month and the change in net position was up over 25% from last year. Banquet business drove this increase. On a year-to-date basis, the change in net position was \$786,449.

General Manager Vesevick referenced the cash reserve history included in the agenda packet. Typically, in January, February, and March the facility is losing money, which is why cash reserves are needed. General Manager Vesevick referenced the cash reserve projections and noted if October 2021 is the best on record, cash reserves are estimated at \$2.6 million. Commissioner Coconate suggested creating a long-term plan for the facility. Director of Golf Allen noted cash reserves are needed because the Village Links does not take any tax dollars to run the facility.

General Manager Vesevick discussed the proposed five-year capital budget. The 2003 bonds for the \$6.0 million golf course renovation will be paid off in 2023. The 2013 bonds for the Reserve 22 renovation mature in 10 years. Each year the Links pays about \$340,000 on this debt. Due to lower debt costs beginning in 2023, the Links will have more money to spend on capital improvements. General Manager Vesevick said one of the capital improvements under discussion is the bunker renovation that will reduce labor costs.

Chairman Reinke asked when golf rates will be discussed. Director of Golf Allen noted staff is currently gathering rate information. General Manager Vesevick said rates are typically discussed at the October meeting and then recommended by the Recreation Commission in November with approval by the Village Board in December.

General Manager Vesevick said the 2022 budget includes a 10% decrease in golf revenues because the current volume can't probably be sustained. For 2022, Reserve 22 revenues are based upon revenues prior to the pandemic. General Manager Vesevick noted 2022 debt service expenses are going down from in \$656,083 in 2021 to \$433,904 in 2022. Capital expenses are expected to increase from \$162,268 in 2021 to \$358,557 in 2022. General Manager Vesevick said most expenses are variable and if staff observes that revenues are not where they need to be, then cut-backs are made.

MOTION TO RECOMMEND THE 2022 PROPOSED BUDGET FOR THE VILLAGE LINKS AND RESERVE 22.

RESULT Motion Unanimously
MOVER: Commissioner Coconate
SECONDER: Commissioner Diver
AYES: Coconate, Diver, Graham, Reinke, Scott, and Slowinski
NAYES: None
ABSENT: Austin

4. Trustee Liaison – Steve Thompson

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

E. OLD BUSINESS

General Manager Vesevick noted Finance Director Coyle is working on refinancing the 2012 bonds, which will reduce interest costs for the Village Links.

F. NEW BUSINESS

1. Have One On Us Discussion

Chairman Reinke stated this discussion will be moved to the September meeting.

G. NEXT MEETING – 9/24/21

H. ADJOURNMENT

Commissioner Diver moved and Commissioner Scott seconded, to adjourn the meeting. The meeting was adjourned at 8:15A.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 10/29/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Jeff Vesevick

**AGENDA ITEM (ID # 2021-
1586)**

DOC ID: 2021-1586

Manager - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Action Requested:

Attachments:

1. Managers Report Aug21
2. Managers Report Sept21

Manager's Report for August 2021

Submitted by Jeff Vesevick, General Manager

August weather was fantastic for golfers. Typically the wettest month of the year, only 0.57" of rain fell in 2 measurable events. Average rainfall for August is 4.6". The ongoing pandemic, state and local activity restrictions, and the fantastic weather drove golfers and diners alike to Village Links / Reserve 22 in near record numbers.

High Temperatures in August																					
	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000
100° days																					
90° days	5		4	1	3	1		3	9	3	6	1		5	2	5	1	6	4	6	3
80° days	19	18	19	19	24	15	17	17	10	19	20	15	18	17	18	20	11	18	19	19	20
70° days	6	12	8	11	4	13	13	10	11	9	5	9	13	8	11	6	16	6	8	6	8
60° days	1	1		1		2	1	1	1			6		1			3	1			
50° days																					
40° days																					
30° days																					
Rain	0.6"	3.1"	5.6"	1.0"	4.2"	5.4"	5.7"	2.3"	3.8"	3.9"	5.0"	4.5"	1.8"	8.6"	3.5"	2.3"	4.0"	2.4"	4.7"	4.7"	1.9"

GOLF

Consecutive dry days has been the norm in Chicago since July, a golf operators dream. With still limited options, and the public's tendency to cancel out of town travel, golf courses all over the area benefitted greatly, with volumes of golfers not seen since the late 90's. While August is typically a profitable month for golf, 2020 shattered numbers of recent memory, contributing to the first ever \$1,000,000 month in total facility sales. Every golf revenue category recorded double digit increases over a very good 2019.

Rounds played were down 17% for the month, and are up 26% for the year.

Green Fee revenue was down 9% for the month, and is up 44% for the year.

Driving Range revenue was down 11% for the month, and is up 70% for the year.

Motor Car revenue was down 9% for the month, and is up 38% for the year.

Pro Shop sales were down 21% for the month, and are up 21% for the year.

Golf Revenue August											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Rounds	12,420	11,823	12,451	12,385	13,242	11,176	12,220	11,145	11,969	15,205	12,631
Green Fees	286,660	273,188	303,350	277,455	324,654	285,344	312,940	291,845	310,676	426,495	389,731
Driving Range	33,407	33,178	37,426	48,085	45,160	38,251	43,355	49,420	46,133	76,031	67,415
Pro Shop	23,008	21,943	25,303	24,363	30,781	20,834	26,196	25,808	23,782	28,366	22,480
Carts	72,236	69,288	83,248	73,506	88,648	77,363	91,898	86,765	92,670	119,925	109,209
Resident Cards	889	1,000	1,415	1,270	1,080	560	710	690	1,000	2,050	660
Miscellaneous	6,963	10,400	15,535	11,212	7,869	7,597	8,501	7,085	8,831	10,597	10,162
Total Revenue	423,123	409,617	468,882	435,512	498,193	429,950	483,600	461,613	483,092	663,429	599,657
<i>Golf Revenue in August was the 2nd highest in the last 11 years</i>											

Weekend Permanent Starting times ended the season on Sunday, August 22.

August is Championship month for the Village Links, as the Over 60 Men's 9-hole league and the Swingin' Set Ladies league both crowned champions. The Village Links also conducted championship tournaments for juniors, Husband-Wife teams, and a Match Play Championship for men. The Annual Glen Ellyn Open was conducted as scheduled as well.

There were 16 outside events in August, 7 more than 2020. Revenue produced from golf outings, and the party afterward totaled \$66,573. Golf revenue from outings accounted for roughly 8% of the revenue. Individual foursome demand remains strong, as outings are gradually making a return.

Golf camps showed a strong improvement, as revenue from Junior Camps and Adult Lessons combined produced \$50,375 in revenue, up 29% from a year ago. Demand to learn the game continues to be strong for golfers of all ages and abilities, as Driving Range revenues continue to be strong.

FALL FEST is an annual promotion to increase traffic in the slower fall months, as most of our programmed leagues and lesson programs end in August. However, due to the increased traffic, great weather, and high demand, staff made a decision to forgo the normal promotions, aimed at getting golfers to the facility in the slower months.

The 3rd Annual fall version of the **PGA Junior League** attracted 56 junior golfers, roughly half of the summer league. This league for junior golfers continues to be popular. Junior golf continues to show growth, as many other sports have not yet returned to their full schedules. The Golf Professional staff has introduced a variety of unique and innovative ways to teach the game, while making sure the new golfers are having fun, and continue to play the game.

High School golf practices and matches begin in August, and will continue through September.

GROUNDNS

August was warm (3.3° above normal) with near-normal precipitation (4.51", 0.26" above normal). It was the 6th warmest August on record. Carts were grounded for 2 days this month on the 18 Hole & 3 days on the 9 Hole (94% availability on 18 Hole, 90% availability on 9 Hole). Summer 2021 (June – August) was Tied for 8th Warmest on Record, and actually came in at 1.13" above normal for precipitation, even though we were in some sort of drought condition for most of it.

Grounds

1. Plant protectant apps continued
2. Utilizing summer staff to rake bunkers daily, until College Students left
3. Tee Divots filled almost daily
4. De littered parkways multiple times
5. We repaired 4 irrigation leaks in house

Mechanical and Building Maintenance

1. 9 pieces of equipment were repaired and/or serviced.
2. Grinding of reels and mower blades as needed
3. Minor repairs in Clubhouse & Halfway

Horticulture/Conservation

1. Tropical Plants and Hanging Baskets fertilized
2. Acres Group began maintenance contract, bi-weekly touch ups of beds
3. Summer seasonal workers mulched behind Acres 4 semi loads of mulch used work finished this month

RESERVE 22

Despite a revival of the Banquet business (up 140%), Reserve 22 sales were down 2% from a year ago. The Restaurant and Bar was forced to limit availability due to the lack of available staff. While eager diners were disappointed, most were quite understanding of the industry wide lack of available labor. Both the Beverage Cart and Halfway House sales were down slightly, which coincides directly with rounds of golf being down slightly for August from a year ago.

Reserve 22 - AUGUST				Year to Date		
	2020	2021	+/-	2020	2021	+/-
Restaurant & Bar	269,820	228,404	-15.3%	1,003,625	1,231,473	22.7%
Banquets	31,401	75,359	140.0%	150,986	330,756	119.1%
from Outings	4,920	14,987	204.6%	4,920	41,224	737.9%
Beverage Cart	23,955	18,105	-24.4%	61,072	63,765	4.4%
Halfway House	25,090	24,302	-3.1%	78,739	109,490	39.1%
Other	8,161	5,621	-31.1%	42,567	64,464	51.4%
Total Reserve 22	358,427	351,792	-1.9%	1,336,989	1,799,948	34.6%

Manager's Report for September 2021

Submitted by Jeff Vesevick, General Manager

September 2021, was another excellent month for golfers, as rain fell on only 3 days, and totaled 1.2", nearly 2 inches below normal. Temperatures were consistently warm and comfortable, the course was dry, providing the fast and firm conditions many golfers enjoy. Diners flocked to the patio and driving range, enjoying the summer like beginning to the fall season.

High Temperatures/Precipitation in September																						
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000
100° days																						
90° days			1	3	7	1	1		2	1	2			2	3		4			3	1	2
80° days	15	5	8	11	5	12	11	6	7	6	3	8	7	7	14	4	14	15	12	13	7	9
70° days	12	15	15	6	12	12	13	14	12	14	7	15	17	13	9	14	8	12	10	11	10	9
60° days	3	8	6	7	6	4	5	5	8	6	13	5	5	7	4	10	4	3	6	3	10	8
50° days		2		3		1		5	1	3	5	2	1	1		2			2		2	2
40° days																						
Rain	1.2"	2.9"	7.6"	2.8"	0.5"	1.9"	3.8"	2.4"	1.8"	1.8"	3.4"	2.1"	3.4"	10.9"	0.9"	5.5"	1.7"	0.3"	2.2"	2.0"	5.8"	5.1"

GOLF

Rounds played were down 2% for the month, and are up 15% for the year.

Green Fee revenue was up 10% for the month, and is up 25% for the year.

Driving Range revenue was up 8% for the month, and is up 58% for the year.

Motor Car revenue was up 12% for the month, and is up 33% for the year.

Pro Shop sales were down 21% for the month, and are up 27% for the year.

Golf Revenue September											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Rounds	8,865	9,747	9,576	9,612	10,189	9,216	9,620	8,849	8,460	11,723	11,415
Green Fees	216,810	241,225	234,590	231,421	254,798	245,672	254,974	249,558	244,080	343,264	376,962
Driving Range	19,938	23,341	27,614	33,388	30,545	29,124	30,957	30,528	32,156	56,129	60,650
Pro Shop	19,003	18,903	22,319	24,039	26,308	23,782	28,518	20,830	21,070	24,337	19,239
Carts	59,976	69,048	72,224	72,374	81,706	76,637	80,935	81,638	65,907	92,895	104,460
Resident Cards	362	260	610	380	220	300	300	150	140	500	200
Miscellaneous	3,134	12,059	3,040	5,159	4,007	5,686	6,782	5,741	5,073	26,112	3,103
Total Revenue	319,227	364,829	360,243	366,760	397,583	381,201	402,465	388,444	368,426	543,236	564,615
<i>Golf Revenues were the best in the last 11 years</i>											

There were 20 outside events in September, nine more than 2020. The outings were of various sizes, and generated 1,197 rounds, about 10% of the total rounds played. Outings continue to make a comeback from the pandemic, as organizers are feeling more comfortable gathering in groups.

Golf's Annual Fall Fest promotions were suspended again in 2021. Aimed at enticing golfers to continue to enjoy the game later into the season, the continued popularity of golf influenced the decision, as favorable weather conditions kept the tee sheets full.

The 4th annual fall version of the **PGA Junior League** attracted 50 junior golfers, roughly half of the successful summer league, virtually the same as a year ago. High School golf practices and matches began in August, and continued through September.

GROUNDINGS

September was tied for the 5th warmest on record (4°F above normal). Only 1.23" of rain received (O'Hare) which is 1.96" below normal. Carts were not grounded at all this month (100% availability). As of October 5th, we were in a Moderate Drought.

Grounds

1. Plant protectant apps continued, final in season apps for Tees & Fairways
2. Back to extremely low staff levels (9 people daily, including Full Time)
3. Divots filled almost daily (tees & fairways)
4. De littered parkways multiple times
5. We repaired 3 irrigation leaks in house
6. Native areas sprayed (Greenside 2, 4, 9, 14)
7. Continued Flail Mowing of Natives as time allowed
8. Old Range Net removed and New One Installed (75 feet wider and 9 feet taller, now 350 feet wide and 25 feet tall)

Mechanical and Building Maintenance

1. 5 pieces of equipment were repaired and/or serviced.
2. Grinding of reels and mower blades as needed
3. Fuse issues with Blue Heron South A/C Unit
4. Minor repairs made in Kitchen as needed.
5. New Patio Heater installed above Patio Bar
6. Fence at Range repaired from Wind Damage

Horticulture/Conservation

1. Tropical Plants and Hanging Baskets fertilized
2. Acres Group continuing with bi-weekly visits per maintenance contract, weeds finally getting under better control
3. Tropical plants trimmed and clean of dead leaves

RESERVE 22

While the weather was again perfect for outdoor dining, and demand remained high, staff unfortunately again had to limit availability due to labor shortages. Staff which was available did a nice job handling the still busy restaurant and bar, and while service levels and wait times were a bit challenging at times, we managed to remain open on a daily basis.

Reserve 22 - SEPTEMBER				Year to Date		
	2020	2021	+/-	2020	2021	+/-
Restaurant & Bar	217,956	183,130	-16.0%	1,221,581	1,414,602	15.8%
Banquets	26,777	96,339	259.8%	177,763	427,095	140.3%
from Outings	7,486	39,576	428.7%	12,406	80,799	551.3%
Beverage Cart	15,847	13,126	-17.2%	76,919	76,891	0.0%
Halfway House	20,815	19,194	-7.8%	99,554	128,684	29.3%
Other	9,100	20,398	124.2%	51,667	84,862	64.2%
Total Reserve 22	290,495	332,187	14.4%	1,627,484	2,132,135	31.0%



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

Meeting 10/29/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Brad Chapple

**AGENDA ITEM (ID
2021-1587)**

DOC ID: 2021-1587

Reserve 22 - Brad Chapple

Statement of the Issue:

Analysis:

Budget Impact:

Action Requested:

Attachments:



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

Meeting 10/29/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen, Jeff Vesevick

**AGENDA ITEM (ID
2021-1588)**

DOC ID: 2021-1588

Financial - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Action Requested:

Attachments:

1. Village Links - Financial Statements - August 2021
2. Village Links - Financial Statements - September 2021
3. COH Scenarios

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of August 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	\$ 602,280	\$ 663,430	\$ (61,150)	-9%	\$ 2,903,570	\$ 2,154,846	\$ 748,724	35%	
5520	Reserve 22 Revenues	2,731,000	363,750	363,459	291	0%	1,822,501	1,342,019	480,482	36%	
Total Revenues		\$ 5,844,850	\$ 966,030	\$ 1,026,890	\$ (60,859)	-6%	\$ 4,726,071	\$ 3,496,865	\$ 1,229,206	35%	
EXPENDITURES:											
55700	Administration	\$ 460,117	\$ 36,968	\$ 35,769	\$ 1,199	3%	\$ 303,804	\$ 299,130	\$ 4,674	2%	
55710	Golf Course Maintenance	899,270	85,109	69,394	15,715	23%	563,509	528,979	34,530	7%	
55720	Golf Services	722,908	80,596	81,741	(1,145)	-1%	505,780	417,393	88,387	21%	
55730	Reserve 22	2,420,256	275,714	274,558	1,156	0%	1,480,252	1,212,747	267,505	22%	
55740	Stormwater Management	28,814	1,898	1,206	692	57%	8,344	3,778	4,566	121%	
55750	Pro Shop Merchandise	158,495	16,014	30,316	(14,302)	-47%	110,114	89,319	20,795	23%	
55780	Motorized Carts	45,515	7,901	10,174	(2,273)	-22%	35,816	24,809	11,007	44%	
557X5	Mechanical Maintenance	196,841	15,225	14,991	234	2%	126,347	104,126	22,221	21%	
Total Operating Expenses		\$ 4,932,216	\$ 519,425	\$ 518,149	\$ 1,276	0%	\$ 3,133,967	\$ 2,680,282	\$ 453,685	17%	
Operating Income		\$ 912,634	\$ 446,606	\$ 508,741	\$ (62,135)	-12%	\$ 1,592,104	\$ 816,583	\$ 775,521	95%	
Debt Service		656,084	-	-	-	0%	43,041	51,348	(8,306)	-16%	
Capital Expenditures		222,000	-	4,043	(4,043)	-100%	80,039	24,568	55,471	226%	
CHANGE IN NET POSITION		\$ 34,550	\$ 446,606	\$ 504,698	\$ (58,093)	-12%	\$ 1,469,024	\$ 740,668	\$ 728,356	98%	

KEY METRICS

	<u>Goal</u>								
Personnel Expenses as % of Sales	47%	29%	24%	4%	36%	46%	-11%		
Cash Balance (End of Month, in \$000's)	\$ 1,234	\$ 2,260	\$ 1,392	\$ 869					

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of August 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	\$ 389,731	\$ 426,459	\$ (36,729)	-9%	\$ 1,803,921	\$ 1,400,976	\$ 402,945	29%
440554	Pro Shop - Sales	170,000	22,480	28,366	(5,886)	-21%	133,685	96,290	37,395	39%
440555	Motor Carts	500,000	109,209	119,925	(10,716)	-9%	473,052	340,065	132,987	39%
440556	Driving Range	300,000	67,345	76,031	(8,686)	-11%	355,624	208,373	147,251	71%
440557	Resident Cards	32,000	660	2,050	(1,390)	-68%	34,946	31,800	3,146	10%
460100	Investment Income	8,500	0	1	(1)	-83%	2	2,343	(2,340)	-100%
489000	Miscellaneous Revenue	126,550	10,730	10,597	133	1%	84,983	75,639	9,344	12%
489100	Miscellaneous - Over/Short	-	(108)	1	(110)	-9617%	(509)	(639)	130	-20%
490800	Operating Transfer In	26,800	2,233	-	2,233	0%	17,867	-	17,867	0%
	Total Revenues	\$ 3,113,850	\$ 602,280	\$ 663,430	\$ (61,150)	-9%	\$ 2,903,570	\$ 2,154,846	\$ 748,724	35%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 127,500	\$ 13,057	\$ 27,618	\$ (14,561)	-53%	\$ 88,587	\$ 68,672	\$ 19,916	29%
	Total Cost of Goods Sold	\$ 127,500	\$ 13,057	\$ 27,618	\$ (14,561)	-53%	\$ 88,587	\$ 68,672	\$ 19,916	29%
	Gross Profit	\$ 2,986,350	\$ 589,223	\$ 635,812	\$ (46,589)	-7%	\$ 2,814,983	\$ 2,086,174	\$ 728,809	35%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 943,660	\$ 71,540	\$ 68,635	\$ 2,905	4%	\$ 546,423	\$ 482,449	\$ 63,974	13%
510120	Salaries - Non-Pensionable	194,800	41,314	33,307	8,007	24%	180,731	221,888	(41,157)	-19%
510200	Salaries - Overtime	6,740	1,499	818	680	83%	4,083	2,416	1,666	69%
510400	FICA Taxes	86,408	8,525	7,638	888	12%	54,186	52,401	1,784	3%
510500	IMRF	82,774	6,196	6,039	158	3%	46,477	51,637	(5,160)	-10%
590600	Health Insurance	137,400	9,897	10,355	(458)	-4%	83,345	91,520	(8,175)	-9%
52XXXX	Contractual Services	624,178	82,665	52,750	29,914	57%	414,435	338,209	76,226	23%
53XXXX	Commodities	308,500	9,017	36,431	(27,414)	-75%	235,448	158,342	77,106	49%
	Total Operating Expenses	\$ 2,384,460	\$ 230,653	\$ 215,973	\$ 14,681	7%	\$ 1,565,127	\$ 1,398,863	\$ 166,265	12%
	Operating Income	\$ 601,890	\$ 358,570	\$ 419,840	\$ (61,270)	-15%	\$ 1,249,856	\$ 687,312	\$ 562,544	82%
	Operating Income Percentage	19%	60%	63%			43%	32%		

KEY METRICS

	Goal								
Rounds Played	70,000	12,631	15,205	(2,574)	59,631	50,191	9,440		
Revenue Per Round	\$ 44.48	\$ 47.68	\$ 43.63	\$ 4.05	\$ 48.69	\$ 42.93	\$ 5.76		
Resident Cards Sold	N/A	35	112	(77)	2,804	2,530	274		
Cost of Goods Sold % - Pro Shop	75%	58%	97%	-39%	66%	71%	-5%		
Personnel Expenses as % of Sales	47%	23%	19%	4%	32%	42%	-10%		

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of August 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			\$ 4,660	\$ 4,013	\$ 647		\$ 52,015	\$ 38,990	\$ 13,025	
Handicaps			-	200	(200)		-	15,760	(15,760)	
Hand Cart Rentals			3,675	4,403	(728)		18,552	14,430	4,122	
Golf Club Rentals			1,500	450	1,050		4,110	680	3,430	
Golf Club Repairs			-	174	(174)		738	400	338	
Locker Rentals			-	-	-		2,720	2,880	(160)	
Illinois Sales Tax (1.75%)			550	455	95		2,062	1,503	559	
Glen Ellyn Food & Beverage Tax (1%)			54	44	10		200	103	97	
Misc. Outings			-	-	-		1,048	-	1,048	
FootGolf Ball Rentals			-	25	(25)		15	70	(55)	
ATM Machine Commission			-	1	(1)		11	28	(17)	
Miscellaneous			291	833	(542)		3,513	795	2,718	
Total		\$ 126,550	\$ 10,730	\$ 10,597	\$ 133		\$ 84,983	\$ 75,639	\$ 9,344	

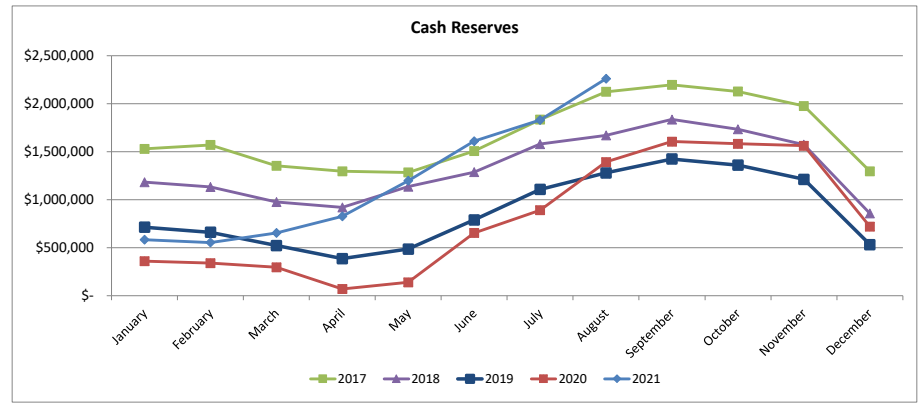
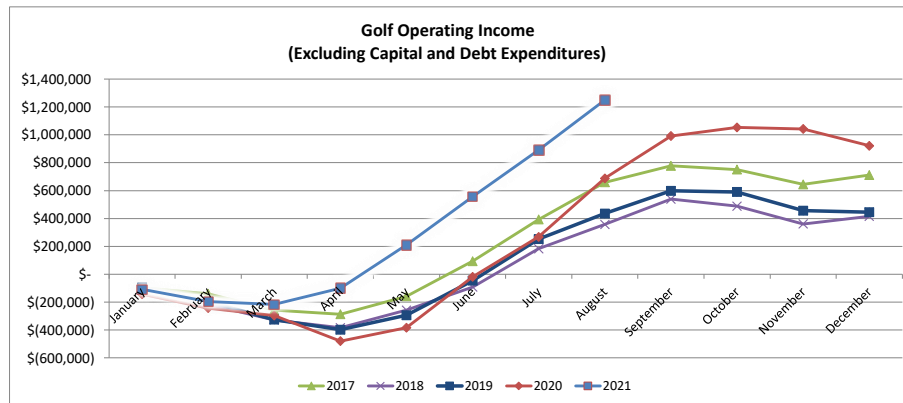
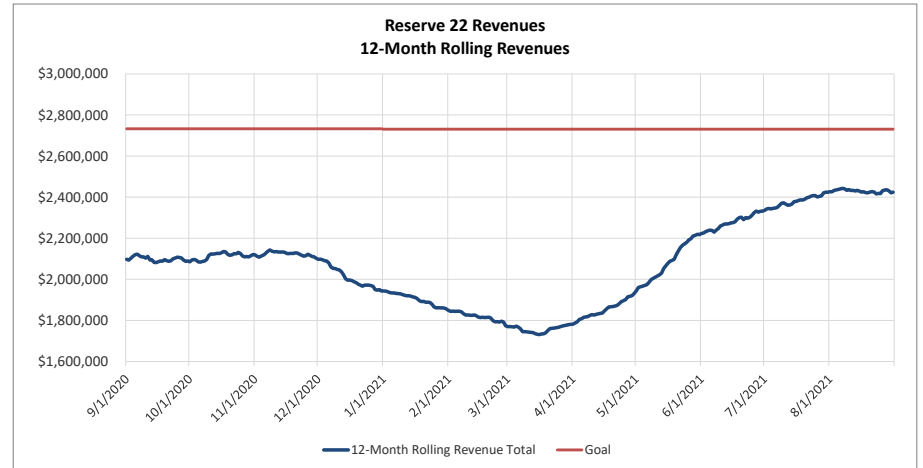
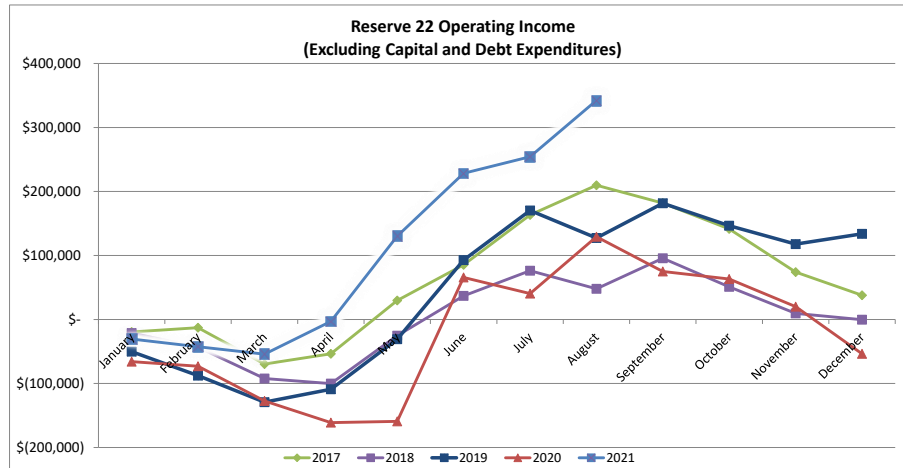
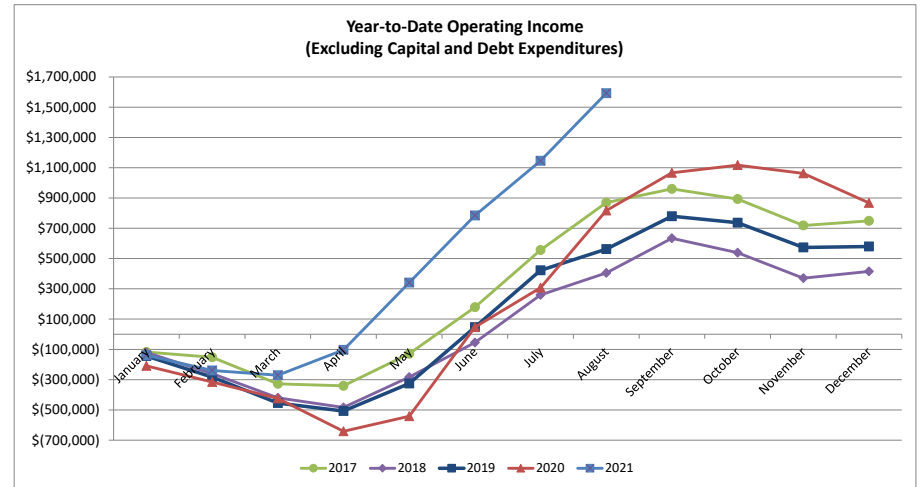
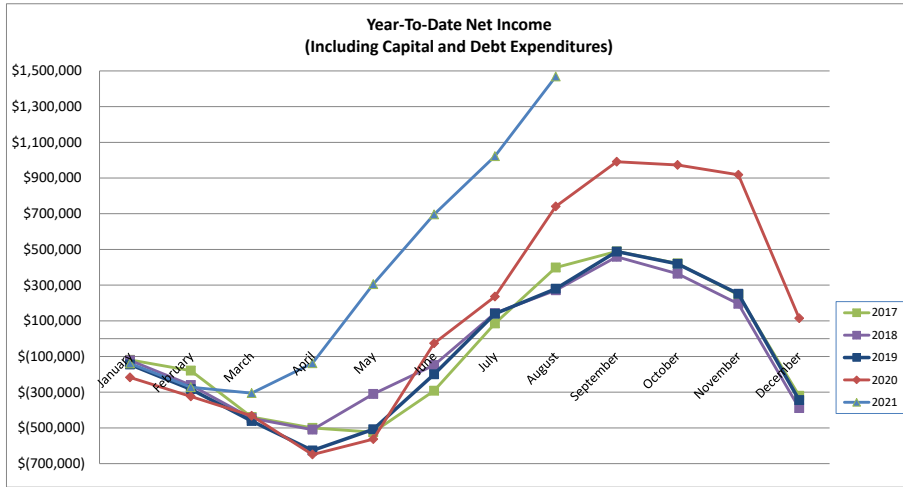
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of August 31, 2021

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	\$ 195,260	\$ 185,045	\$ 10,215	6%	\$ 993,876	\$ 723,318	\$ 270,558	37%
441101	Liquor	260,000	36,858	38,205	(1,346)	-4%	194,516	135,958	58,558	43%
441102	Beer	485,000	70,823	81,737	(10,914)	-13%	347,705	266,998	80,707	30%
441103	Wine	235,000	25,941	31,227	(5,286)	-17%	141,281	119,422	21,859	18%
441104	NA Beverages	85,000	17,514	19,670	(2,155)	-11%	68,974	61,187	7,787	13%
441106	Room Charges	4,000	1,250	797	453	57%	4,121	2,747	1,374	50%
441107	Service Charges	160,000	16,193	6,785	9,408	139%	63,969	30,744	33,225	108%
489000	Miscellaneous Revenue	2,000	(90)	(7)	(83)	1260%	8,058	1,644	6,414	390%
	Total Revenues	\$ 2,731,000	\$ 363,750	\$ 363,459	\$ 291	0%	\$ 1,822,501	\$ 1,342,019	\$ 480,482	36%
55730	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 135,800	\$ 15,372	\$ 21,427	\$ (6,055)	-28%	\$ 82,359	\$ 57,529	\$ 24,830	43%
530401	Cost of Goods Sold - Wine	72,850	12,183	12,131	52	0%	43,944	29,220	14,724	50%
530402	Cost of Goods Sold - Liquor	52,000	10,487	13,009	(2,522)	-19%	44,004	21,759	22,245	102%
530405	Cost of Goods Sold - NA Beverages	35,700	7,818	7,348	471	6%	36,235	23,125	13,110	57%
530420	Cost of Goods Sold - Food	480,000	61,611	59,232	2,379	4%	322,085	211,016	111,069	53%
	Total Cost of Goods Sold	\$ 776,350	\$ 107,472	\$ 113,147	\$ (5,675)	-5%	\$ 528,627	\$ 342,650	\$ 185,978	54%
	Gross Profit	\$ 1,954,650	\$ 256,278	\$ 250,312	\$ 5,966	2%	\$ 1,293,873	\$ 999,369	\$ 294,504	29%
	Gross Profit Percentage	72%	70%	69%			71%	74%		
55730	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 607,800	\$ 44,437	\$ 45,003	\$ (566)	-1%	\$ 321,332	\$ 353,993	\$ (32,662)	-9%
510120	Salaries - Non-Pensionable	460,000	65,875	54,727	11,148	20%	299,240	210,336	88,904	42%
510200	Salaries - Overtime	5,000	4,488	2,035	2,453	121%	14,514	6,530	7,984	122%
510399	Tips Paid Through Payroll	-	(69)	1,796	(1,865)	-104%	(7,637)	(1,003)	(6,634)	661%
510400	FICA Taxes	115,440	12,017	11,508	510	4%	65,089	57,042	8,047	14%
510500	IMRF	53,520	5,164	5,322	(158)	-3%	35,214	37,477	(2,262)	-6%
590600	Health Insurance	73,900	5,499	5,574	(74)	-1%	47,190	45,637	1,553	3%
52XXXX	Contractual Services	179,246	19,637	24,569	(4,932)	-20%	95,242	96,512	(1,270)	-1%
53XXXX	Commodities	149,000	11,194	10,877	317	3%	81,440	63,573	17,867	28%
	Total Operating Expenses	\$ 1,643,906	\$ 168,242	\$ 161,411	\$ 6,832	4%	\$ 951,625	\$ 870,097	\$ 81,528	9%
	Operating Income	\$ 310,744	\$ 88,036	\$ 88,901	\$ (865)	-1%	\$ 342,248	\$ 129,272	\$ 212,977	165%
	Operating Income Percentage	11%	24%	24%			19%	10%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of August 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	\$ 228,314	\$ 269,837	\$ (41,523)	-15%	\$ 1,231,276	\$ 1,003,309	\$ 227,966	23%
Banquets		N/A	87,317	36,418	50,900	140%	382,813	174,579	208,234	119%
Other		N/A	48,118	57,204	(9,086)	-16%	208,412	164,131	44,282	27%
Total		\$ 2,731,000	\$ 363,750	\$ 363,459	\$ 291	0%	\$ 1,822,501	\$ 1,342,019	\$ 480,482	36%
Reserve 22 Revenues (Last 12 Months)		\$ 2,731,000					\$ 2,424,170	\$ 2,101,223	\$ 322,947	15%
Reserve 22 Expenses (Last 12 Months)		\$ 2,420,256					\$ 2,264,692	\$ 1,965,424	\$ 299,268	15%
# Guest Checks (Restaurant/Bar)		N/A	6,101	6,272	(171)		31,619	23,926	7,693	
Revenue Per Guest Check		N/A	\$ 37.42	\$ 43.02	\$ (5.60)		\$ 38.94	\$ 41.93	\$ (2.99)	
# Guests (Restaurant/Bar)		N/A	10,179	11,157	(978)		53,585	41,917	11,668	
Average Guest Spend		N/A	\$ 22.43	\$ 24.19	\$ (1.76)		\$ 22.98	\$ 23.94	\$ (0.96)	
Cost of Goods Sold %		28%	30%	31%	-2%		29%	26%	3%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer		28%	22%	26%	-5%		24%	22%	2%	
Cost of Goods Sold - Wine		31%	47%	39%	8%		31%	24%	7%	
Cost of Goods Sold - Liquor		20%	28%	34%	-6%		23%	16%	7%	
Cost of Goods Sold - NA Beverages		42%	45%	37%	7%		53%	38%	15%	
Cost of Goods Sold - Food		32%	32%	32%	0%		32%	29%	3%	
Personnel Expenses as % of Sales		48%	37%	34%	2%		42%	53%	-11%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales										
		77%	67%	65%	2%		72%	79%	-7%	

Village Links / Reserve 22
Dashboard Financial Report
As of August 31, 2021





VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 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	\$ 568,586	\$ 543,770	\$ 24,816	5%	\$ 3,472,157	\$ 2,698,616	\$ 773,540	29%
5520	Reserve 22 Revenues	2,731,000	332,187	290,495	41,692	14%	2,154,688	1,632,514	522,174	32%
Total Revenues		\$ 5,844,850	\$ 900,773	\$ 834,265	\$ 66,508	8%	\$ 5,626,845	\$ 4,331,130	\$ 1,295,714	30%
EXPENDITURES:										
55700	Administration	\$ 460,117	\$ 36,209	\$ 35,099	\$ 1,110	3%	\$ 340,014	\$ 334,230	\$ 5,784	2%
55710	Golf Course Maintenance	899,270	61,742	71,578	(9,836)	-14%	625,251	600,557	24,694	4%
55720	Golf Services	722,908	73,142	87,187	(14,045)	-16%	578,922	504,580	74,342	15%
55730	Reserve 22	2,420,256	293,573	344,795	(51,223)	-15%	1,773,825	1,557,543	216,282	14%
55740	Stormwater Management	28,814	1,866	480	1,386	288%	10,210	4,258	5,952	140%
55750	Pro Shop Merchandise	158,495	19,687	20,776	(1,089)	-5%	129,802	110,096	19,706	18%
55780	Motorized Carts	45,515	9,396	8,963	433	5%	45,212	33,772	11,440	34%
557X5	Mechanical Maintenance	196,841	11,486	14,828	(3,342)	-23%	137,833	118,954	18,879	16%
Total Operating Expenses		\$ 4,932,216	\$ 507,101	\$ 583,708	\$ (76,606)	-13%	\$ 3,641,068	\$ 3,263,989	\$ 377,079	12%
Operating Income		\$ 912,634	\$ 393,672	\$ 250,558	\$ 143,115	57%	\$ 1,985,777	\$ 1,067,141	\$ 918,636	86%
Debt Service		656,084	-	-	-	0%	43,041	51,348	(8,306)	-16%
Capital Expenditures		222,000	64,539	-	64,539	0%	144,578	24,568	120,010	488%
CHANGE IN NET POSITION		\$ 34,550	\$ 329,133	\$ 250,558	\$ 78,576	31%	\$ 1,798,157	\$ 991,226	\$ 806,932	81%

KEY METRICS

		<u>Goal</u>							
Personnel Expenses as % of Sales		47%	27%	28%	-1%	34%	43%	-9%	
Cash Balance (End of Month, in \$000's)	\$	1,234	\$	2,532	\$	1,605	\$	927	

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of September 30, 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	\$ 376,962	\$ 343,264	\$ 33,699	10%	\$ 2,180,883	\$ 1,744,239	\$ 436,644	25%
440554	Pro Shop - Sales	170,000	19,239	24,337	(5,097)	-21%	152,924	120,627	32,297	27%
440555	Motor Carts	500,000	104,460	92,895	11,565	12%	577,512	432,960	144,552	33%
440556	Driving Range	300,000	60,650	56,129	4,521	8%	416,274	264,502	151,772	57%
440557	Resident Cards	32,000	200	500	(300)	-60%	35,146	32,300	2,846	9%
460100	Investment Income	8,500	1,095	1	1,094	170948%	1,097	2,343	(1,246)	-53%
489000	Miscellaneous Revenue	126,550	3,649	26,689	(23,040)	-86%	88,632	102,328	(13,697)	-13%
489100	Miscellaneous - Over/Short	-	98	(45)	142	-319%	(411)	(683)	273	-40%
490800	Operating Transfer In	26,800	2,233	-	2,233	0%	20,100	-	20,100	0%
	Total Revenues	\$ 3,113,850	\$ 568,586	\$ 543,770	\$ 24,816	5%	\$ 3,472,157	\$ 2,698,616	\$ 773,540	29%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 127,500	\$ 16,736	\$ 18,136	\$ (1,400)	-8%	\$ 105,324	\$ 86,808	\$ 18,515	21%
	Total Cost of Goods Sold	\$ 127,500	\$ 16,736	\$ 18,136	\$ (1,400)	-8%	\$ 105,324	\$ 86,808	\$ 18,515	21%
	Gross Profit	\$ 2,986,350	\$ 551,850	\$ 525,634	\$ 26,216	5%	\$ 3,366,833	\$ 2,611,808	\$ 755,025	29%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 943,660	\$ 69,531	\$ 68,156	\$ 1,374	2%	\$ 615,954	\$ 538,429	\$ 77,525	14%
510120	Salaries - Non-Pensionable	194,800	29,930	25,465	4,465	18%	210,661	259,530	(48,869)	-19%
510200	Salaries - Overtime	6,740	907	719	187	26%	4,989	3,135	1,854	59%
510400	FICA Taxes	86,408	7,456	6,986	470	7%	61,641	59,387	2,254	4%
510500	IMRF	82,774	6,019	5,986	33	1%	52,495	57,623	(5,127)	-9%
590600	Health Insurance	137,400	9,897	10,355	(458)	-4%	93,242	101,876	(8,633)	-8%
52XXXX	Contractual Services	624,178	59,431	65,809	(6,379)	-10%	473,866	404,018	69,848	17%
53XXXX	Commodities	308,500	13,622	37,299	(23,676)	-63%	249,071	195,641	53,430	27%
	Total Operating Expenses	\$ 2,384,460	\$ 196,792	\$ 220,776	\$ (23,983)	-11%	\$ 1,761,919	\$ 1,619,638	\$ 142,281	9%
	Operating Income	\$ 601,890	\$ 355,058	\$ 304,858	\$ 50,200	16%	\$ 1,604,914	\$ 992,169	\$ 612,744	62%
	Operating Income Percentage	19%	62%	56%			46%	37%		

KEY METRICS

	Goal								
Rounds Played	70,000	11,415	11,723	(308)		71,046	61,914	9,132	
Revenue Per Round	\$ 44.48	\$ 49.81	\$ 46.38	\$ 3.43		\$ 48.87	\$ 43.59	\$ 5.29	
Resident Cards Sold	N/A	11	27	(16)		2,815	2,557	258	
Cost of Goods Sold % - Pro Shop	75%	87%	75%	12%		69%	72%	-3%	
Personnel Expenses as % of Sales	47%	22%	22%	0%		30%	38%	-8%	

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of September 30, 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			\$ -	\$ -	\$ -		\$ 52,015	\$ 38,990	\$ 13,025	
Handicaps			-	21,520	(21,520)		-	37,280	(37,280)	
Hand Cart Rentals			2,272	3,982	(1,710)		20,824	18,412	2,412	
Golf Club Rentals			740	40	700		4,850	720	4,130	
Golf Club Repairs			-	12	(12)		738	412	326	
Locker Rentals			-	(80)	80		2,720	2,800	(80)	
Illinois Sales Tax (1.75%)			496	530	(34)		2,558	2,033	525	
Glen Ellyn Food & Beverage Tax (1%)			49	47	2		249	150	99	
Misc. Outings			-	-	-		1,048	-	1,048	
Misc. Tournament Prize			-	638	(638)		-	638	(638)	
FootGolf Ball Rentals			-	-	-		15	70	(55)	
ATM Machine Commission			-	-	-		11	28	(17)	
Miscellaneous			91	-	91		3,604	795	2,809	
Total		\$ 126,550	\$ 3,649	\$ 26,689	\$ (23,040)		\$ 88,632	\$ 102,328	\$ (13,697)	

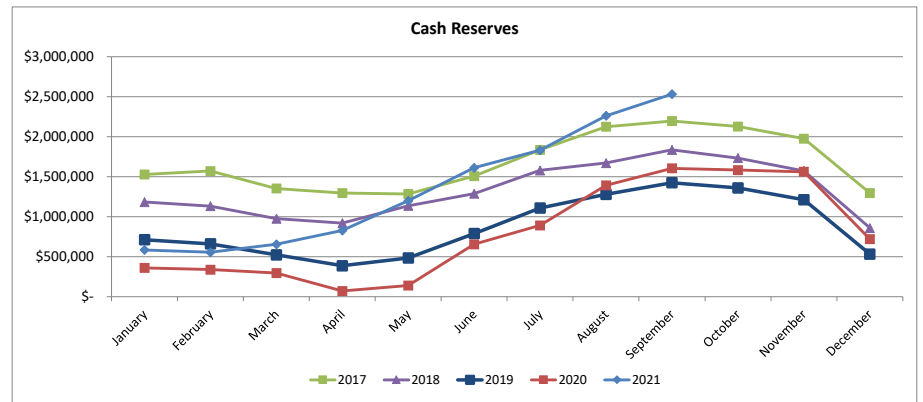
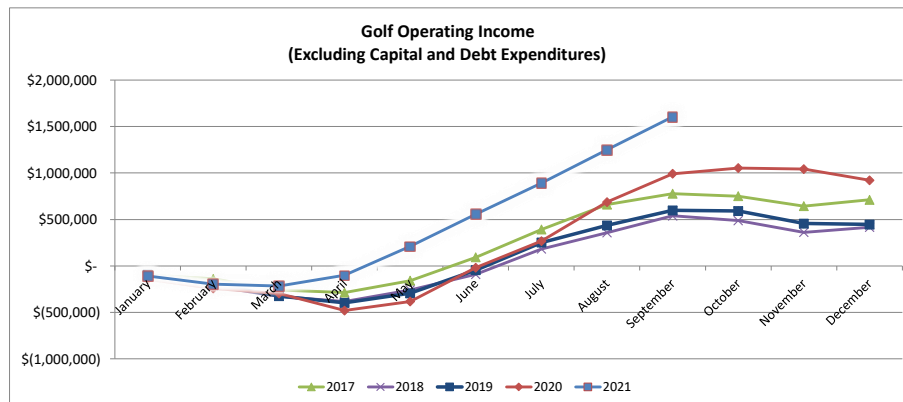
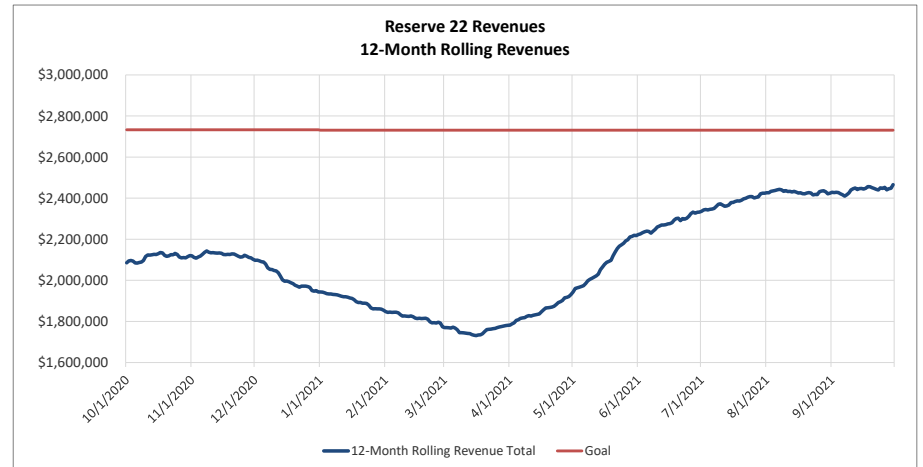
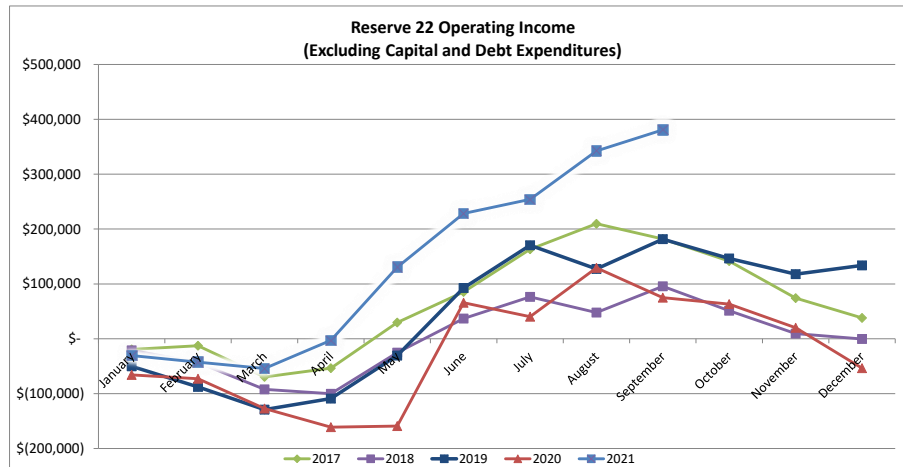
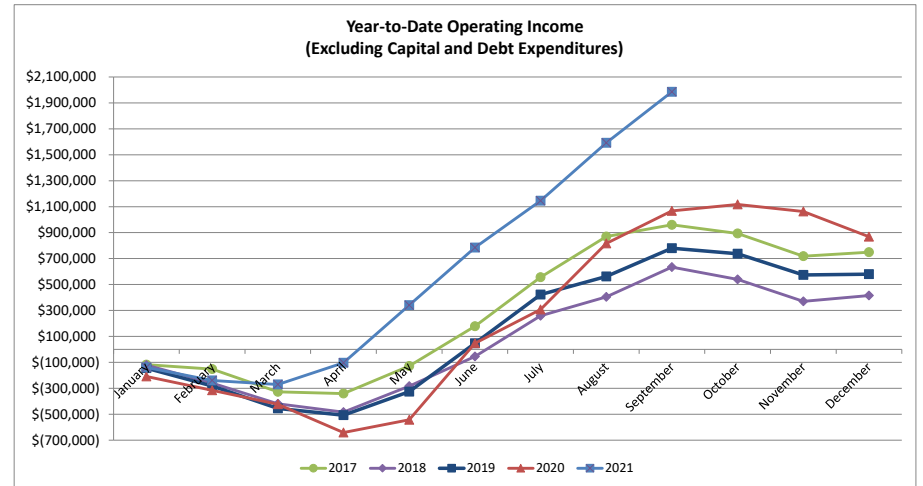
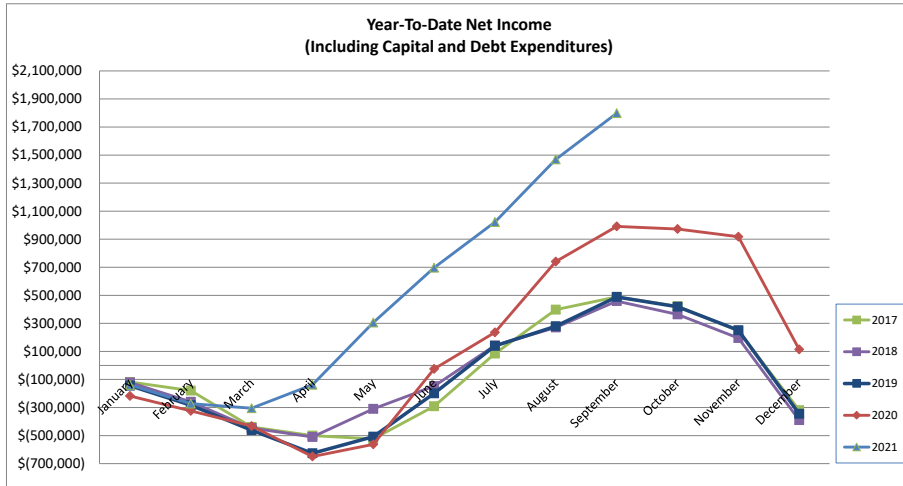
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 2021

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	\$ 172,858	\$ 146,602	\$ 26,256	18%	\$ 1,166,734	\$ 869,920	\$ 296,814	34%
441101	Liquor	260,000	34,822	36,092	(1,270)	-4%	229,338	172,050	57,287	33%
441102	Beer	485,000	66,646	66,768	(122)	0%	414,351	333,766	80,585	24%
441103	Wine	235,000	26,337	24,781	1,556	6%	167,618	144,203	23,415	16%
441104	NA Beverages	85,000	11,036	10,913	123	1%	80,010	72,100	7,910	11%
441106	Room Charges	4,000	1,500	-	1,500	0%	5,621	2,747	2,874	105%
441107	Service Charges	160,000	19,012	5,317	13,695	258%	82,981	36,061	46,920	130%
489000	Miscellaneous Revenue	2,000	(22)	23	(45)	-197%	8,036	1,667	6,369	382%
	Total Revenues	\$ 2,731,000	\$ 332,187	\$ 290,495	\$ 41,692	14%	\$ 2,154,688	\$ 1,632,514	\$ 522,174	32%
55730	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 135,800	\$ 23,975	\$ 26,891	\$ (2,916)	-11%	\$ 106,334	\$ 84,420	\$ 21,914	26%
530401	Cost of Goods Sold - Wine	72,850	9,553	13,030	(3,477)	-27%	53,497	42,251	11,246	27%
530402	Cost of Goods Sold - Liquor	52,000	10,710	16,285	(5,575)	-34%	54,714	38,044	16,670	44%
530405	Cost of Goods Sold - NA Beverages	35,700	10,331	6,012	4,319	72%	46,566	29,137	17,429	60%
530420	Cost of Goods Sold - Food	480,000	79,977	82,464	(2,487)	-3%	402,062	293,480	108,582	37%
	Total Cost of Goods Sold	\$ 776,350	\$ 134,545	\$ 144,682	\$ (10,136)	-7%	\$ 663,173	\$ 487,331	\$ 175,841	36%
	Gross Profit	\$ 1,954,650	\$ 197,642	\$ 145,813	\$ 51,829	36%	\$ 1,491,516	\$ 1,145,183	\$ 346,333	30%
	Gross Profit Percentage	72%	59%	50%			69%	70%		
55730	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 607,800	\$ 45,398	\$ 44,281	\$ 1,117	3%	\$ 366,730	\$ 398,274	\$ (31,544)	-8%
510120	Salaries - Non-Pensionable	460,000	46,543	51,606	(5,063)	-10%	345,784	261,942	83,841	32%
510200	Salaries - Overtime	5,000	6,544	1,265	5,280	418%	21,058	7,795	13,263	170%
510399	Tips Paid Through Payroll	-	(1,576)	(1,024)	(553)	54%	(9,213)	(2,027)	(7,187)	355%
510400	FICA Taxes	115,440	10,233	10,612	(379)	-4%	75,322	67,654	7,668	11%
510500	IMRF	53,520	5,754	5,111	643	13%	40,968	42,588	(1,620)	-4%
590600	Health Insurance	73,900	5,076	5,574	(497)	-9%	52,266	51,211	1,055	2%
52XXXX	Contractual Services	179,246	21,144	67,329	(46,185)	-69%	116,386	163,841	(47,455)	-29%
53XXXX	Commodities	149,000	19,911	15,360	4,551	30%	101,351	78,932	22,418	28%
	Total Operating Expenses	\$ 1,643,906	\$ 159,028	\$ 200,114	\$ (41,086)	-21%	\$ 1,110,653	\$ 1,070,211	\$ 40,441	4%
	Operating Income (Loss)	\$ 310,744	\$ 38,615	\$ (54,300)	\$ 92,915	-171%	\$ 380,863	\$ 74,972	\$ 305,891	408%
	Operating Income (Loss) Percentage	11%	12%	-19%			18%	5%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 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		\$ 183,130	\$ 217,943	\$ (34,813)	-16%	\$ 1,414,405	\$ 1,221,252	\$ 193,153	16%
Banquets	N/A		110,990	31,041	79,949	258%	493,803	205,620	288,183	140%
Other	N/A		38,067	41,511	(3,444)	-8%	246,479	205,642	40,837	20%
Total	\$ 2,731,000		\$ 332,187	\$ 290,495	\$ 41,692	14%	\$ 2,154,688	\$ 1,632,514	\$ 522,174	32%
Reserve 22 Revenues (Last 12 Months)	\$ 2,731,000						\$ 2,465,862	\$ 2,089,640	\$ 376,223	18%
Reserve 22 Expenses (Last 12 Months)	\$ 2,420,256						\$ 2,213,470	\$ 2,062,479	\$ 150,990	7%
# Guest Checks (Restaurant/Bar)	N/A		4,944	5,154	(210)		36,563	29,080	7,483	
Revenue Per Guest Check	N/A		\$ 37.04	\$ 42.29	\$ (5.25)		\$ 38.68	\$ 42.00	\$ (3.31)	
# Guests (Restaurant/Bar)	N/A		8,062	9,153	(1,091)		61,647	51,070	10,577	
Average Guest Spend	N/A		\$ 22.72	\$ 23.81	\$ (1.10)		\$ 22.94	\$ 23.91	\$ (0.97)	
Cost of Goods Sold %	28%		41%	50%	-9%		31%	30%	1%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer	28%		36%	40%	-4%		26%	25%	0%	
Cost of Goods Sold - Wine	31%		36%	53%	-16%		32%	29%	3%	
Cost of Goods Sold - Liquor	20%		31%	45%	-14%		24%	22%	2%	
Cost of Goods Sold - NA Beverages	42%		94%	55%	39%		58%	40%	18%	
Cost of Goods Sold - Food	32%		46%	56%	-10%		34%	34%	1%	
Personnel Expenses as % of Sales	48%		34%	41%	-7%		41%	51%	-10%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	77%		76%	91%	-14%		73%	81%	-8%	

Village Links / Reserve 22
Dashboard Financial Report
As of September 30, 2021



VILLAGE LINKS / RESERVE 22
MONTHLY CASH INCREASE/DECREASE HISTORY (000)

	<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	412	220	447	272			
Avg	(126)	(58)	(61)	(37)	145	261	280	283	176	(44)	(107)	(706)
Best	(100)	42	96	172	371	516	356	500	272	36	(21)	(671)
Worst	(173)	(270)	(218)	(225)	(11)	30	186	92	72	(102)	(160)	(843)

NEXT 12 MONTH CASH BALANCE SCENARIOS

	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>	2022 <u>MAY</u>	2022 <u>JUN</u>	2022 <u>JUL</u>	2022 <u>AUG</u>
Avg	2,532	2,488	2,381	1,675	1,550	1,492	1,431	1,394	1,539	1,797	2,077	2,361
Best	2,532	2,568	2,547	1,876	1,776	1,818	1,914	2,086	2,457	2,973	3,329	3,829
Worst	2,532	2,430	2,270	1,427	1,254	984	766	541	530	560	746	838

actual



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

Meeting 10/29/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Steve Thompson

**AGENDA ITEM (ID
2021-1589)**

DOC ID: 2021-1589

Trustee Liaison - Steve Thompson

Statement of the Issue:

Analysis:

Budget Impact:

Action Requested:

Attachments:

Weekday	2021 18 With Cart	2020 18 With Cart	Change in Price
Cog Hill #4	\$ 143.00	\$ 159.00	\$ (16.00)
Glen Club	\$ 115.00	\$ 135.00	\$ (20.00)
Bolingbrook	\$ 104.00	\$ 69.00	\$ 35.00
Cantigny	\$ 100.00	\$ 99.00	\$ 1.00
Harborside Int'l	\$ 91.00	\$ 89.00	\$ 2.00
Mistwood	\$ 85.00	\$ 85.00	\$ -
Village Links	\$ 81.00	\$ 77.00	\$ 4.00
Seven Bridges	\$ 80.00	\$ 80.00	\$ -
Arrowhead	\$ 79.00	\$ 78.00	\$ 1.00
Cog Hill #2	\$ 75.00	\$ 77.00	\$ (2.00)
Prairie Landing	\$ 75.00	\$ 75.00	\$ -
Oak Meadows	\$ 75.00	\$ 75.00	\$ -
Willow Crest	\$ 75.00	\$ 75.00	\$ -
Ruffled Feathers	\$ 74.95	\$ 69.00	\$ 5.95
Pine Meadow	\$ 74.00	\$ 71.00	\$ 3.00
Ravisloe	\$ 70.00	\$ 69.00	\$ 1.00
Oak Brook	\$ 70.00	\$ 70.00	\$ -
Makray Memorial	\$ 69.00	\$ 69.00	\$ -
Bowes Creek	\$ 67.00	\$ 65.00	\$ 2.00
Highlands of Elgin	\$ 65.00	\$ 66.00	\$ (1.00)
Schaumburg Golf Club	\$ 65.00	\$ 66.00	\$ (1.00)
Winnetka	\$ 64.00	\$ 64.00	\$ -
Glencoe	\$ 63.00	\$ 62.00	\$ 1.00
Springbrook	\$ 61.00	\$ 60.00	\$ 1.00
Klein Creek	\$ 61.00	\$ 52.00	\$ 9.00
Silver Lake	\$ 60.00	\$ 59.00	\$ 1.00
Old Orchard	\$ 59.00	\$ 54.00	\$ 5.00
Tanna Farms	\$ 58.00	\$ 59.00	\$ (1.00)
Doral Eaglewood	\$ 58.00	\$ 59.00	\$ (1.00)
Settler's Hill	\$ 56.50	\$ 56.50	\$ -
Gleneagles	\$ 56.00	\$ 56.00	\$ -
Bartlett Hills	\$ 56.00	\$ 56.00	\$ -
Naperbrook	\$ 56.00	\$ 55.00	\$ 1.00
Arboretum	\$ 55.00	\$ 55.00	\$ -
Fox Run Golf Links	\$ 55.00	\$ 38.00	\$ 17.00
Cog Hill #1	\$ 54.00	\$ 57.00	\$ (3.00)
Cog Hill #3	\$ 54.00	\$ 57.00	\$ (3.00)
Maple Meadows	\$ 53.00	\$ 52.00	\$ 1.00
Bridges of Poplar Creek	\$ 52.00	\$ 49.00	\$ 3.00
Highland Woods	\$ 52.00	\$ 55.00	\$ (3.00)
Balmoral Woods	\$ 50.00	\$ 49.00	\$ 1.00
Golf Club of Illinois	\$ 49.00	\$ 46.00	\$ 3.00
Bloomingtondale	\$ 48.00	\$ 45.00	\$ 3.00
White Pines	\$ 48.00	\$ 50.00	\$ (2.00)
Bittersweet	\$ 47.00	\$ 45.00	\$ 2.00
Fox Lake	\$ 47.00	\$ 42.00	\$ 5.00
Orchard Valley	\$ 47.00	\$ 46.00	\$ 1.00
Hilldale	\$ 46.00	\$ 44.00	\$ 2.00
Blackberry Oaks	\$ 45.00	\$ 57.00	\$ (12.00)
George W. Dunne National	\$ 45.00	\$ 45.00	\$ -
Tamarack	\$ 45.00	\$ 32.00	\$ 13.00
Fox Bend	\$ 45.00	\$ 45.00	\$ -
Carillon	\$ 45.00	\$ 45.00	\$ -
Carriage Greens	\$ 36.00	\$ 36.00	\$ -
Mt. Prospect	\$ 35.00	\$ 35.00	\$ -
St. Andrews	\$ 24.00	\$ 29.00	\$ (5.00)

Weekend	2021 18 With Cart	2020 18 With Cart
Glen Club	\$ 199.00	\$ 223.00
Cog Hill #4	\$ 159.00	\$ 159.00
Cantigny	\$ 130.00	\$ 120.00
Harborside Int'l	\$ 122.00	\$ 100.00
Mistwood	\$ 115.00	\$ 110.00
Bolingbrook	\$ 114.00	\$ 85.00
Ruffled Feathers	\$ 99.95	\$ 94.00
Bowes Creek	\$ 97.00	\$ 95.00
Prairie Landing	\$ 95.00	\$ 95.00
Oak Meadows	\$ 95.00	\$ 89.00
Makray Memorial	\$ 94.00	\$ 94.00
Seven Bridges	\$ 90.00	\$ 90.00
Village Links	\$ 89.00	\$ 85.00
Ravisloe	\$ 89.00	\$ 89.00
Arrowhead	\$ 89.00	\$ 88.00
Pine Meadow	\$ 88.00	\$ 86.00
Old Orchard	\$ 84.00	\$ 78.00
Schaumburg Golf Club	\$ 80.00	\$ 76.00
Cog Hill #2	\$ 79.00	\$ 77.00
Willow Crest	\$ 79.00	\$ 79.00
Oak Brook	\$ 75.00	\$ 75.00
Arboretum	\$ 75.00	\$ 75.00
Highlands of Elgin	\$ 75.00	\$ 75.00
Winnetka	\$ 74.00	\$ 74.00
George W. Dunne National	\$ 73.00	\$ 72.00
Bittersweet	\$ 72.00	\$ 69.00
Glencoe	\$ 72.00	\$ 71.00
Springbrook	\$ 71.00	\$ 70.00
Klein Creek	\$ 71.00	\$ 68.00
Bridges of Poplar Creek	\$ 70.00	\$ 69.00
Bartlett Hills	\$ 70.00	\$ 69.00
Fox Run Golf Links	\$ 69.00	\$ 50.00
Balmoral Woods	\$ 68.00	\$ 67.00
Silver Lake	\$ 68.00	\$ 67.00
Maple Meadows	\$ 68.00	\$ 67.00
Doral Eaglewood	\$ 68.00	\$ 69.00
Hilldale	\$ 67.00	\$ 66.00
Orchard Valley	\$ 67.00	\$ 66.00
Naperbrook	\$ 66.00	\$ 65.00
Tanna Farms	\$ 66.00	\$ 67.00
Settler's Hill	\$ 65.00	\$ 65.00
Blackberry Oaks	\$ 65.00	\$ 65.00
Carillon	\$ 64.00	\$ 65.00
Gleneagles	\$ 63.00	\$ 62.00
Golf Club of Illinois	\$ 62.00	\$ 59.00
Highland Woods	\$ 60.00	\$ 60.00
St. Andrews	\$ 59.00	\$ 59.00
White Pines	\$ 59.00	\$ 55.00
Tamarack	\$ 59.00	\$ 45.00
Cog Hill #3	\$ 58.00	\$ 65.00
Cog Hill #1	\$ 58.00	\$ 65.00
Carriage Greens	\$ 56.00	\$ 56.00
Fox Bend	\$ 55.00	\$ 55.00
Fox Lake	\$ 55.00	\$ 50.00
Bloomingtondale	\$ 50.00	\$ 49.00
Mt. Prospect	\$ 50.00	\$ 50.00

Weekday	2021 9 With Cart	2020 9 With Cart	Change in Price
Oak Meadows	\$ 50.00	\$ 45.00	\$ 5.00
Pine Meadow	\$ 47.00	\$ 47.00	\$ -
Cantigny	\$ 45.00	\$ 52.00	\$ (7.00)
Mistwood	\$ 45.00	\$ 45.00	\$ -
Oak Brook	\$ 43.00	\$ 43.00	\$ -
Glencoe	\$ 41.00	\$ 40.00	\$ 1.00
Winnetka	\$ 41.00	\$ 41.00	\$ -
Old Orchard	\$ 40.00	\$ 41.00	\$ (1.00)
Willow Crest	\$ 40.00	\$ 40.00	\$ -
Arrowhead	\$ 39.50	\$ 39.00	\$ 0.50
Highlands of Elgin	\$ 38.00	\$ 37.00	\$ 1.00
Doral Eaglewood	\$ 38.00	\$ 37.00	\$ 1.00
Springbrook	\$ 37.00	\$ 37.00	\$ -
Makray Memorial	\$ 37.00	\$ 37.00	\$ -
Klein Creek	\$ 37.00	\$ 35.00	\$ 2.00
Schaumburg Golf Club	\$ 36.50	\$ 35.50	\$ 1.00
Carriage Greens	\$ 36.00	\$ 36.00	\$ -
Bartlett Hills	\$ 36.00	\$ 34.00	\$ 2.00
Naperbrook	\$ 36.00	\$ 36.00	\$ -
Silver Lake	\$ 35.00	\$ 32.00	\$ 3.00
Village Links	\$ 35.00	\$ 32.00	\$ 3.00
Tanna Farms	\$ 35.00	\$ 35.00	\$ -
Maple Meadows	\$ 35.00	\$ 34.00	\$ 1.00
Bowes Creek	\$ 34.00	\$ 33.00	\$ 1.00
Settler's Hill	\$ 33.00	\$ 33.00	\$ -
Fox Lake	\$ 30.00	\$ 28.00	\$ 2.00
Fox Bend	\$ 29.00	\$ 29.00	\$ -
Golf Club of Illinois	\$ 29.00	\$ 26.00	\$ 3.00
Hilldale	\$ 28.00	\$ 28.00	\$ -
Bloomingtondale	\$ 27.00	\$ 25.50	\$ 1.50
Bittersweet	\$ 25.00	\$ 25.00	\$ -
Carillon	\$ 25.00	\$ 30.00	\$ (5.00)
Mt. Prospect	\$ 24.00	\$ 20.00	\$ 4.00
Highland Woods	\$ 20.00	\$ 20.00	\$ -

Weekend	2021 9 With Cart	2020 9 With Cart
Carriage Greens	\$ 56.00	\$ 56.00
Cantigny	\$ 55.00	\$ 52.00
Makray Memorial	\$ 50.00	\$ 50.00
Oak Meadows	\$ 50.00	\$ 45.00
Doral Eaglewood	\$ 48.00	\$ 47.00
Highlands of Elgin	\$ 47.00	\$ 48.00
Pine Meadow	\$ 47.00	\$ 47.00
Oak Brook	\$ 46.00	\$ 46.00
Bowes Creek	\$ 46.00	\$ 45.00
Mistwood	\$ 45.00	\$ 45.00
Arrowhead	\$ 44.50	\$ 44.00
Village Links	\$ 42.00	\$ 39.00
Winnetka	\$ 41.00	\$ 41.00
Springbrook	\$ 41.00	\$ 41.00
Klein Creek	\$ 41.00	\$ 35.00
Willow Crest	\$ 40.00	\$ 40.00
Naperbrook	\$ 40.00	\$ 40.00
Maple Meadows	\$ 40.00	\$ 39.00
Old Orchard	\$ 40.00	\$ 48.00
Schaumburg Golf Club	\$ 38.50	\$ 38.50
Bittersweet	\$ 37.00	\$ 37.00
Silver Lake	\$ 35.00	\$ 32.00
Golf Club of Illinois	\$ 34.00	\$ 31.00
Hilldale	\$ 34.00	\$ 33.00
Carillon	\$ 30.00	\$ 30.00
Fox Lake	\$ 30.00	\$ 30.00
Fox Bend	\$ 29.00	\$ 29.00
Bloomingtondale	\$ 28.00	\$ 25.50
Mt. Prospect	\$ 28.00	\$ 28.00
Highland Woods	\$ 25.00	\$ 25.00

2022 VILLAGE LINKS USER FEES

FEE SCHEDULE WORKSHEET - Model A

18 HOLE GREEN FEES			
WEEKENDS	2021	2022	% incr.
NR 18 Holes	\$ 68.00	\$ 70.00	2.9%
NR 18 Holes Combo	\$ 64.00	\$ 66.00	3.1%
VIP 18 Holes	\$ 54.40	\$ 56.00	2.9%
VIP 18 Holes Combo	\$ 51.20	\$ 52.80	3.1%
R 18 Holes	\$ 50.00	\$ 52.00	4.0%
R 18 Holes Combo Res	\$ 47.00	\$ 49.00	4.3%
R 18 Hole Multi Play	\$ 46.00	\$ 48.00	4.3%
NR 18 Holes After 3:30 PM	\$ 30.00	\$ 35.00	16.7%
VIP 18 Holes After 3:30 PM	\$ 24.00	\$ 28.00	16.7%
R 18 Holes After 3:30 PM	\$ 23.00	\$ 26.00	13.0%
WEEKDAYS			
NR 18 Holes	\$ 60.00	\$ 60.00	0.0%
NR 18 Holes Guest	\$ 40.00	\$ 40.00	0.0%
NR 18 Holes Senior/Junior	\$ 39.00	\$ 39.00	0.0%
VIP 18 Holes	\$ 48.00	\$ 48.00	0.0%
VIP 18 Holes Senior/Junior	\$ 31.20	\$ 31.20	0.0%
R 18 Holes	\$ 40.00	\$ 40.00	0.0%
R 18 Hole Multi Play	\$ 36.00	\$ 36.00	0.0%
R 18 Hole Senior Junior	\$ 30.00	\$ 30.00	0.0%
R 18 Hole Senior Junior Multi Play	\$ 28.00	\$ 28.00	0.0%
NR 18 Holes After 3:30 PM	\$ 30.00	\$ 30.00	0.0%
VIP 18 Holes After 3:30 PM	\$ 24.00	\$ 24.00	0.0%
R 18 Holes After 3:30 PM	\$ 23.00	\$ 20.00	-13.0%
MISCELLANEOUS			
School Team 18	\$ 30.00	\$ 30.00	0.0%

9 HOLE GREEN FEES			
WEEKENDS			
NR 9 Holes	\$ 30.00	\$ 31.00	3.3%
VIP 9 Holes	\$ 24.00	\$ 24.80	3.3%
R 9 Holes	\$ 22.00	\$ 23.00	4.5%
NR 9 Holes After 6:30 PM	\$ 15.00	\$ 15.50	3.3%
VIP 9 Holes After 6:30 PM	\$ 12.00	\$ 12.40	3.3%
R 9 Holes After 6:30 PM	\$ 9.00	\$ 11.50	27.8%
WEEKDAYS			
NR 9 Holes	\$ 23.00	\$ 24.00	4.3%
NR 9 Holes Senior/Junior	\$ 18.00	\$ 19.00	5.6%
VIP 9 Holes	\$ 18.40	\$ 19.20	4.3%
VIP 9 Holes Senior/Junior	\$ 14.40	\$ 15.20	5.6%
R 9 Holes	\$ 18.00	\$ 19.00	5.6%
R 9 Hole Senior/Junior	\$ 14.00	\$ 15.00	7.1%
NR 9 Holes After 6:30 PM	\$ 15.00	\$ 12.00	-20.0%
VIP 9 Holes After 6:30 PM	\$ 12.00	\$ 9.60	-20.0%
R 9 Holes After 6:30 PM	\$ 9.00	\$ 9.50	5.6%
MISCELLANEOUS			
School Team 9	\$ 14.00	\$ 15.00	7.1%

MISCELLANEOUS FEES			
MOTORIZED CARTS	2021	2022	% incr.
18 Holes	\$ 21.00	\$ 21.00	0.0%
9 Holes	\$ 12.00	\$ 12.00	0.0%
Back 9	\$ 12.00	\$ 12.00	0.0%
HAND CARTS			
18 Holes	\$ 7.00	\$ 7.00	0.0%
9 Holes	\$ 4.00	\$ 4.00	0.0%
DRIVING RANGE			
Small	\$ 7.00	\$ 7.00	0.0%
Medium	\$ 10.00	\$ 10.00	0.0%
Large	\$ 13.00	\$ 13.00	0.0%
Jumbo	\$ 24.00	\$ 24.00	0.0%
15 Bucket Card	\$ 135.00	\$ 135.00	0.0%
LOCKERS			
Full Season	\$ 80.00	\$ 80.00	0.0%
RESIDENT CARDS			
Adult	\$ 10.00	\$ 10.00	0.0%
(after March 15)	\$ 20.00	\$ 20.00	0.0%
Junior	\$ 5.00	\$ 5.00	0.0%
(after March 15)	\$ 10.00	\$ 10.00	0.0%
MISCELLANEOUS			
PT Registration Fee	\$ 25.00	\$ 25.00	0.0%
Handicap	-	-	Online

NOTES

Weekday 18 no increase

Weekend 18 increased approx \$2 to create a \$10 spread between weekend and weekday

All 9 hole rates increased approx \$1

Creation of weekend and weekday twilight fees on both courses.

Twilight on both courses now 50% of regular rate.

Use daily deals to manage price if rounds decline

Many courses use dynamic price now

2022 VILLAGE LINKS USER FEES

FEE SCHEDULE WORKSHEET - Model B

18 HOLE GREEN FEES

WEEKENDS	2021	2022	% incr.
NR 18 Holes	\$ 68.00	\$ 71.00	4.4%
NR 18 Holes Combo	\$ 64.00	\$ 66.50	3.9%
VIP 18 Holes	\$ 54.40	\$ 56.80	4.4%
VIP 18 Holes Combo	\$ 51.20	\$ 53.20	3.9%
R 18 Holes	\$ 50.00	\$ 53.00	6.0%
R 18 Holes Combo Res	\$ 47.00	\$ 49.50	5.3%
R 18 Hole Multi Play	\$ 46.00	\$ 49.00	6.5%
NR 18 Holes After 3:30 PM	\$ 30.00	\$ 35.50	18.3%
VIP 18 Holes After 3:30 PM	\$ 24.00	\$ 28.40	18.3%
R 18 Holes After 3:30 PM	\$ 23.00	\$ 26.50	15.2%

WEEKDAYS

NR 18 Holes	\$ 60.00	\$ 61.00	1.7%
NR 18 Holes Guest	\$ 40.00	\$ 41.00	2.5%
NR 18 Holes Senior/Junior	\$ 39.00	\$ 40.00	2.6%
VIP 18 Holes	\$ 48.00	\$ 48.80	1.7%
VIP 18 Holes Senior/Junior	\$ 31.20	\$ 32.00	2.6%
R 18 Holes	\$ 40.00	\$ 41.00	2.5%
R 18 Hole Multi Play	\$ 36.00	\$ 37.00	2.8%
R 18 Hole Senior Junior	\$ 30.00	\$ 31.00	3.3%
R 18 Hole Senior Junior Multi Play	\$ 28.00	\$ 29.00	3.6%
NR 18 Holes After 3:30 PM	\$ 30.00	\$ 30.50	1.7%
VIP 18 Holes After 3:30 PM	\$ 24.00	\$ 24.40	1.7%
R 18 Holes After 3:30 PM	\$ 23.00	\$ 20.50	-10.9%

MISCELLANEOUS

School Team 18	\$ 30.00	\$ 31.00	3.3%
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9 HOLE GREEN FEES

WEEKENDS

NR 9 Holes	\$ 30.00	\$ 31.00	3.3%
VIP 9 Holes	\$ 24.00	\$ 24.80	3.3%
R 9 Holes	\$ 22.00	\$ 23.00	4.5%
NR 9 Holes After 6:30 PM	\$ 15.00	\$ 15.50	3.3%
VIP 9 Holes After 6:30 PM	\$ 12.00	\$ 12.40	3.3%
R 9 Holes After 6:30 PM	\$ 9.00	\$ 11.50	27.8%

WEEKDAYS

NR 9 Holes	\$ 23.00	\$ 24.00	4.3%
NR 9 Holes Senior/Junior	\$ 18.00	\$ 19.00	5.6%
VIP 9 Holes	\$ 18.40	\$ 19.20	4.3%
VIP 9 Holes Senior/Junior	\$ 14.40	\$ 15.20	5.6%
R 9 Holes	\$ 18.00	\$ 19.00	5.6%
R 9 Hole Senior/Junior	\$ 14.00	\$ 15.00	7.1%
NR 9 Holes After 6:30 PM	\$ 15.00	\$ 12.00	-20.0%
VIP 9 Holes After 6:30 PM	\$ 12.00	\$ 9.60	-20.0%
R 9 Holes After 6:30 PM	\$ 9.00	\$ 9.50	5.6%

MISCELLANEOUS

School Team 9	\$ 14.00	\$ 15.00	7.1%
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MISCELLANEOUS FEES

MOTORIZED CARTS	2021	2022	% incr.
18 Holes	\$ 21.00	\$ 21.00	0.0%
9 Holes	\$ 12.00	\$ 12.00	0.0%
Back 9	\$ 12.00	\$ 12.00	0.0%

HAND CARTS

18 Holes	\$ 7.00	\$ 7.00	0.0%
9 Holes	\$ 4.00	\$ 4.00	0.0%

DRIVING RANGE

Small	\$ 7.00	\$ 7.00	0.0%
Medium	\$ 10.00	\$ 10.00	0.0%
Large	\$ 13.00	\$ 13.00	0.0%
Jumbo	\$ 24.00	\$ 24.00	0.0%
15 Bucket Card	\$ 135.00	\$ 135.00	0.0%

LOCKERS

Full Season	\$ 80.00	\$ 80.00	0.0%
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RESIDENT CARDS

Adult	\$ 10.00	\$ 10.00	0.0%
(after March 15)	\$ 20.00	\$ 20.00	0.0%
Junior	\$ 5.00	\$ 5.00	0.0%
(after March 15)	\$ 10.00	\$ 10.00	0.0%

MISCELLANEOUS

PT Registration Fee	\$ 25.00	\$ 25.00	0.0%
Handicap	-	-	Online

NOTES

Weekday 18 increased approx \$1

Weekend 18 increased approx \$3 to create a \$10 spread between weekend and weekday

All 9 hole rates increased approx \$1

Creation of weekend and weekday twilight fees on both courses.

Twilight on both courses now 50% of regular rate.

Use daily deals to manage price if rounds decline

Many courses use dynamic price now

	Rounds 74494	Rounds 83000	Rounds 70000	Rounds 61324
Current Fees	\$2,288,735.56	\$2,548,490.45	\$2,149,329.29	\$1,882,935.28
Model A	\$2,340,283.54	\$2,607,505.76	\$2,199,101.24	\$1,926,538.35
+/-	\$51,547.98	\$59,015.31	\$49,771.95	\$43,603.07
%	2.2%	2.3%	2.3%	2.3%

	Rounds 74494	Rounds 83000	Rounds 70000	Rounds 61324
Current Fees	\$2,288,735.56	\$2,548,490.45	\$2,149,329.29	\$1,882,935.28
Model B	\$2,366,840.65	\$2,637,095.25	\$2,224,056.24	\$1,948,400.35
+/-	\$78,105.09	\$88,604.81	\$74,726.95	\$65,465.08
%	3.3%	3.4%	3.4%	3.4%

	Rounds 74494	Rounds 83000	Rounds 70000	Rounds 61324
Model A	\$2,340,283.54	\$2,607,505.76	\$2,199,101.24	\$1,926,538.35
Model B	\$2,366,840.65	\$2,637,095.25	\$2,224,056.24	\$1,948,400.35
+/-	\$26,557.11	\$29,589.50	\$24,955.00	\$21,862.00
%	1.1%	1.1%	1.1%	1.1%