



Agenda
Village of Glen Ellyn
Recreation Commission Meeting
Friday, November 19, 2021
7:00 AM
Village Links/Reserve 22

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

- A. Call To Order**
- B. Public Comments**
- C. Approval of Minutes**
 - 1) Minutes - 10/29/2021
- D. Standing Reports**
 - 1) Manager - Jeff Vesevick
 - 2) Reserve 22 - Brad Chapple
 - 3) Financial - Jeff Vesevick
 - 4) Trustee Liaison - Steve Thompson
- E. 2022 User Fees Discussion (Vote) - Noel Allen**
 - 1) 2022 User Fees Discussion (Vote)
- F. Old Business**
- G. New Business**
- H. Next Meeting - 1/28/2022**
- I. Adjournment**

**RECREATION COMMISSION
MINUTES
OCTOBER 29, 2021**

Board or Recreation
Commission:
Meeting: Regular
Quorum: Yes

Called to
Order: 7:00A.M.
Adjourned: 8:22A.M.

MEMBER ATTENDANCE:

Mark Reinke	Chairman	Present
Rebecca Austin	Commissioner	Excused Absence
Glen G. Graham	Commissioner	Present
Carol Scott	Commissioner	Excused Absence
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	Excused Absence
Steve Thompson	Liaison Trustee	Present
Mark Franz	Village Manager	Excused Absence
Christina Coyle	Finance Director	Excused Absence
Brad Chapple	Food and Beverage Director	Present
Tom Fota	Executive Chef	Excused Absence
Mike Campbell	Golf Professional	Excused Absence
Noel Allen	Director of Golf	Present
Andrew Cross	Golf Course Superintendent	Present

A. CALL TO ORDER

The October 29, 2021 meeting of the Recreation Commission was called to order at 7:00A.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 AUGUST 27, 2021 MEETING

1. MOVE TO APPROVE MINUTES OF MEETING FROM 8/27/21 AS PRESENTED.

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

D. STANDING REPORTS1. Manager – Jeff Vesevick

For this meeting, Director of Golf Allen filled-in for General Manager Vesevick. Director of Golf Allen distributed a revised first page of the Manager's Report. Director of Golf Allen reported August was the second-best month for green fees in the last 16 years. Chairman Reinke suggested partnering with an outside vendor for golf sales. Director of Golf Allen said the Links can special order clubs for guests, but it takes a while for delivery. Commissioner Coconate suggested hosting a demo day, where guests can try different clubs. Director of Golf Allen said the Links hosted demo days in the past and now the vendors only want to meet with serious buyers. Chairman Reinke noted aeration went well. Golf Course Superintendent Cross noted the greens healed up in seven (7) days. Commissioner Graham asked what improvements were planned for this winter. Golf Course Superintendent Cross replied continued tree and stump removal. Commissioner Graham asked if an outside landscaping contractor will be providing assistance next year as well. Golf Course Superintendent Cross noted staff is putting together an RFP for this and these contracting services are in the 2022 proposed budget. Chairman Reinke asked when the course will be closed. Golf Course Superintendent Cross replied typically when there are multiple days of freezing temperatures. Chairman Reinke said he has heard great reviews of the greens.

2. Reserve 22 – Brad Chapple

Director of Golf Allen noted Reserve 22 has performed very well with the return of the banquet business. Reserve 22 is down two (2) full time positions, which has caused higher overtime expenses. Food and Beverage Director Chapple said Reserve 22 experienced staffing issues similar to other restaurants. Due to staffing shortages, Reserve 22 limited patio, dine-in, and walk-in seatings. Also, all staff members chipped in with even the front of the house staff washing dishes. Banquet business continues to do really well. Overtime is up because existing staff had to work more hours. Reserve 22 is adequately staffed through May. The employee recruitment incentives have been successful. There are still some supply chain issues and food prices continue to increase. Commissioner Diver noted he attended a banquet over the weekend that went really well. Food and Beverage Director Chapple noted Saturday, October 23, 2021 was the biggest revenue day in Reserve 22 history. Food and Beverage Director Chapple noted Reserve 22 will host a Thanksgiving buffet and will offer a carry-out menu as well.

3. Financial – Jeff Vesevick

Commissioner Diver noted stormwater management costs were up. Golf Course Superintendent Cross explained last year with him being new in the position, he was not assigning hours to storm water management line items. However, this year he has been recording these salaries in this line item, which has caused an increase over the prior year. Thompson said this is important, so that down the road the Village can pay the Links for this service.

Director of Golf Allen reported the numbers continue to improve for the Village's cash reserve projections. Cash reserves were \$2,532,000 as of September 31, 2021. Chairman Reinke said staff is doing a great job. Commissioner Diver said it will be interesting to see the post-pandemic staying power of golf.

4. Trustee Liaison – Steve Thompson

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

E. OLD BUSINESS

Discussion ensued regarding the service entrance. Chairman Reinke asked this to be placed on the next agenda. Chairman Reinke polled the Commission for their thoughts on the Have-One-On-Us event. Commissioner Graham said he prefers the event to remain at two (2) days. Commissioner Graham also suggested holding the event at another time rather than in June. Commissioner Graham suggested holding this event in May as a kick-off or in September as a close to the season. Director of Golf Allen noted this event is very taxing on the staff. Different options for the Have-One-On-Us event were discussed. Director of Golf Allen said staff needs to prepare a Have-One-On-Us recommendation to the Recreation Commission. Director of Golf Allen asked the Recreation Commission to reach-out with any ideas. Chairman Reinke said this can be discussed this at the next meeting.

F. NEW BUSINESS

1. 2022 User Fees Discussion

Director of Golf Allen said last year's rate clean-up contributed to this year's success. Director of Golf Allen asked the Recreation Commission to review the proposed 2022 user fees for discussion at the next meeting. Director of Golf Allen added at the next meeting the Recreation Commission will make a formal recommendation to the Village Board. The first two (2) pages user fee report reflect where the Links stands in the market. Director of Golf Allen said staff is concerned about how business costs are increasing especially in terms of minimum wages and commodity costs.

Director of Golf Allen noted there is no change to the weekday 18-hole rate, but he is recommending a \$2 increase for the 18-hole rate weekend fee. Director of Golf Allen also suggested a \$1 increase for all categories for the 9-hole golf course. Director of Golf Allen recommended the Model A scenario be approved. Commissioner Coconate said he and his golf friends are at the top-end of what they want to pay for golf. Commissioner Graham said he is not in favor of raising the rates unless there is a truly compelling reason. Director of Golf Allen explained when the Links was struggling rates did not increase and added this year's proposed rates reflect a moderate increase.

G. NEXT MEETING – 11/19/21

H. ADJOURNMENT

The meeting was adjourned at 8:22A.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 11/19/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Jeff Vesevick

**AGENDA ITEM (ID # 2021-
1592)**

DOC ID: 2021-1592

Manager - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Action Requested:

Attachments:

1. Managers Report 111921

Manager's Report for October 2021

Submitted by Jeff Vesevick, General Manager

October generally saw warmer than normal temperatures (average 5.7° above normal), but also produced 5.8" (2.3" above normal) of rainfall over 13 days, which held activity down. The golf course needed some rain, and the 6" ended our drought status locally. The rain unfortunately also forced us to prohibit the use of motor carts for 9 ½ days during the month.

High Temperatures in October																						
	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000
80° days	1	1	1	4	1	1					4	3		1	6	2	4		3	1	1	4
70° days	12	8	1	2	11	10	7	3	9	4	6	9	1	5	8	3	6	7	7	7	5	13
60° days	7	5	12	5	9	11	12	13	8	10	8	13	10	12	7	7	8	14	9	8	11	9
50° days	9	9	10	16	5	6	10	11	9	10	11	4	12	11	10	12	12	9	9	6	11	4
40° days	2	6	5	4	3	3	2	4	4	7	2	2	8	2		6	1	1	3	9	2	1
30° days		2	2		2				1							1					1	
Rain	5.8"	3.2"	5.1"	4.7"	10.1"	4.1"	1.9"	2.7"	2.9"	3.0"	1.6"	1.0"	5.9"	2.1"	2.0"	6.6"	1.0"	1.8"	2.0"	1.3"	9.0"	1.6"
Snow			8"																			

GOLF

Rounds played were down 13% for the month, and are up 12% for the year.

Green Fee revenue was down 3% for the month, and is up 22% for the year.

Driving Range revenue was up 2% for the month, and is up 52% for the year.

Motor Car revenue was down 15% for the month, and is up 28% for the year.

Pro Shop sales were down 28% for the month, and are up 21% for the year.

Golf Revenue October											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Rounds	6,824	5,202	5,045	5,794	5,785	6,031	4,550	3,914	4,859	7,327	6,353
Green Fees	134,608	92,528	94,224	108,002	111,533	116,968	87,335	63,569	110,662	185,707	180,403
Driving Range	12,569	8,537	11,089	16,517	13,359	15,719	10,999	11,042	14,214	28,463	28,929
Pro Shop	10,344	9,604	11,296	11,221	10,519	11,577	8,812	8,405	8,687	15,067	10,886
Carts	40,534	32,598	33,325	38,965	40,118	44,509	33,516	25,708	31,401	53,213	45,507
Resident Cards	121	50	50	30	50	0	80	0	20	40	40
Miscellaneous	2,910	6,908	4,022	2,338	1,744	3,139	3,018	2,608	2,704	3,043	14,289
Total Revenue	201,132	150,180	154,082	177,073	177,323	191,913	143,749	111,332	167,688	285,533	280,053
<i>Golf Revenues in October were the 2nd best in the past 11 years</i>											

The Village Links hosted the **23rd Links Cup Matches**, which pits a team of 8 qualifying amateurs against 8 members of the staff. The event follows the Ryder Cup format, and is contested over 2 days. The team of Amateurs posted a decisive victory in 2021. Since its inaugural event in 1999, the Golf Staff has won 14 cups, and the amateurs have captured 9.

4 private golf outings were hosted in October, 2 more than a year ago. Village Links also served as host to the Glenbard West High School Regional Golf Tournament.

50 Junior golfers participated in the final 2 weeks of the successful and popular PGA Fall Junior Golf League.

The *Swingin' Set Ladies Golf League* conducted their annual Fall Luncheon, but unfortunately were forced to cancel the 9-hole tournament due to persistent rainfall. Director of Golf Noel Allen, and Golf Staff Supervisor Trevor Hollowed, joined the ladies in their season-ending celebration and member meeting.

Monthly merchandise inventory counting was significantly easier this October, since supply chain issues have affected several golf merchandise manufacturers who were unable to deliver ordered product. The emptier Golf Shop contributed to the 28% decline in merchandise sales for the month.

GROUNDS

The golf course and grounds continued to be in excellent playing condition, and the turf was very appreciative of the surplus of rainfall, nurturing the roots as only natural rainfall can.

Grounds

1. Plant protectant apps continued, final in season app for Greens.
2. Back to extremely low staff levels (9 people daily, including full-time).
3. Divots filled almost daily (Tees).
4. De-littered parkways multiple times.

5. 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).
9. Greens were aerified (Sand Top-dressed, Verticut, Solid Tined, Fertilized).
10. Fairways were aerified (Solid Tine Only).
11. Locked in pricing for Plant Protectants for 2022.

Mechanical and Building Maintenance

1. 10 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. Setup of portable tent heaters for Octoberfest Event.
6. Furnaces all inspected by outside HVAC company.
7. Hot water heater issue diagnosed and repaired by contractor.

Horticulture/Conservation

1. Tropical Plants moved into basement for winter.
2. Acres Group continuing with bi-weekly visits per maintenance contract, weeds finally getting under better control.
3. Clubhouse flowers ordered for 2022.
4. Working with Audubon to identify budget friendly water quality testing labs.

RESERVE 22

Reserve 22 - OCTOBER				Year to Date		
	2020	2021	+/-	2020	2021	+/-
Restaurant & Bar	134,463	116,742	-13.2%	1,356,044	1,531,344	12.9%
Banquets	30,755	83,541	171.6%	208,518	510,636	144.9%
from Outings	2,122	4,959	133.7%	14,528	85,758	490.3%
Beverage Cart	8,820	3,613	-59.0%	85,739	80,504	-6.1%
Halfway House	12,160	11,779	-3.1%	111,714	140,463	25.7%
Other	7,863	15,843	101.5%	59,530	100,705	69.2%
Total Reserve 22	194,061	231,518	19.3%	1,821,545	2,363,653	29.8%

Lack of available labor, enhanced by numerous rainy days, held down what could have been a fantastic October for the Restaurant & Bar, which is generally a hit-or-miss month. Demand proved to be more

than we could handle with the lack of staff, and caused us to limit the amount of guests. Despite the challenges, we still were able to produce our third highest revenue month since opening in 2014.

The Banquet business, however, produced the highest number of events, and the highest revenue to date. Party hosts are still trying to catch up on their gatherings from the delays caused by the pandemic. Event Planning and Sales Coordinator **Aimee Detterbeck** turned away almost as many events as she booked, due to lack of available space and dates. Consistently high Guest Satisfaction ratings have the Blue Heron Room a sought after venue.

Staff is preparing for the upcoming holidays and will again offer the popular Thanksgiving Buffet. We will also offer one of the few 'hot and ready to serve' take-out menus, available for pick up on Thanksgiving Day.

Marketing Specialist **Julie Rusin** and Food & Beverage Director **Brad Chapple** are also planning the return of the popular "Holiday Pop-Up Bar," in hopes of regaining the holiday business that has been absent since we last did it in 2019.

Golf Course Superintendent **Andrew Cross** and the grounds crew are planning holiday decorations for the Clubhouse, including assistance with the Pop-Up Bar.

Upcoming

December – Village Board User Fee presentation

No Regular meeting of the Recreation Commission – Happy Holidays!

January – Events planned for 2022



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

Meeting 11/19/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Brad Chapple

**AGENDA ITEM (ID
2021-1593)**

DOC ID: 2021-1593

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 11/19/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen, Jeff Vesevick

**AGENDA ITEM (ID
2021-1594)**

DOC ID: 2021-1594

Financial - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Action Requested:

Attachments:

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

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of October 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	\$ 282,709	\$ 285,909	\$ (3,200)	-1%	\$ 3,754,866	\$ 2,984,525	\$ 770,341	26%	
5520	Reserve 22 Revenues	2,731,000	231,518	194,061	37,457	19%	2,386,206	1,826,575	559,631	31%	
	Total Revenues	\$ 5,844,850	\$ 514,227	\$ 479,970	\$ 34,257	7%	\$ 6,141,072	\$ 4,811,101	\$ 1,329,971	28%	
	EXPENDITURES:										
55700	Administration	\$ 460,117	\$ 36,167	\$ 38,339	\$ (2,172)	-6%	\$ 376,181	\$ 372,569	\$ 3,612	1%	
55710	Golf Course Maintenance	899,270	68,609	61,816	6,793	11%	693,861	662,374	31,487	5%	
55720	Golf Services	722,908	64,855	92,650	(27,795)	-30%	643,776	597,229	46,547	8%	
55730	Reserve 22	2,420,256	223,059	205,721	17,338	8%	1,996,884	1,763,264	233,620	13%	
55740	Stormwater Management	28,814	1,861	820	1,041	127%	12,071	5,078	6,992	138%	
55750	Pro Shop Merchandise	158,495	11,143	11,114	30	0%	140,945	121,209	19,736	16%	
55780	Motorized Carts	45,515	7,600	8,085	(485)	-6%	52,812	41,857	10,955	26%	
557X5	Mechanical Maintenance	196,841	12,480	11,297	1,183	10%	150,313	130,251	20,062	15%	
	Total Operating Expenses	\$ 4,932,216	\$ 425,774	\$ 429,842	\$ (4,068)	-1%	\$ 4,066,842	\$ 3,693,831	\$ 373,011	10%	
	Operating Income	\$ 912,634	\$ 88,453	\$ 50,129	\$ 38,325	76%	\$ 2,074,230	\$ 1,117,270	\$ 956,960	86%	
	Debt Service	656,084	-	-	-	0%	43,041	51,348	(8,306)	-16%	
	Capital Expenditures	222,000	10,534	68,477	(57,943)	-85%	155,112	93,045	62,067	67%	
	CHANGE IN NET POSITION	\$ 34,550	\$ 77,919	\$ (18,349)	\$ 96,268	-525%	\$ 1,876,076	\$ 972,877	\$ 903,199	93%	

KEY METRICS

	<u>Goal</u>								
Personnel Expenses as % of Sales	47%	45%	48%	-2%	35%	43%	-8%		
Cash Balance (End of Month, in \$000's)	\$ 1,234	\$ 2,659	\$ 1,582	\$ 1,077					

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of October 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	\$ 180,403	\$ 185,707	\$ (5,304)	-3%	\$ 2,361,287	\$ 1,929,946	\$ 431,340	22%
440554	Pro Shop - Sales	170,000	10,886	15,067	(4,181)	-28%	163,809	135,693	28,116	21%
440555	Motor Carts	500,000	45,507	53,213	(7,706)	-14%	623,019	486,173	136,846	28%
440556	Driving Range	300,000	28,929	28,463	466	2%	445,203	292,965	152,238	52%
440557	Resident Cards	32,000	40	40	-	0%	35,186	32,340	2,846	9%
460100	Investment Income	8,500	0	1	(0)	-69%	1,097	2,344	(1,247)	-53%
489000	Miscellaneous Revenue	126,550	14,777	3,417	11,361	332%	103,409	105,745	(2,336)	-2%
489100	Miscellaneous - Over/Short	-	(66)	2	(68)	-3375%	(477)	(681)	204	-30%
490800	Operating Transfer In	26,800	2,233	-	2,233	0%	22,333	-	22,333	0%
	Total Revenues	\$ 3,113,850	\$ 282,709	\$ 285,909	\$ (3,200)	-1%	\$ 3,754,866	\$ 2,984,525	\$ 770,341	26%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 127,500	\$ 7,940	\$ 8,623	\$ (683)	-8%	\$ 113,263	\$ 95,431	\$ 17,832	19%
	Total Cost of Goods Sold	\$ 127,500	\$ 7,940	\$ 8,623	\$ (683)	-8%	\$ 113,263	\$ 95,431	\$ 17,832	19%
	Gross Profit	\$ 2,986,350	\$ 274,770	\$ 277,286	\$ (2,516)	-1%	\$ 3,641,603	\$ 2,889,094	\$ 752,509	26%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 943,660	\$ 68,918	\$ 69,950	\$ (1,032)	-1%	\$ 684,872	\$ 596,006	\$ 88,866	15%
510120	Salaries - Non-Pensionable	194,800	24,885	23,578	1,308	6%	235,546	295,481	(59,935)	-20%
510200	Salaries - Overtime	6,740	694	386	309	80%	5,684	3,521	2,163	61%
510400	FICA Taxes	86,408	7,007	6,953	53	1%	68,648	66,340	2,307	3%
510500	IMRF	82,774	5,941	6,119	(178)	-3%	58,436	63,741	(5,305)	-8%
590600	Health Insurance	137,400	9,897	10,355	(458)	-4%	103,140	112,231	(9,091)	-8%
52XXXX	Contractual Services	624,178	59,244	78,906	(19,662)	-25%	533,110	482,924	50,186	10%
53XXXX	Commodities	308,500	18,189	19,251	(1,062)	-6%	267,260	214,892	52,368	24%
	Total Operating Expenses	\$ 2,384,460	\$ 194,776	\$ 215,498	\$ (20,722)	-10%	\$ 1,956,695	\$ 1,835,136	\$ 121,559	7%
	Operating Income	\$ 601,890	\$ 79,994	\$ 61,788	\$ 18,206	29%	\$ 1,684,908	\$ 1,053,958	\$ 630,950	60%
	Operating Income Percentage	19%	28%	22%			45%	35%		

KEY METRICS

	Goal								
Rounds Played	70,000	6,353	7,327	(974)	77,399	69,241	8,158		
Revenue Per Round	\$ 44.48	\$ 44.50	\$ 39.02	\$ 5.48	\$ 48.51	\$ 43.10	\$ 5.41		
Resident Cards Sold	N/A	2	2	-	2,817	2,559	258		
Cost of Goods Sold % - Pro Shop	75%	73%	57%	16%	69%	70%	-1%		
Personnel Expenses as % of Sales	47%	42%	41%	0%	31%	38%	-7%		

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of October 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			\$ -	\$ -	\$ -		\$ 52,015	\$ 38,990	\$ 13,025	
Handicaps			9,350	-	9,350		9,350	37,280	(27,930)	
Hand Cart Rentals			3,106	2,450	656		23,930	20,862	3,068	
Golf Club Rentals			540	-	540		5,390	720	4,670	
Golf Club Repairs			-	103	(103)		738	515	223	
Locker Rentals			-	-	-		2,720	2,800	(80)	
Illinois Sales Tax (1.75%)			446	418	28		3,004	2,451	553	
Glen Ellyn Food & Beverage Tax (1%)			43	(44)	87		293	107	186	
Misc. Outings			-	-	-		1,048	-	1,048	
Misc. Tournament Prize			-	-	-		-	638	(638)	
Tree Donation			250	-	250		250	-	250	
FootGolf Ball Rentals			-	-	-		15	70	(55)	
ATM Machine Commission			-	-	-		11	28	(17)	
Miscellaneous			1,043	490	552		4,647	1,285	3,362	
Total		\$ 126,550	\$ 14,777	\$ 3,417	\$ 11,361		\$ 103,409	\$ 105,745	\$ (2,336)	

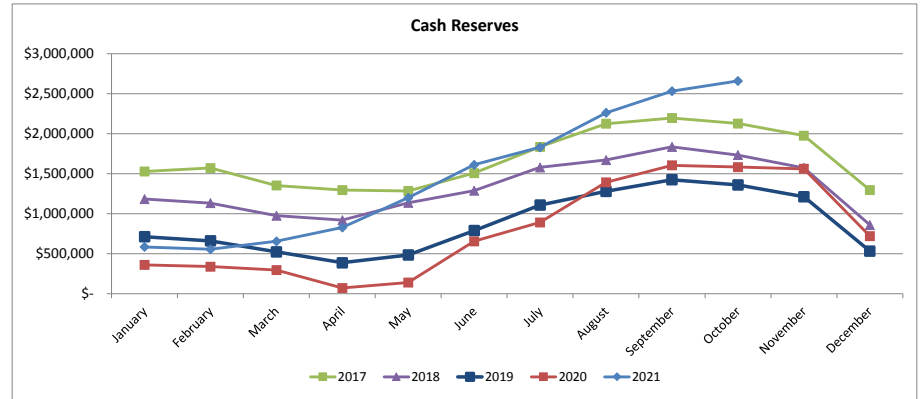
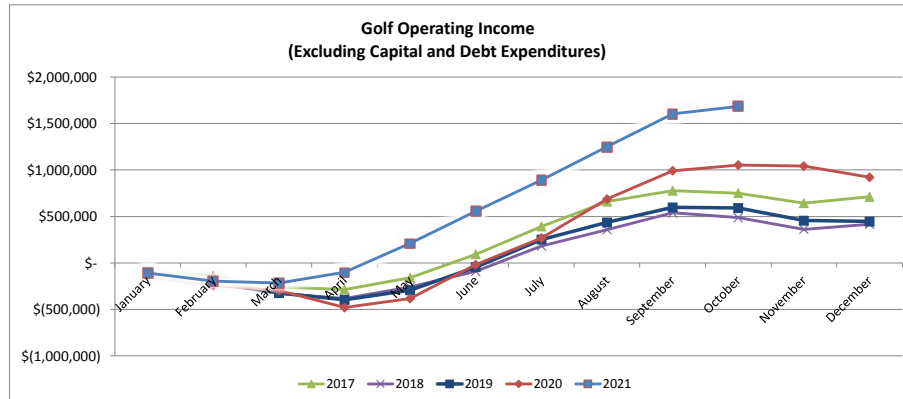
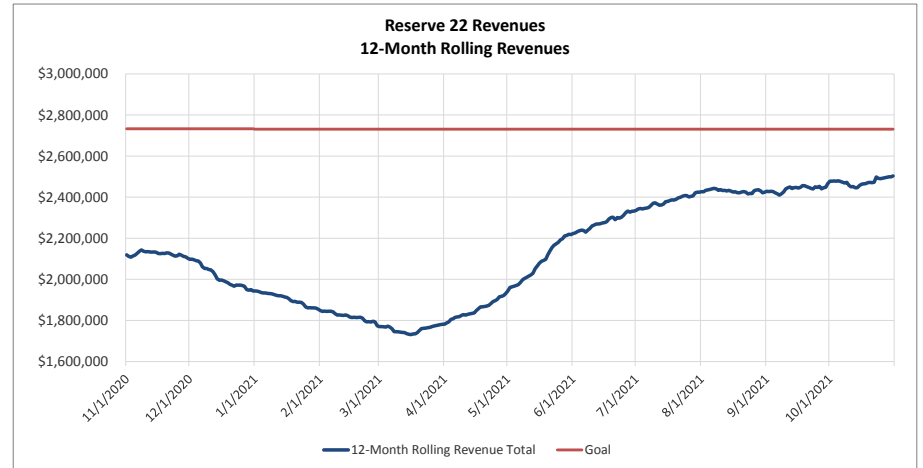
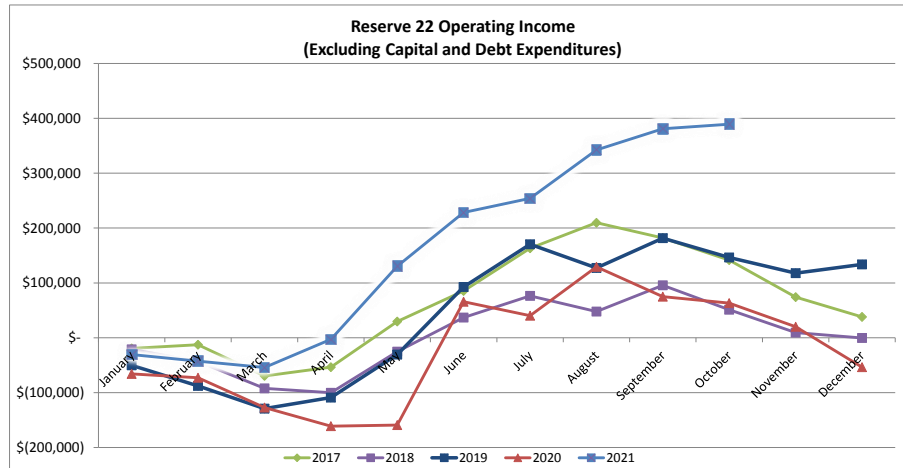
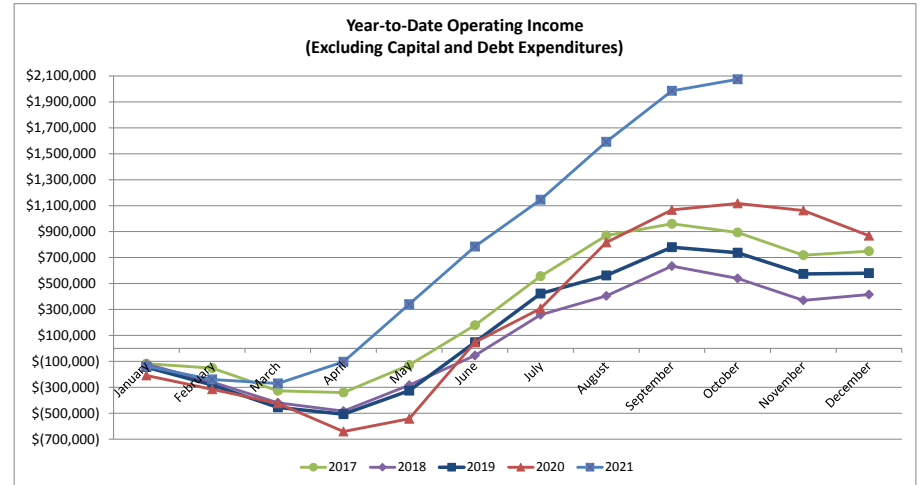
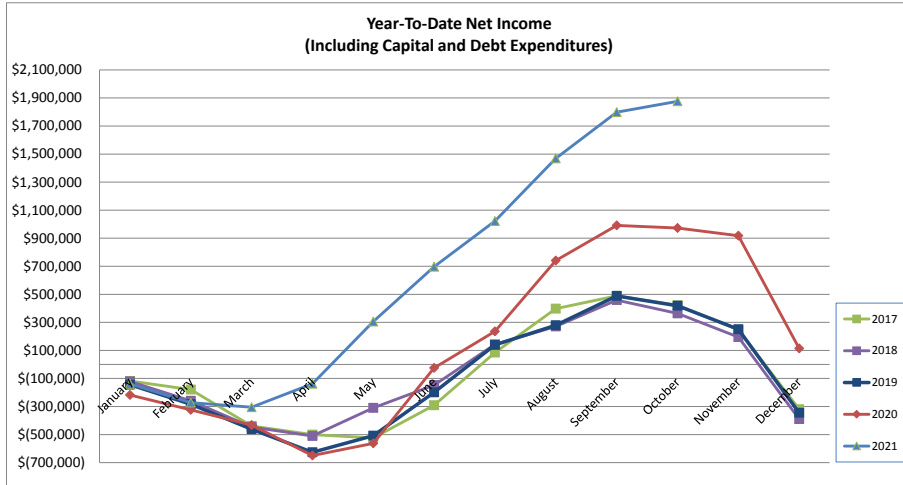
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of October 31, 2021

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	\$ 125,487	\$ 101,848	\$ 23,639	23%	\$ 1,292,221	\$ 971,768	\$ 320,453	33%
441101	Liquor	260,000	32,445	24,465	7,979	33%	261,782	196,515	65,267	33%
441102	Beer	485,000	34,266	37,846	(3,580)	-9%	448,617	371,612	77,005	21%
441103	Wine	235,000	14,263	16,852	(2,589)	-15%	181,881	161,055	20,826	13%
441104	NA Beverages	85,000	5,136	5,107	29	1%	85,146	77,207	7,939	10%
441106	Room Charges	4,000	1,250	2,105	(855)	-41%	6,871	4,852	2,019	42%
441107	Service Charges	160,000	18,552	5,838	12,714	218%	101,533	41,899	59,634	142%
489000	Miscellaneous Revenue	2,000	119	-	119	0%	8,155	1,667	6,488	389%
	Total Revenues	\$ 2,731,000	\$ 231,518	\$ 194,061	\$ 37,457	19%	\$ 2,386,206	\$ 1,826,575	\$ 559,631	31%
55730	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 135,800	\$ 19,103	\$ 8,323	\$ 10,780	130%	\$ 125,437	\$ 92,743	\$ 32,694	35%
530401	Cost of Goods Sold - Wine	72,850	3,852	3,472	380	11%	57,349	45,723	11,626	25%
530402	Cost of Goods Sold - Liquor	52,000	765	3,048	(2,283)	-75%	55,478	41,092	14,386	35%
530405	Cost of Goods Sold - NA Beverages	35,700	4,021	8,942	(4,922)	-55%	50,587	38,079	12,508	33%
530420	Cost of Goods Sold - Food	480,000	42,536	33,051	9,485	29%	444,598	326,531	118,067	36%
	Total Cost of Goods Sold	\$ 776,350	\$ 70,276	\$ 56,837	\$ 13,439	24%	\$ 733,449	\$ 544,168	\$ 189,280	35%
	Gross Profit	\$ 1,954,650	\$ 161,242	\$ 137,224	\$ 24,017	18%	\$ 1,652,757	\$ 1,282,407	\$ 370,350	29%
	Gross Profit Percentage	72%	70%	71%			69%	70%		
55730	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 607,800	\$ 48,324	\$ 44,031	\$ 4,293	10%	\$ 415,054	\$ 442,305	\$ (27,252)	-6%
510120	Salaries - Non-Pensionable	460,000	44,431	47,309	(2,878)	-6%	390,215	309,251	80,963	26%
510200	Salaries - Overtime	5,000	3,409	831	2,578	310%	24,467	8,626	15,841	184%
510399	Tips Paid Through Payroll	-	406	2,608	(2,202)	-84%	(8,807)	582	(9,389)	-1614%
510400	FICA Taxes	115,440	9,479	9,861	(382)	-4%	84,801	77,515	7,286	9%
510500	IMRF	53,520	5,683	5,062	621	12%	46,652	47,650	(999)	-2%
590600	Health Insurance	73,900	5,076	5,574	(497)	-9%	57,343	56,785	558	1%
52XXXX	Contractual Services	179,246	17,390	22,603	(5,213)	-23%	133,776	186,445	(52,668)	-28%
53XXXX	Commodities	149,000	18,583	11,004	7,580	69%	119,934	89,936	29,998	33%
	Total Operating Expenses	\$ 1,643,906	\$ 152,783	\$ 148,884	\$ 3,898	3%	\$ 1,263,435	\$ 1,219,095	\$ 44,340	4%
	Operating Income (Loss)	\$ 310,744	\$ 8,459	\$ (11,660)	\$ 20,119	-173%	\$ 389,322	\$ 63,312	\$ 326,010	515%
	Operating Income (Loss) Percentage	11%	4%	-6%			16%	3%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of October 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		\$ 116,645	\$ 134,463	\$ (17,818)	-13%	\$ 1,531,051	\$ 1,355,715	\$ 175,336	13%
Banquets	N/A		96,930	35,335	61,595	174%	590,734	240,955	349,778	145%
Other	N/A		17,942	24,263	(6,321)	-26%	264,422	229,905	34,516	15%
Total	\$ 2,731,000		\$ 231,518	\$ 194,061	\$ 37,457	19%	\$ 2,386,206	\$ 1,826,575	\$ 559,631	31%
Reserve 22 Revenues (Last 12 Months)	\$ 2,731,000						\$ 2,503,319	\$ 2,120,537	\$ 382,782	18%
Reserve 22 Expenses (Last 12 Months)	\$ 2,420,256						\$ 2,230,808	\$ 2,069,916	\$ 160,892	8%
# Guest Checks (Restaurant/Bar)	N/A		3,079	3,334	(255)		39,642	32,414	7,228	
Revenue Per Guest Check	N/A		\$ 37.88	\$ 40.33	\$ (2.45)		\$ 38.62	\$ 41.82	\$ (3.20)	
# Guests (Restaurant/Bar)	N/A		4,900	5,484	(584)		66,547	56,554	9,993	
Average Guest Spend	N/A		\$ 23.81	\$ 24.52	\$ (0.71)		\$ 23.01	\$ 23.97	\$ (0.96)	
Cost of Goods Sold %	28%		30%	29%	1%		31%	30%	1%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer	28%		56%	22%	34%		28%	25%	3%	
Cost of Goods Sold - Wine	31%		27%	21%	6%		32%	28%	3%	
Cost of Goods Sold - Liquor	20%		2%	12%	-10%		21%	21%	0%	
Cost of Goods Sold - NA Beverages	42%		78%	175%	-97%		59%	49%	10%	
Cost of Goods Sold - Food	32%		34%	32%	1%		34%	34%	1%	
Personnel Expenses as % of Sales	48%		49%	58%	-9%		42%	52%	-10%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	77%		81%	87%	-7%		73%	81%	-8%	

Village Links / Reserve 22
Dashboard Financial Report
As of October 31, 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	127		
Avg	(126)	(58)	(61)	(37)	145	261	280	283	176	(23)	(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>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>	2022 <u>SEP</u>
Avg	2,659	2,552	1,846	1,721	1,663	1,602	1,565	1,710	1,968	2,249	2,532	2,708
Best	2,659	2,638	1,967	1,867	1,909	2,005	2,177	2,548	3,064	3,420	3,920	4,192
Worst	2,659	2,499	1,656	1,483	1,420	1,202	977	966	996	1,182	1,274	1,346

actual



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

Meeting 11/19/2021 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Steve Thompson

**AGENDA ITEM (ID
2021-1595)**

DOC ID: 2021-1595

Trustee Liaison - Steve Thompson

Statement of the Issue:

Analysis:

Budget Impact:

Action Requested:

Attachments:



Staff discussion notes on 2022 User Fee consideration

Loss of Volume-

Golf offered one of the few recreational activities to be viewed as safe during the pandemic, and attracted many new participants. We have already recognized a slight erosion of interest in 2021, as the public begins resuming other options.

Forced efficiencies -

Part of our recent financial success can be attributed to forced efficiencies in labor. The lack of available labor forced us into lower than the optimal man hours to complete many tasks adequately, resulting in some over exertion by existing staff. While we have learned how to cope, and will seek to capitalize on what we learned, we cannot expect this to continue at the same pace. Overtime labor was nearly twice 2020 totals as a result.

Rising Costs -

Labor – 76% of our workforce will be directly impacted by the minimum wage increases scheduled through 2025. Tipped positions (41%) and minimum wage positions (35%) will increase by 9% in 2022, and an average of 7.7% each of the next 3 years. The other 24% of our workforce will be indirectly impacted, but will need to be increased to maintain the value of the enhanced job duties. We typically plan for a 2.5% increase in wages annually, this will move the needle to roughly 6%,

We all have been made aware of rising costs in almost everything we consume, due to supply chain issues, and the pandemic. Inflation is at its highest level in nearly 30 years. Blend this with the increase in labor price and expected man hours, and the expectation of slightly lower volume.

Golf Course Maintenance -

Chemicals: Costs are up 5-10% for now, will rise as imports are limited. We early ordered insulating from this for 2022, but 2023 will be a major concern.

Fertilizer: Just received word this morning that the price of Urea (the main Nitrogen source used in fertilizer) has gone up 57% in the last 8 weeks. One of the major suppliers to Golf and Landscape companies is actually no longer taking orders due to the extreme limits in availability. (Once again we have most of our needs met for 22)

Labor: Our starting wage will be going from \$11/hr to \$15/hour next year just to get candidates in the door, this comes with a raise to current employees.

Seed: Seed we use to fill divots on range (100lbs / week) has gone from \$100/50# bag in 2020 to the most recent price being \$145/50# bag, and this is still cheaper compared to other vendors.

Capital Equipment: Toro and John Deere have both announced increases for 22 ranging from 5-7%

Utilities: We are already over budget going into November, we finished under budget in 2020 with no changes to how we operate, or budget.

Fuel: Prices are up this year, last year we paid on average \$1.77/gallon, this year our average is \$2.80/gallon a 58% increase! For Diesel we paid \$1.41/gal last year \$2.44/gal this year a 73% increase!

Competition – most other facilities we spoke to were planning mild to aggressive increases in prices. We would not be an island.

Aging facility – For the past 3-4 years, we have been putting off some minor routine upkeep of the Clubhouse and golf course, due to our dwindling Cash Reserves. While our responsibility will always be to get the most out of our capital expenditures, some improvements are coming due.