



Agenda
Village of Glen Ellyn
Recreation Commission Meeting
Friday, April 28, 2023
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 - March 31, 2023
- D. Standing Reports**
 - 1) Manager - Jeff Vesevick
 - 2) Reserve 22 - Jon Satinover
 - 3) Financial - Jeff Vesevick
 - 4) Trustee Liaison - Steve Thompson
- E. Golf Course Maintenance Summary and Plan - Andrew Cross**
- F. Golf Course Master Plan Concepts - Greg Martin**
- G. Old Business**
- H. New Business**
- I. Next Meeting - May 26, 2023**
- J. Adjournment**

**RECREATION COMMISSION
MINUTES
MARCH 31, 2023**

Board or Commission: Recreation
Meeting: Regular
Quorum: Yes

Called to Order: 7:00A.M.
Adjourned: 8:14A.M.

MEMBER ATTENDANCE:

Mark Reinke	Chair	Present
Nancy Carter	Commissioner	Present
Tony Coconate	Commissioner	Present
Brian Diver	Commissioner	Excused Absence
Glen G. Graham	Commissioner	Present
Carol Scott	Commissioner	Excused Absence
Tom Slowinski	Commissioner	Excused Absence

Also, Present:

Jeff Vesevick	General Manager / Staff Liaison	Present
Steve Thompson	Trustee Liaison	Present
Mark Franz	Village Manager	Excused Absence
Tom Fota	Executive Chef	Excused Absence
Mike Campbell	Golf Professional	Present
Noel Allen	Director of Golf	Present
Andrew Cross	Golf Course Superintendent	Present
Jon Satinover	Food and Beverage Director	Excused Absence
Trevor Hollowed	Golf Operations Manager	Present

A. CALL TO ORDER

The March 31, 2023 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 Chair Reinke.

B. PUBLIC COMMENTS

None.

C. APPROVAL OF MINUTES FROM FEBRUARY 24, 2023 MEETING

1. MOVE TO APPROVE MINUTES OF MEETING FROM 2/24/2023 AS PRESENTED.

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

D. STANDING REPORTS

1. Manager – Jeff Vesevick

General Manager Vesevick noted February does not have much of an impact on the budget for the Village Links. General Manager Vesevick said overall February was a mild month and there was some interest in the golf range and some resident VIP card sales. General Manager Vesevick reported that 71 permanent tee times were booked. Chair Reinke asked how many permanent tee times were booked last year. Golf Operations Manager Hollowed replied 79. For February, there was about 300 rounds played on temporary greens and increased usage of the driving range. General Manager Vesevick said the grounds crew prepared equipment for the busy season. The grounds crew also set-up the Tiki Bar. Commissioner Graham inquired about the Halfway House improvements. Golf Course Superintendent Cross replied the contractor has been selected and supplies have been ordered. Golf Course Superintendent Cross said the actual work is scheduled for early May 2023 and will take about a week.

2. Reserve 22 – Jon Satinover

General Manager Vesevick noted Reserve 22 revenues through February 2023 were almost 54% higher last year. General Manager Vesevick reported that banquets continue to perform well and the St. Patrick's Day and March Madness promotions were well received. The Tiki Bar generated some interest, not as much as the holiday pop-up, but still good. The new Restaurant Manager, Brittany Eads, is being cross-trained with the front of the house the top priority. Her priority is ensuring that the restaurant is well staffed and the guests are receiving high levels of service. Commissioner Graham commented Reserve 22 is doing significantly better than last year. General Manager Vesevick said labor costs are higher than last year.

3. Financial – Jeff Vesevick

Commissioner Graham asked why commodities increased for the month of February 2023 over the prior year. General Manager Vesevick replied the outdoor umbrellas and stands were replaced and a new dish machine was purchased. General Manager Vesevick stated the Links ended February 2023 in a good cash position with about \$1.6 million in reserves.

4. Trustee Liaison – Steve Thompson

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

E. 2023 GOLF – LET'S MAKE IT A THREE-PEAT! – NOEL ALLEN

1. 2023 Golf – Let's Make it a Three-Peat!

Director of Golf Allen distributed a PowerPoint presentation that included recent golf metrics comparing the last few years to pre-covid years. Overall, 2021 was a better

year for golf than 2020. In comparison, 2022 was down slightly from 2021, just barely missing the target number of rounds. Director of Golf Allen said during Covid, staff removed some of the discounted fees and simplified the overall rate structure. The Links worked with Pellucid to gain a better understanding of golf playable hours. For 2021, golf playable hours were up 5% over the prior year, while playable hours decreased about 12% in 2022.

Director of Golf Allen noted there will be no major operational changes for 2023. Online and mobile reservations comprise a significant portion of all bookings and golf genius is fully integrated with all in-house leagues and tournaments. This will be year 2 of the new golf carts and hand carts. There will be a slight remodeling of the Pro-Shop with new carpeting, sales counter, and fixtures. The Halfway House improvements include new bathrooms and windows. The North Clubhouse renovation includes a new walk-in cooler, new offices for the Chef and Restaurant Manager and Head Pro, and updated pro-shop bathrooms. Director of Golf Allen discussed some of the challenges of retaining guests coming back each year. Director of Golf Allen said in order improve retainage efforts, staff will continue to keep the pace for round times, market the golf course, and maintain the high quality of the greens.

Overall there has been a somewhat slow start to the 2023 golf season, but the weather appears to be breaking. Director of Golf Allen said there is a new phone system and credit card provider, but this change will be seamless for guests. Some future technology improvements include: an improved payment process, taking advantage of Golf Genius monthly updates, and staff is discussing the possibility of bringing either Top Tracer and Trackman to add interest to the driving range. This driving range feature would cost about \$250,000. Cantigny recently purchased a similar system.

Recruiting for golf professionals is still challenging. Some on-boarding staff improvements have been made. Training will be a big focus for 2023 with the goal of staff being 100% compliant with BASSET. Director of Golf Allen referenced the 2023 tournament schedule. The Links has a very robust league schedule. The junior program continues to be very popular. Director of Golf Allen said staff is cautiously optimistic about 2023 and staff understands the covid increases are behind us in the rearview mirror. Director of Golf Allen commended Golf Operations Manager Trevor Hollowed for his assistance in compiling the report. Chair Reinke said the report was well done and thanked Director of Golf Allen for his efforts.

F. OLD BUSINESS

None.

G. NEW BUSINESS

General Manager Vesevick said Greg Martin will be presenting the Master Plan at the April 2023 meeting.

H. NEXT MEETING – 4/28/2023

I. ADJOURNMENT

Commissioner Carter moved and Commissioner Coconate seconded, to adjourn the meeting. The meeting was adjourned at 8:14A.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 4/28/2023 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Jeff Vesevick

**AGENDA ITEM (ID # 2023-
57)**

DOC ID: 2023-57

Manager - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan (if applicable)

Action Requested:

Attachments:

1. Manager's Report - March 2023



VILLAGE LINKS

GLEN ELLYN

RESERVE
— 22
TWENTY-TWO

Manager's Report for March 2023

Prepared by Jeff Vesevick, General Manager

March 2023 was near normal temperature wise, wet, and not particularly snowy. Looking at March observations from O'Hare, average temperature was 38.8°F (0.2°F below normal), precipitation was 3.80" (1.35" above normal), and snowfall was 1.8" (3.7" below normal). The golf course opened for play on March 9th, we were open for 20 of 23 days, and three days were closed for low temps or snow. Eight of 23 days experienced frost delays, and carts were only available for two days (8.7% availability).

High Temperatures In March																					
	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
80° days												7									
70° days		3					1	1	1			5		1	3		4		1	1	2
60° days	1	4	10	2	3		3	7	3			8	3	8	8	1	8		3	8	7
50° days	6	7	7	5	3	3	7	11	8	8	3	3	4	6	5	7	6	3	2	3	3
40° days	15	8	8	15	14	15	10	6	7	7	10	2	13	13	11	10	4	16	11	11	7
30° days	8	8	6	5	7	13	7	5	9	10	16	6	11	3	2	11	6	11	10	8	9
20° days	1	1		3	2		3	1	2	5	2				2	2	3	1	4		3
10° days				1	2				1	1											
0° days																					
Rain	3.8"	3.7"	1.2"	3.5"	2.0"	1.2"	3.5"	2.9"	0.3"	1.1"	1.5"	0.7"	2.7"	1.8"	5.0"	1.5"	2.8"	2.6"	0.7"	4.3"	1.1"
Snow	1.8"	3.8"	1.8"			2.6"	4.5"	2"	8.5"	13"	4"			2"	2"	5"	2"	6"	2"	4"	8"

GOLF

Revenues in all categories showed a significant decline from a year ago, as we continue on our spring roller coaster, which is not atypical.

Golf Staff is busy recalling part-time workers from last year, and trying to fill in the gaps with new team members. Response has been slower than in past years, but the team is filling in gradually. Ben Michelin, a three-year employee, has made a commitment to pursue a career in Professional Golf, and he has begun the educational process. The Village Links has long been a fantastic avenue for learning the golf business.

Head Golf Professional Mike Campbell is filling the Golf Shop with merchandise, after a recent stint of supply chain issues.

Golf Revenue March											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Rounds	584	486	1,207	2,317	987	1,127	670	1,405	2,131	1,204	859
Green Fees	11,007	8,361	19,041	28,660	12,378	19,117	9,908	27,382	48,389	25,235	15,927
Driving Range	0	4,276	9,719	12,304	5,079	6,561	6,126	7,030	22,493	13,362	10,882
Pro Shop	5,262	3,692	5,904	8,842	5,427	9,373	4,200	4,342	9,912	8,249	5,710
Carts	2,443	1,198	4,326	8,990	3,220	4,480	1,080	3,764	11,724	4,230	1,023
Resident Cards	6,590	10,385	11,025	9,965	7,060	8,615	9,665	8,945	13,905	10,565	8,795
Miscellaneous	4,493	5,065	8,038	13,888	4,862	7,351	20,576	8,608	13,986	11,625	6,114
Total Revenue	30,317	40,614	66,487	93,474	38,026	55,546	51,554	59,955	120,385	73,266	53,211

Rounds played were down 29% for the month, and are down 5% for the year.

Green Fees were down 37% for the month, and are down 32% for the year.

Driving Range sales were down 19% for the month, and are up 9% for the year.

Motor Cart sales were down 76% for the month, and are down 76% for the year.

Resident Card sales were down 17% for the month, and are down 4% for the year.

Overall Golf Revenue was down 27% for the month, and is up 7% for the year.

The half day and all day Junior Golf Camps are starting to fill up, with March registration for these fun filled instructional sessions down only slightly from this time a year ago. The Junior Golf Program at the Village Links remains strong, led by PGA Professional Vincent Crovetti, who incorporates a variety of entertaining instructional methods to make learning the game fun and captivating.

The annual lottery drawing for **Weekend Permanent Tee Times** was held on Wednesday, March 8. 76 foursomes registered for weekend morning tee times, which begin April 1, and run through August 20. Participation has been steady the last several years, as 71 of the foursomes registered will participate in 2023, down slightly from the 80 in 2022.

The annual drawing for the **Over 60 Men's** league, which plays on the 9-hole course on Wednesday mornings, was held on Wednesday, March 15. The league will again accommodate close to 100 golfers each Wednesday morning beginning April 5, and concluding September 27.

RESERVE 22

Reserve 22 reopened on Mondays and Tuesdays in March. Preparations are underway to open the patio for the season, as furniture was cleaned and re-positioned, heaters were tested, and the bar was cleaned and prepped. Staff replaced the patio umbrellas for the new season.

Advertisements were placed and prospects interviewed for all seasonal positions. The number of available workers continues to be the biggest challenge facing food and beverage operations for the

upcoming season. Employee referral programs, along with a general increase in wages demanded, have been employed to entice workers to the facility.

Several food and drink specials were promoted during the NCAA March Madness basketball tournament, which drew modest crowds.

Staff re-introduced the Tiki Bar Takeover to boost business in February and March, offering specialty drinks and food menu items.

Preparations and promotions are underway for the popular **Easter Brunch** on Sunday, April 9.

RESULTS

Reserve 22 - MARCH				Year to Date		
	2022	2023	+/-	2022	2023	+/-
Restaurant & Bar	78,334	92,549	18.1%	160,214	213,725	33.4%
Banquets	22,833	65,353	186.2%	71,389	144,114	101.9%
Beverage Cart	0	0	#DIV/0!	0	0	#DIV/0!
Halfway House	1,679	491	-70.7%	1,679	491	-70.7%
Other	4,754	10,422	119.2%	12,196	22,682	86.0%
Total Reserve 22	107,600	168,815	56.9%	245,478	381,012	55.2%

Restaurant and Bar sales were boosted by the Tiki Bar, and were up 18% for the month, despite the poor weather. Banquet sales made a significant comeback with COVID restrictions lifted and guest confidence returning, enjoying a 186% increase from a year ago, and rivaling the excellent start of 2019, prior to the pandemic. Event Planning and Sales Coordinator, Angela Stafford, has booked nearly every weekend date available for 2023, and has begun focusing on 2024.

GROUNDS

Superintendent Andrew Cross has enjoyed an increase in interested workers, and he is getting close to filling out his summer seasonal staffing needs. Staff is searching for a full-time Equipment Manager.

Grounds

1. Greens came through the winter wonderfully
2. Snow removal as required
3. Course accessories started to go out
4. Working to hire staff, seasonal and Mechanic
5. Tree removal near parking lot
6. Greens rolled and mowed to start season
7. Continuing with Master Plan process
8. Bunkers pushed twice
9. Finished trimming of fence line on Lambert Rd
10. All short grass mowed at least once (Tees, Fairways, Collars, Range Tee)

11. Pavers Leveled and Reset at select bench sites, 11/14 shelter, and 8(9) shelter
12. Filled All Tee Divots

Mechanical and Building Maintenance

1. 23 pieces of equipment were repaired and/or serviced
2. Finalizing details for Halfway House Exterior Upgrades
3. Finished Golf Cart Service
4. New lighting installed in Pro Shop Office
5. Finalizing new QR Code system to track and document equipment repairs
6. Lighting upgrades in Mechanics Office
7. Outlet replacement in kitchen, Light replacement in pantry

Horticulture/Conservation

1. Reviewing plans for Landscape improvements around clubhouse
2. Continued pruning and cleaning of Tropical plants in Basement
3. Reviewing Panfish Park work completed with the Village and Park District
4. Continued garbage pickup at Panfish and Lambert Lake
5. Trash Cleanup along Parkways
6. Honey Bees have returned to Village Links, via For U Honey
7. Greenhouse cleaned and prepped for spring



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

Meeting 4/28/2023 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Jon Satinover

**AGENDA ITEM (ID
2023-58)**

DOC ID: 2023-58

Reserve 22 - Jon Satinover

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan (if applicable)

Action Requested:

Attachments:



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

Meeting 4/28/2023 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen, Jeff Vesevick

**AGENDA ITEM (ID
2023-59)**

DOC ID: 2023-59

Financial - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan (if applicable)

Action Requested:

Attachments:

1. Village Links - Financial Statements - March 2023
2. Cash Balance Scenarios

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of March 31, 2023

ORG	DESCRIPTION	2023 BUDGET	MONTH				YEAR-TO-DATE			
			2023	2022	DIFF	% DIFF	2023	2022	DIFF	% DIFF
	REVENUES:									
5500	Village Links Revenues	\$ 3,785,600	\$ 53,211	\$ 73,471	\$ (20,260)	-28%	\$ 106,305	\$ 99,111	\$ 7,194	7%
5520	Reserve 22 Revenues	2,924,700	168,815	107,560	61,256	57%	381,013	245,375	135,638	55%
	Total Revenues	\$ 6,710,300	\$ 222,027	\$ 181,031	\$ 40,996	23%	\$ 487,318	\$ 344,486	\$ 142,832	41%
	EXPENDITURES:									
55700	Administration	\$ 723,337	\$ 47,665	\$ 43,206	\$ 4,458	10%	\$ 130,453	\$ 120,022	\$ 10,431	9%
55710	Golf Course Maintenance	1,185,811	64,187	60,423	3,764	6%	151,206	158,151	(6,944)	-4%
55720	Golf Services	899,930	40,197	40,651	(454)	-1%	118,663	116,737	1,926	2%
55730	Reserve 22	2,545,400	191,319	169,520	21,799	13%	493,022	354,437	138,584	39%
55740	Stormwater Management	53,399	356	349	7	2%	1,101	1,050	50	5%
55750	Pro Shop Merchandise	154,196	16,089	21,397	(5,308)	-25%	16,721	18,048	(1,327)	-7%
55780	Motorized Carts	57,678	-	168	(168)	-100%	-	168	(168)	-100%
557X5	Mechanical Maintenance	340,704	16,964	36,351	(19,387)	-53%	68,141	84,496	(16,356)	-19%
	Total Operating Expenses	\$ 5,960,455	\$ 376,777	\$ 372,066	\$ 4,711	1%	\$ 979,306	\$ 853,110	\$ 126,196	15%
	Operating Income (Loss)	\$ 749,845	\$ (154,751)	\$ (191,035)	\$ 36,284	-19%	\$ (491,988)	\$ (508,624)	\$ 16,636	-3%
	Debt Service	300,300	-	-	-	0%	-	-	-	0%
	Capital Expenditures	597,446	100,399	56,520	43,878	78%	157,099	56,520	100,578	178%
	CHANGE IN NET POSITION	\$ (147,901)	\$ (255,149)	\$ (247,555)	\$ (7,594)	3%	\$ (649,087)	\$ (565,145)	\$ (83,942)	15%

KEY METRICS

	Goal									
Personnel Expenses as % of Sales	49%	83%	84%	-2%	109%	131%	-22%			
Cash Balance (End of Month, in \$000's)	\$ 1,490	\$ 1,438	\$ 1,387	\$ 51						

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of March 31, 2023

ORG/ OBJECT	DESCRIPTION	2023 BUDGET	MONTH				YEAR-TO-DATE			
			2023	2022	DIFF	% DIFF	2023	2022	DIFF	% DIFF
5500	VILLAGE LINKS REVENUES:									
440550	Green Fees	\$ 2,400,000	\$ 15,927	\$ 25,235	\$ (9,309)	-37%	\$ 17,182	\$ 25,235	\$ (8,054)	-32%
440554	Pro Shop - Sales	170,000	5,710	8,249	(2,539)	-31%	10,404	9,805	599	6%
440555	Motor Carts	600,000	1,023	4,230	(3,207)	-76%	999	4,230	(3,231)	-76%
440556	Driving Range	450,000	10,882	13,362	(2,480)	-19%	15,000	13,815	1,185	9%
440557	Resident Cards	32,000	8,795	10,565	(1,770)	-17%	16,805	17,495	(690)	-4%
460100	Investment Income	9,000	4,706	211	4,494	2125%	16,137	363	15,773	4343%
489000	Miscellaneous Revenue	124,600	6,114	11,725	(5,611)	-48%	29,730	28,240	1,490	5%
489100	Miscellaneous - Over/Short	-	55	(107)	162	-151%	49	(73)	122	-166%
	Total Revenues	\$ 3,785,600	\$ 53,211	\$ 73,471	\$ (20,260)	-28%	\$ 106,305	\$ 99,111	\$ 7,194	7%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 119,000	\$ 13,621	\$ 18,940	\$ (5,319)	-28%	\$ 9,417	\$ 10,747	\$ (1,330)	-12%
	Total Cost of Goods Sold	\$ 119,000	\$ 13,621	\$ 18,940	\$ (5,319)	-28%	\$ 9,417	\$ 10,747	\$ (1,330)	-12%
	Gross Profit	\$ 3,666,600	\$ 39,590	\$ 54,531	\$ (14,941)	-27%	\$ 96,888	\$ 88,364	\$ 8,524	10%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 1,110,450	\$ 68,884	\$ 62,068	\$ 6,816	11%	\$ 202,738	\$ 187,122	\$ 15,616	8%
510120	Salaries - Non-Pensionable	448,750	3,824	2,492	1,331	53%	7,101	4,655	2,445	53%
510200	Salaries - Overtime	11,000	-	-	-	0%	-	-	-	0%
510400	FICA Taxes	120,121	5,372	4,754	617	13%	15,581	14,178	1,403	10%
510500	IMRF	46,972	2,808	4,086	(1,278)	-31%	8,260	12,263	(4,003)	-33%
590600	Health Insurance	152,100	9,849	10,423	(574)	-6%	29,548	31,104	(1,556)	-5%
52XXXX	Contractual Services	991,436	58,346	69,913	(11,567)	-17%	164,171	160,934	3,237	2%
53XXXX	Commodities	415,226	22,753	29,869	(7,115)	-24%	49,469	77,669	(28,200)	-36%
	Total Operating Expenses	\$ 3,296,055	\$ 171,837	\$ 183,605	\$ (11,769)	-6%	\$ 476,867	\$ 487,926	\$ (11,058)	-2%
	Operating Income (Loss)	\$ 370,545	\$ (132,247)	\$ (129,074)	\$ (3,172)	2%	\$ (379,979)	\$ (399,562)	\$ 19,583	-5%
	Operating Income (Loss) Percentage	10%	-249%	-176%			-357%	-403%		

KEY METRICS

	Goal								
Rounds Played	78,000	859	1,204	(345)	1,139	1,204	(65)		
Revenue Per Round	\$ 48.53	\$ 61.95	\$ 61.02	\$ 0.92	\$ 93.33	\$ 82.32	\$ 11.01		
Resident Cards Sold	N/A	883	1,069	(186)	1,718	1,783	(65)		
Cost of Goods Sold % - Pro Shop	70%	239%	230%	9%	91%	110%	-19%		
Personnel Expenses as % of Sales	50%	171%	114%	56%	248%	252%	-4%		

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of March 31, 2023

ORG/ OBJECT	DESCRIPTION	2023 BUDGET	MONTH				YEAR-TO-DATE			
			2023	2022	DIFF	% DIFF	2023	2022	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		\$ 4,941	\$ 10,425	\$ (5,484)		\$ 26,377	\$ 25,355	\$ 1,022	
	Hand Cart Rentals		711	500	211		921	500	421	
	Handicaps		-	-	-		-	-	-	
	Golf Club Rentals		-	60	(60)		-	60	(60)	
	Locker Rentals		300	640	(340)		1,980	1,920	60	
	Illinois Sales Tax (1.75%)		146	91	56		388	366	21	
	Glen Ellyn Food & Beverage Tax (1%)		15	10	6		45	39	6	
	Miscellaneous		-	(0)	0		19	(0)	20	
	Total	\$ 124,600	\$ 6,114	\$ 11,725	\$ (5,611)		\$ 29,730	\$ 28,240	\$ 1,490	

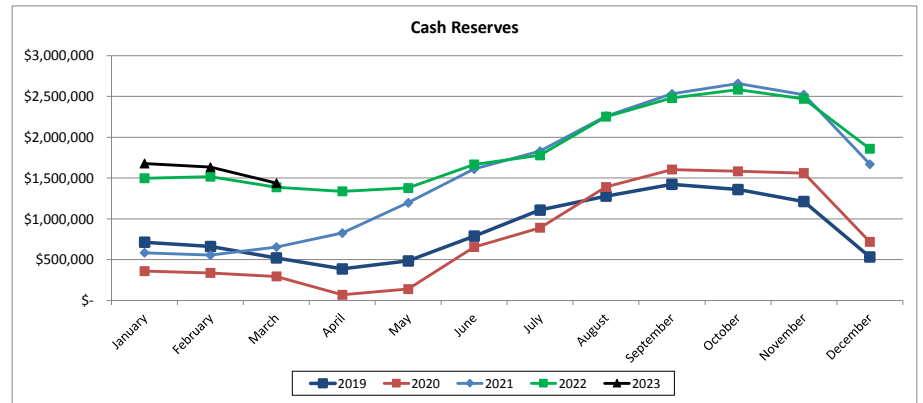
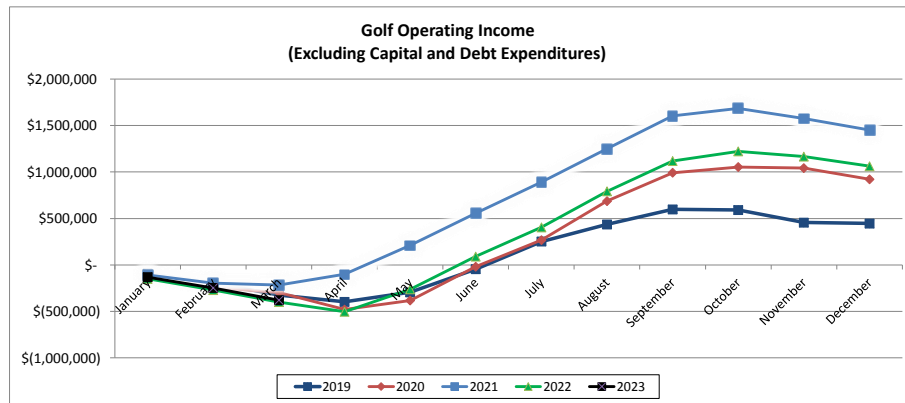
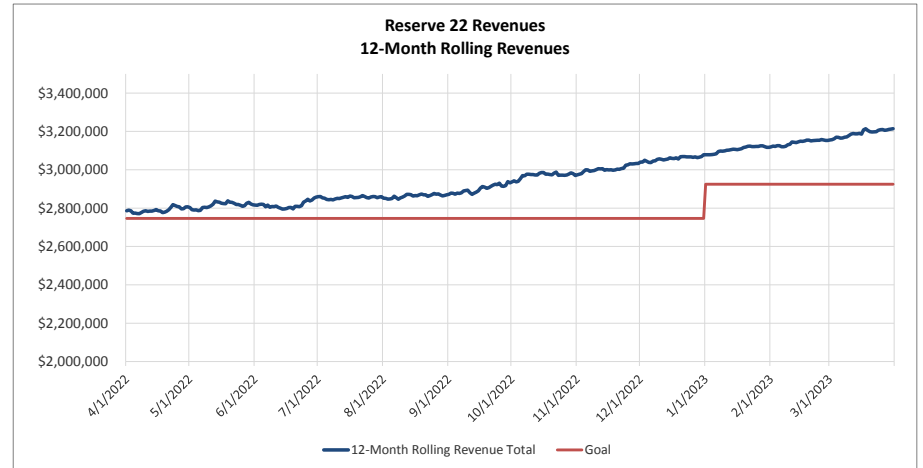
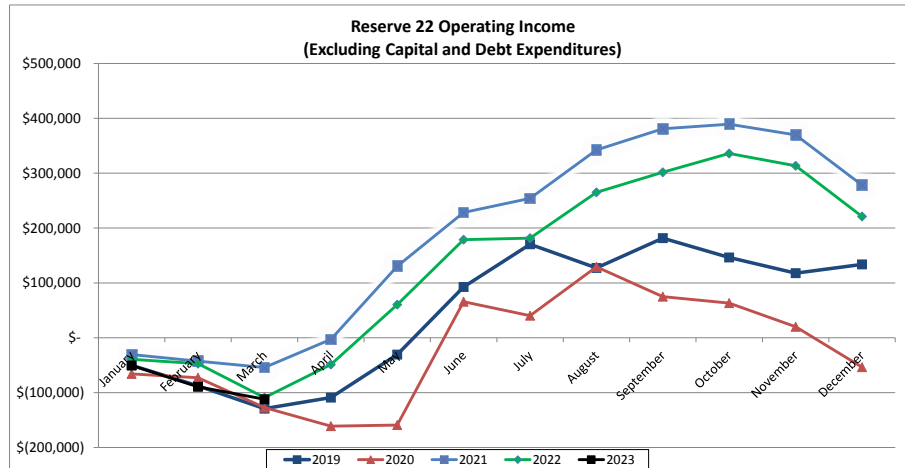
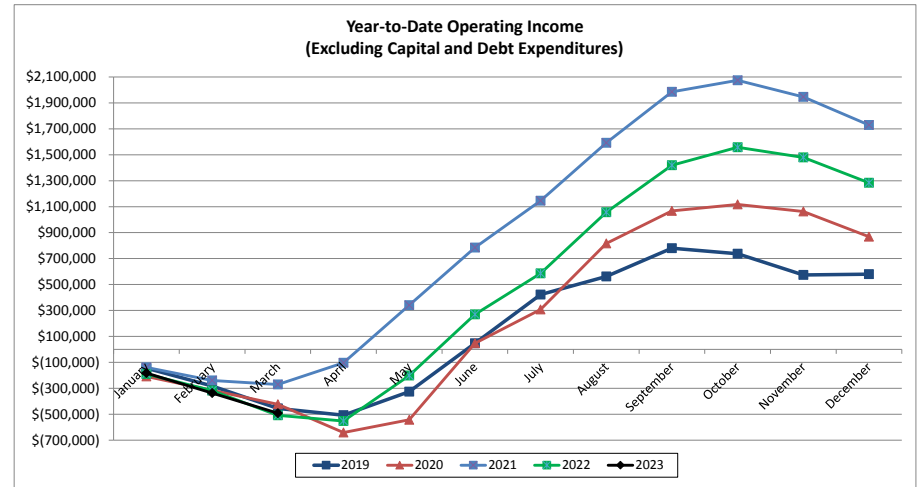
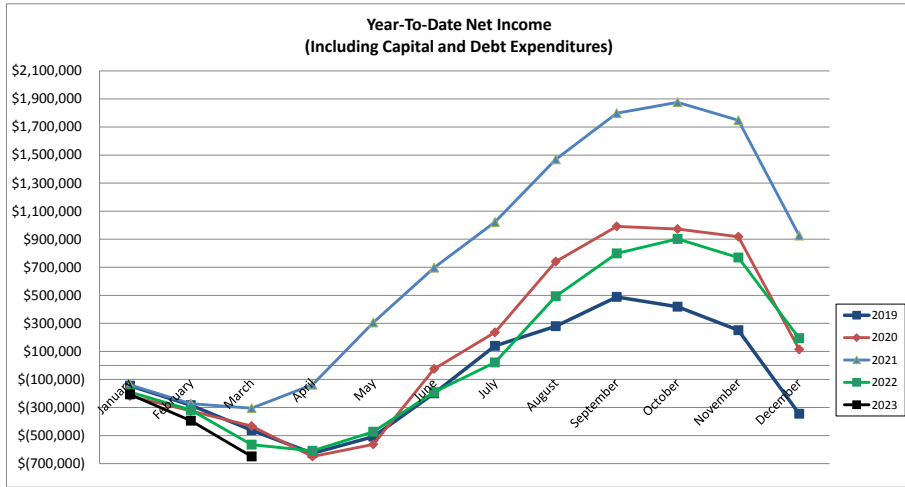
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of March 31, 2023

ORG/ OBJECT	DESCRIPTION	2023 BUDGET	MONTH				YEAR-TO-DATE			
			2023	2022	DIFF	% DIFF	2023	2022	DIFF	% DIFF
5520	RESERVE 22 REVENUES:									
441100	Food	\$ 1,625,000	\$ 104,626	\$ 65,785	\$ 38,841	59%	\$ 245,840	\$ 153,096	\$ 92,744	61%
441101	Liquor	321,600	20,409	11,591	8,818	76%	36,623	24,406	12,217	50%
441102	Beer	492,900	14,136	14,230	(94)	-1%	29,825	27,234	2,592	10%
441103	Wine	216,200	11,183	9,561	1,621	17%	30,602	22,127	8,475	38%
441104	NA Beverages	89,700	4,161	1,800	2,361	131%	7,344	3,542	3,802	107%
441106	Room Charges	5,000	-	-	-	0%	-	625	(625)	-100%
441107	Service Charges	173,900	14,261	4,592	9,669	211%	30,739	14,345	16,393	114%
489000	Miscellaneous Revenue	400	39	-	39	0%	39	-	39	0%
	Total Revenues	\$ 2,924,700	\$ 168,815	\$ 107,560	\$ 61,256	57%	\$ 381,013	\$ 245,375	\$ 135,638	55%
55730	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 138,000	\$ 8,412	\$ 9,033	\$ (621)	-7%	\$ 12,670	\$ 10,536	\$ 2,134	20%
530401	Cost of Goods Sold - Wine	67,000	7,372	4,930	2,443	50%	13,610	7,158	6,452	90%
530402	Cost of Goods Sold - Liquor	64,300	5,844	7,865	(2,021)	-26%	6,374	10,303	(3,929)	-38%
530405	Cost of Goods Sold - NA Beverages	31,400	2,872	4,234	(1,362)	-32%	4,840	4,621	219	5%
530420	Cost of Goods Sold - Food	503,800	46,513	48,659	(2,146)	-4%	99,765	62,338	37,427	60%
	Total Cost of Goods Sold	\$ 804,500	\$ 71,013	\$ 74,720	\$ (3,707)	-5%	\$ 137,259	\$ 94,956	\$ 42,303	45%
	Gross Profit	\$ 2,120,200	\$ 97,802	\$ 32,839	\$ 64,963	198%	\$ 243,753	\$ 150,418	\$ 93,335	62%
	Gross Profit Percentage	72%	58%	31%			64%	61%		
55730	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 638,200	\$ 42,775	\$ 34,703	\$ 8,071	23%	\$ 130,277	\$ 96,496	\$ 33,781	35%
510120	Salaries - Non-Pensionable	530,250	35,981	22,610	13,371	59%	99,203	69,450	29,753	43%
510200	Salaries - Overtime	15,000	9	166	(157)	-95%	173	1,142	(969)	-85%
510399	Tips Paid Through Payroll	-	(1,767)	(873)	(894)	102%	(577)	(1,126)	549	-49%
510400	FICA Taxes	127,813	7,071	5,298	1,773	33%	20,472	14,675	5,797	39%
510500	IMRF	26,996	2,105	2,870	(766)	-27%	6,288	7,648	(1,360)	-18%
590600	Health Insurance	82,900	5,161	3,384	1,777	53%	10,883	13,537	(2,654)	-20%
52XXXX	Contractual Services	156,741	16,307	9,847	6,460	66%	43,508	31,394	12,114	39%
53XXXX	Commodities	163,000	12,665	16,794	(4,129)	-25%	45,535	26,265	19,270	73%
	Total Operating Expenses	\$ 1,740,900	\$ 120,306	\$ 94,800	\$ 25,507	27%	\$ 355,763	\$ 259,481	\$ 96,282	37%
	Operating Income (Loss)	\$ 379,300	\$ (22,504)	\$ (61,960)	\$ 39,457	-64%	\$ (112,009)	\$ (109,063)	\$ (2,946)	3%
	Operating Income (Loss) Percentage	13%	-13%	-58%			-29%	-44%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of March 31, 2023

ORG/ OBJECT	DESCRIPTION	2023 BUDGET	MONTH				YEAR-TO-DATE			
			2023	2022	DIFF	% DIFF	2023	2022	DIFF	% DIFF
KEY METRICS										
		Goal								
Revenue Source:										
Restaurant/Bar		N/A	\$ 92,510	\$ 78,334	\$ 14,176	18%	\$ 213,686	\$ 160,152	\$ 53,534	33%
Banquets		N/A	75,196	26,482	48,714	184%	166,138	82,478	83,660	101%
Other		N/A	1,110	2,744	(1,634)	-60%	1,188	2,744	(1,555)	-57%
Total	\$	2,924,700	\$ 168,815	\$ 107,560	\$ 61,256	57%	\$ 381,013	\$ 245,375	\$ 135,638	55%
Reserve 22 Revenues (Last 12 Months)	\$	2,924,700					\$ 3,214,396	\$ 2,780,123	\$ 434,274	16%
Reserve 22 Expenses (Last 12 Months)	\$	2,545,400					\$ 2,996,347	\$ 2,556,755	\$ 439,592	17%
# Guest Checks (Restaurant/Bar)		N/A	2,373	2,025	348		5,161	4,100	1,061	
Revenue Per Guest Check		N/A	\$ 38.98	\$ 38.68	\$ 0.30		\$ 41.40	\$ 39.06	\$ 2.34	
# Guests (Restaurant/Bar)		N/A	3,910	3,344	566		8,585	6,719	1,866	
Average Guest Spend		N/A	\$ 23.66	\$ 23.43	\$ 0.23		\$ 24.89	\$ 23.84	\$ 1.05	
Cost of Goods Sold %		28%	42%	69%	-27%		36%	39%	-3%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer		28%	60%	63%	-4%		42%	39%	4%	
Cost of Goods Sold - Wine		31%	66%	52%	14%		44%	32%	12%	
Cost of Goods Sold - Liquor		20%	29%	68%	-39%		17%	42%	-25%	
Cost of Goods Sold - NA Beverages		35%	69%	235%	-166%		66%	130%	-65%	
Cost of Goods Sold - Food		31%	44%	74%	-30%		41%	41%	0%	
Personnel Expenses as % of Sales		49%	55%	64%	-9%		70%	83%	-13%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales		76%	97%	134%	-36%		106%	121%	-15%	

Village Links / Reserve 22
Dashboard Financial Reports
As of March 31, 2023



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	(137)	(852)
2022	(173)	19	(130)	(48)	40	289	111	474	228	105	(115)	(612)
2023	(181)	(45)	(196)									

Avg	(136)	(49)	(81)	(38)	133	264	261	305	181	(9)	(111)	(712)
Best	(100)	42	96	172	371	516	356	500	272	127	(21)	(612)
Worst	(181)	(270)	(218)	(225)	(11)	30	111	92	72	(102)	(160)	(852)

NEXT 12 MONTH CASH BALANCE SCENARIOS

	<u>2023</u>	<u>2023</u>	<u>2023</u>	<u>2023</u>	<u>2023</u>	<u>2023</u>	<u>2023</u>	<u>2023</u>	<u>2023</u>	<u>2023</u>	<u>2024</u>	<u>2024</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>	<u>JAN</u>	<u>FEB</u>
Avg	1,438	1,400	1,533	1,795	2,056	2,361	2,542	2,534	2,423	1,836	1,787	1,719
Best	1,438	1,610	1,981	2,497	2,853	3,353	3,625	3,752	3,731	3,119	3,161	3,257
Worst	1,438	1,213	1,202	1,232	1,343	1,435	1,507	1,405	1,245	740	677	459

actual



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

Meeting 4/28/2023 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Steve Thompson

**AGENDA ITEM (ID
2023-60)**

DOC ID: 2023-60

Trustee Liaison - Steve Thompson

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan (if applicable)

Action Requested:

Attachments: