



Agenda
Village of Glen Ellyn
Recreation Commission Meeting
Friday, June 30, 2023
7:00 AM
Glen Ellyn Civic Center, Galligan Board Room

Visitors are most welcome to attend all meetings of the Village Board and can find copies of the Agenda on their chairs or online at www.glenellyn.org prior to the meeting. Meetings are taped and also televised on WideOpenWest Channel 6, AT&T Channel 99, and Comcast Cable Services Channel 10. Any individual with a disability requiring a reasonable accommodation in order to participate in a meeting should contact The Village of Glen Ellyn ADA Coordinator, 630-469-5000, at least five (5) business days in advance of the next scheduled meeting. All matters on the Agenda may be discussed, amended, and acted upon.

- A. Call To Order**
- B. Public Comments**
- C. Approval of Minutes**
 - 1) Approval of Minutes of May 26, 2023 Recreation Commission Meeting
- D. Standing Reports**
 - 1) Manager - Jeff Vesevick
 - 2) Reserve 22 - Jeff Vesevick
 - 3) Financial - Jeff Vesevick
 - 4) Trustee Liaison - Steve Thompson
- E. Golf Shop Renovation - Noel Allen**
 - 1) 2023 Pro Shop Renovation
- F. Old Business**
- G. New Business**
- H. Next Meeting - July 28, 2023**
- I. Adjournment**

**RECREATION COMMISSION
MINUTES
MAY 26, 2023**

Board or Commission: Recreation
Meeting: Regular
Quorum: Yes

Called to Order: 7:00A.M.
Adjourned: 7:41A.M.

MEMBER ATTENDANCE:

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

Also, Present:

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

A. CALL TO ORDER

The May 26, 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 Commissioner Graham.

B. PUBLIC COMMENTS

None.

C. APPROVAL OF MINUTES FROM APRIL 28, 2023 MEETING

1. MOVE TO APPROVE MINUTES OF MEETING FROM 4/28/2023 AS PRESENTED.

RESULT: Motion Unanimously Carried

MOVER: Commissioner Scott

SECONDER: Commissioner Coconate

AYES: Carter, Coconate, Graham, Scott, and Slowinski

NAYES: None

ABSENT: Diver and Reinke

D. STANDING REPORTS

1. Manager – Jeff Vesevick

General Manager Vesevick said overall April 2023 was a positive month with revenues up across the board. April 2023 was the second-best April in a long time and revenues were up in all categories as detailed below.

Revenue	April 2023 vs April 2022	Year to Date 2023 vs 2022
Rounds	90%	66%
Green Fees	92%	91%
Driving Range	84%	59%
Motor Cart	78%	75%
Resident Card	80%	11%
Overall Golf Revenue	105%	68%

The increase in volume comes with higher expenses as well. The junior camps are getting filled. The Golf staff has been busy onboarding seasonal staff members and preparing for the *Have One On Us* event this upcoming weekend. The Grounds crew is fully staffed and keeping the greens in fantastic condition. A full-time equipment manager was hired. Golf Course Superintendent Cross noted this new team member has already made quite an impact. General Manager Vesevick noted the bid packets for the Clubhouse improvements will be compiled next week. The bid opening will take place in July and then the projects will be scheduled. Golf Course Superintendent Cross estimated that the remaining Halfway House improvements will take place the first full week in June. General Manager Vesevick noted Director of Golf Allen is working on updating the Proshop with a fresh look that will match the rest of the Clubhouse.

2. Reserve 22 – Jon Satinover

General Manager Vesevick reported Reserve 22 has been incredibly busy. Revenues through April 2023 were up about \$500,000, of which 40% has been put to the bottom line. Angela Stafford, Event Planning and Sales Coordinator, continues to book banquets. So far this year the facility has run-out of parking spaces about a half dozen times. The facility typically only runs out of parking spaces in June, July, and August, so this occurred earlier this year. Despite the cold weather, about 500 guests dined at Reserve 22 for Mother's Day. Commissioner Coconate commented the Mother's Day event was very well run, but expensive. General Manager Vesevick noted in order to be competitive, staff researches what other local restaurants are charging. Also, food costs have drastically increased in some categories as much as 35%. Commissioner Graham suggested offering a senior price break. General Manager Vesevick noted he is looking into hiring a part-time event assistant because of the high demand for banquets. Commissioner Carter asked what is the maximum number of guests for a banquet. General Manager Vesevick replied about 140 people.

3. Financial – Jeff Vesevick

The net position is \$200,000 better than it was last year at this time. General Manager Vesevick estimated that with the upcoming weekend, the Village Links will most likely

reach \$1M in revenues for the month of May. This will be the first time the \$1M level has been achieved for the month of May. General Manager Vesevick said cash reserves are in good condition and with the lower debt costs, he plans to spend more on capital in the coming years. General Manager Vesevick said Greg Martin put together a cost estimate for all the projects included in the Master Plan. Staff will be reviewing this report and then recommending a capital plan at an upcoming meeting. Commissioner Graham inquired if some the Master Plan recommendations will be included. General Manager Vesevick said he would like to proceed with some of the Master Plan projects, but the disruption to the course needs to be factored into the decision making as well. Commissioner Graham inquired about the growth in wages. General Manager Vesevick replied personnel costs increased due to insurance premiums for new staff members, more service hours to handle the higher volume, and greater labor costs.

4. Trustee Liaison – Steve Thompson
None.

E. OLD BUSINESS

Commissioner Scott asked how the registration for the *Have One on Us* is going because she has not seen much promotion. General Manager Vesevick replied staff publicized the event on social media and on posters. The tee-times will be filled and Friday night will be the big family night.

F. NEW BUSINESS

General Manager Vesevick mentioned that a resident who lives near the 5th Tee of the 18-hole course complained about an increase in the number of golf balls in her backyard. General Manager Vesevick said staff visited the residence and there is really nothing the Links can do to stop this from happening.

G. NEXT MEETING – 6/30/2023

H. ADJOURNMENT

Commissioner Scott moved and Commissioner Graham seconded, to adjourn the meeting. The meeting was adjourned at 7:41A.M.

Submitted by Aileen Haslett, Recording Secretary
Reviewed by General Manager Jeff Vesevick



VILLAGE LINKS

G L E N E L L Y N

RESERVE
— 22
TWENTY-TWO

Manager's Report for May 2023

Prepared by Jeff Vesevick, General Manager

May 2023 was warm and very dry. Looking at May observations from O'Hare, average temperature was 62.4°F (1.8°F above normal), precipitation was 0.71" (3.78" below normal) making it the 4th driest May on record. May was a fantastic month for golf revenue as only 2 of 31 days experienced Frost Delays, and carts were available everyday (100% availability) on both Courses. May was again an incredibly busy month for the Grounds division. Locally we received 0.47" of rain for month but lost 5.75" of water through Evapotranspiration, leaving us with a 5.28" water deficit.

High Temperatures In May																			
	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005
90° days		1		1		2					1	3	1	2				2	
80° days	7	10	8	5	2	11	4	8	7	10	7	9	5	7	3	2	13	4	2
70° days	12	5	5	8	14	8	10	4	11	8	10	7	9	9	14	11	8	11	13
60° days	10	7	8	10	6	8	9	12	6	5	7	11	7	6	13	11	10	9	11
50° days	2	7	10	4	8	2	8	5	5	6	4	1	8	7	1	7		3	3
40° days		1		3	1			2	2	2	2		1					2	2
30° days																			
Rain	0.7"	5.0"	2.8"	9.5"	7.7"	5.9"	3.3"	5.4"	4.0"	4.8"	4.9"	2.6"	4.9"	5.2"	3.1"	4.7"	1.5"	4.0"	2.2"

GOLF

Remarkably dry and warm weather for the month of May has enabled golf to produce sizeable revenues, and has gotten us off to a great start to the summer.

Rounds played were up 31% for the month, and are up 42% for the year.

Green fees were up 28% for the month, and are up 41% for the year.

Driving range sales were up 40% for the month, and are up 48% for the year.

Motor Car sales were up 61% for the month, and are up 90% for the year.

Resident Card sales were up 8% for the month, and are up 10% for the year.

Golf Revenues were up 34% for the month, and are up 44% for the year.

Golf Revenue May											
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Rounds	7,647	9,089	9,375	10,035	8,468	8,824	6,872	5,590	11,309	9,862	12,887
Green Fees	185,960	221,319	228,593	244,793	206,351	223,066	191,363	189,810	358,161	312,244	400,899
Driving Range	0	33,163	32,955	36,392	32,148	40,365	36,096	5,627	65,667	56,954	79,454
Pro Shop	11,130	20,140	23,058	25,008	20,949	22,215	17,120	3,588	22,286	24,235	32,232
Carts	42,316	52,329	55,168	58,352	53,573	65,210	35,203	12,080	84,890	64,423	103,797
Resident Cards	4,935	5,770	5,090	4,670	4,060	3,920	2,800	5,380	4,296	5,350	5,790
Miscellaneous	5,475	28,089	10,360	8,266	10,678	13,282	13,001	9,886	10,047	7,625	9,640
Total Revenue	249,783	337,596	355,237	379,424	327,759	368,058	295,582	226,371	545,092	470,831	631,812
2023 was the best for Golf revenue in the past 11 years											

Golf revenues remain strong, especially on the Driving Range, where we are seeing continued high volume.

Golf Outing requests are continuing to trickle in, as Director of Golf Noel Allen carefully schedules events in more non-prime times.

All leagues, including the *Swingin' Set Ladies* and *Over 60 Men*, are now in full swing.

Staff is planning our annual **HAVE ONE ON US** customer appreciation event for June 2-3.

RESERVE 22

Restaurant and bar sales kept good pace with golf, and the banquet business is booming.

Reserve 22 - MAY				Year to Date		
	2022	2023	+/-	2022	2023	+/-
Restaurant & Bar	194,577	279,091	43.4%	468,699	663,656	41.6%
Banquets	107,460	126,753	18.0%	246,136	352,799	43.3%
Beverage Cart	8,858	21,692	144.9%	9,151	26,917	194.1%
Halfway House	17,535	27,582	57.3%	23,671	41,334	74.6%
Other	22,992	28,589	24.3%	49,572	70,041	41.3%
Total Reserve 22	351,422	483,707	37.6%	797,229	1,154,747	44.8%

Banquet Sales maintained a torrid pace in May, as COVID fears have waned considerably, and guests are getting more comfortable in group settings. The surge in Banquets allowed Reserve 22 to enjoy an overall 43% increase in revenues. Inquiries remain strong, keeping *Event Planning and Sales Coordinator Angela Stafford* on her toes.

GROUNDS

The golf and grounds department welcomed ***Equipment Manager Steven Arch*** to the staff to maintain the equipment fleet. Steven brings a variety of skills and a wealth of experience to the staff, having worked previously at Seven Bridges in Woodridge, Black Sheep GC in Sugar Grove, and Village Greens GC in Woodridge.

Grounds

1. Greens have remained firm and fast due to dry weather and increased rolling
2. Course accessories fully out
3. Continuing to hire and train part time seasonal staff, we look to be fully staffed this year
4. Mowing schedule beginning to become regular
5. Continuing with Master Plan process
6. Bunkers raked daily, tweaking the process to improve the final product
7. Retaining wall near 5 tee (18) 5 Green (9) was rebuilt in house at a roughly \$30k savings
8. Filled All Tee Divots
9. Stumps ground from winter tree removals, cleaned, filled, and seeded
10. Dead trees at driving range removed
11. Range Yardage Poles straightened and reset multiple times
12. Plant protectants sprayed on all short grass areas
13. Drinking Fountains installed
14. Annual flowers planted
15. Cut out and removed damaged bunker liner
16. 5 Irrigation repairs
17. May ended with us being in moderate drought D1 status

Mechanical and Building Maintenance

1. Our new Equipment Manager, Steven Arch, started May 9th
2. 15 pieces of equipment were repaired and/or serviced
3. Finalizing details for Halfway House Exterior Upgrades, to start on June 6
4. Kitchen Hotbox repaired, worked with Kitchen to determine options for additional hotbox

Horticulture/Conservation

1. Tropicals moved outside to acclimate
2. Reviewing Panfish Park work completed with the Village and Park District
3. Continued garbage pickup at Panfish and Lambert Lake
4. Trash Cleanup along Parkways
5. Pond edges cleaned and pruned
6. Landscape beds, sprayed for weeds, and mulch turned over

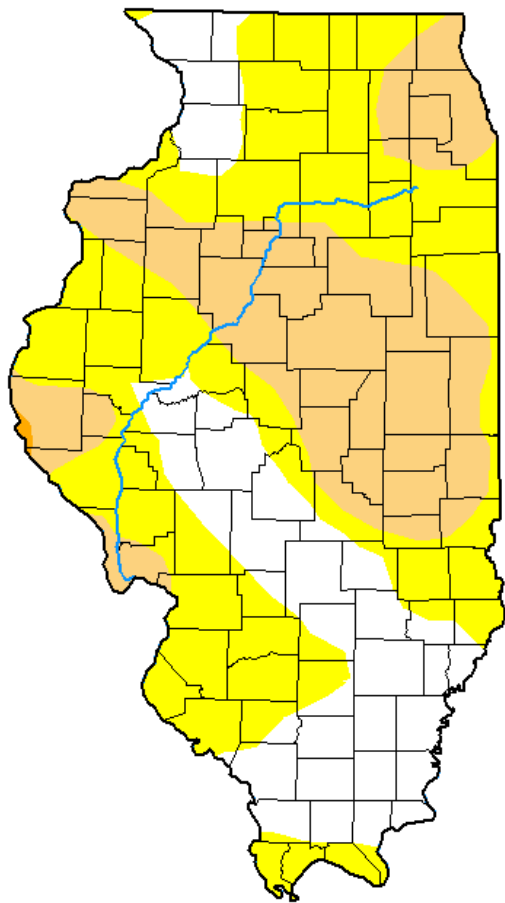
U.S. Drought Monitor



Area Illinois

Map type Categorical Statistics

U.S. Drought Monitor
Illinois



May 30, 2023

(Released Thursday, Jun. 1, 2023)

Valid 8 a.m. EDT

Drought Conditions (Percent Area)

	None	D0	D1	D2	D3	D4
Current	24.45	44.80	30.62	0.13	0.00	0.00
Last Week 05-23-2023	52.03	45.77	2.20	0.00	0.00	0.00
3 Months Ago 02-28-2023	100.00	0.00	0.00	0.00	0.00	0.00
Start of Calendar Year 01-03-2023	35.34	60.68	3.98	0.00	0.00	0.00
Start of Water Year 09-27-2022	65.33	26.52	8.15	0.00	0.00	0.00
One Year Ago 05-31-2022	91.25	8.75	0.00	0.00	0.00	0.00

Intensity:

- None

D0 Abnormally Dry

D1 Moderate Drought

D2 Severe Drought

D3 Extreme Drought

D4 Exceptional Drought

The Drought Monitor focuses on broad-scale conditions. Local conditions may vary. For more information on the Drought Monitor, go to <https://droughtmonitor.unl.edu/About.aspx>

Author:

Richard Heim
NCEI/NOAA



droughtmonitor.unl.edu

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of May 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	\$ 636,351	\$ 471,706	\$ 164,645	35%	\$ 1,088,857	\$ 740,489	\$ 348,368	47%
5520	Reserve 22 Revenues	2,924,700	483,707	351,422	132,285	38%	1,154,747	797,167	357,580	45%
	Total Revenues	\$ 6,710,300	\$ 1,120,058	\$ 823,128	\$ 296,930	36%	\$ 2,243,603	\$ 1,537,655	\$ 705,948	46%
	EXPENDITURES:									
55700	Administration	\$ 723,337	\$ 40,428	\$ 37,428	\$ 3,000	8%	\$ 209,706	\$ 194,417	\$ 15,289	8%
55710	Golf Course Maintenance	1,185,811	113,887	88,412	25,475	29%	405,296	370,596	34,700	9%
55720	Golf Services	899,930	85,763	75,393	10,369	14%	258,473	248,051	10,423	4%
55730	Reserve 22	2,545,400	255,295	242,294	13,001	5%	975,547	736,751	238,796	32%
55740	Stormwater Management	53,399	373	569	(196)	-34%	4,149	4,708	(559)	-12%
55750	Pro Shop Merchandise	154,196	25,117	15,973	9,145	57%	55,955	38,796	17,159	44%
55780	Motorized Carts	57,678	4,422	1,268	3,155	249%	7,417	4,563	2,854	63%
557X5	Mechanical Maintenance	340,704	20,089	11,637	8,452	73%	109,077	142,157	(33,079)	-23%
	Total Operating Expenses	\$ 5,960,455	\$ 545,374	\$ 472,973	\$ 72,401	15%	\$ 2,025,620	\$ 1,740,038	\$ 285,582	16%
	Operating Income (Loss)	\$ 749,845	\$ 574,685	\$ 350,155	\$ 224,530	64%	\$ 217,984	\$ (202,382)	\$ 420,366	-208%
	Debt Service	300,300	-	-	-	0%	-	-	-	0%
	Capital Expenditures	597,446	14,047	213,750	(199,703)	-93%	287,114	270,270	16,844	6%
	CHANGE IN NET POSITION	\$ (147,901)	\$ 560,638	\$ 136,405	\$ 424,233	311%	\$ (69,131)	\$ (472,653)	\$ 403,522	-85%

KEY METRICS

	<u>Goal</u>						
Personnel Expenses as % of Sales	49%	26%	28%	-1%	47%	56%	-10%
Cash Balance (End of Month, in \$000's)	\$ 1,490	\$ 1,984	\$ 1,378	\$ 606			

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of May 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	\$ 400,899	\$ 312,244	\$ 88,655	28%	\$ 626,042	\$ 445,716	\$ 180,326	40%
440554	Pro Shop - Sales	170,000	32,232	24,235	7,997	33%	63,600	45,315	18,285	40%
440555	Motor Carts	600,000	103,797	64,423	39,375	61%	151,833	80,048	71,785	90%
440556	Driving Range	450,000	79,454	56,954	22,501	40%	145,963	98,772	47,192	48%
440557	Resident Cards	32,000	5,790	5,350	440	8%	29,195	26,505	2,690	10%
460100	Investment Income	9,000	4,046	714	3,332	467%	24,035	1,453	22,582	1554%
489000	Miscellaneous Revenue	124,600	10,060	7,839	2,221	28%	48,202	42,925	5,278	12%
489100	Miscellaneous - Over/Short	-	74	(52)	126	-241%	(14)	(245)	231	-94%
	Total Revenues	\$ 3,785,600	\$ 636,351	\$ 471,706	\$ 164,645	35%	\$ 1,088,857	\$ 740,489	\$ 348,368	47%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 119,000	\$ 22,673	\$ 13,707	\$ 8,966	65%	\$ 44,001	\$ 26,799	\$ 17,202	64%
	Total Cost of Goods Sold	\$ 119,000	\$ 22,673	\$ 13,707	\$ 8,966	65%	\$ 44,001	\$ 26,799	\$ 17,202	64%
	Gross Profit	\$ 3,666,600	\$ 613,679	\$ 457,999	\$ 155,680	34%	\$ 1,044,856	\$ 713,690	\$ 331,166	46%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 1,110,450	\$ 81,421	\$ 76,485	\$ 4,936	6%	\$ 359,782	\$ 337,912	\$ 21,870	6%
510120	Salaries - Non-Pensionable	448,750	35,549	25,083	10,466	42%	59,881	39,765	20,116	51%
510200	Salaries - Overtime	11,000	1,598	163	1,436	882%	1,598	296	1,303	441%
510400	FICA Taxes	120,121	8,880	7,574	1,306	17%	31,374	28,012	3,362	12%
510500	IMRF	46,972	3,399	5,064	(1,666)	-33%	14,752	22,240	(7,488)	-34%
590600	Health Insurance	152,100	9,849	10,447	(597)	-6%	49,247	51,998	(2,751)	-5%
52XXXX	Contractual Services	991,436	62,451	47,843	14,609	31%	272,407	302,533	(30,126)	-10%
53XXXX	Commodities	415,226	64,258	44,314	19,945	45%	217,031	193,734	23,297	12%
	Total Operating Expenses	\$ 3,296,055	\$ 267,406	\$ 216,972	\$ 50,434	23%	\$ 1,006,072	\$ 976,488	\$ 29,584	3%
	Operating Income (Loss)	\$ 370,545	\$ 346,272	\$ 241,027	\$ 105,246	44%	\$ 38,784	\$ (262,799)	\$ 301,583	-115%
	Operating Income (Loss) Percentage	10%	54%	51%			4%	-35%		

KEY METRICS

	<u>Goal</u>								
Rounds Played	78,000	12,887	9,862	3,025	20,702	14,575	6,127		
Revenue Per Round	\$ 48.53	\$ 49.38	\$ 47.83	\$ 1.55	\$ 52.60	\$ 50.81	\$ 1.79		
Resident Cards Sold	N/A	302	286	16	2,363	2,262	101		
Cost of Goods Sold % - Pro Shop	70%	70%	57%	14%	69%	59%	10%		
Personnel Expenses as % of Sales	50%	22%	26%	-4%	47%	65%	-17%		

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of May 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		\$ 4,702	\$ 2,750	\$ 1,952		\$ 35,521	\$ 32,320	\$ 3,201	
	Hand Cart Rentals		3,495	4,258	(763)		7,421	6,950	471	
	Handicaps		-	-	-		-	-	-	
	Golf Club Rentals		1,425	640	785		1,895	720	1,175	
	Locker Rentals		-	80	(80)		2,280	2,240	40	
	Illinois Sales Tax (1.75%)		383	188	195		984	707	277	
	Glen Ellyn Food & Beverage Tax (1%)		38	26	12		106	80	25	
	Miscellaneous		18	(103)	120		(5)	(93)	88	
	Total	\$ 124,600	\$ 10,060	\$ 7,839	\$ 2,221		\$ 48,202	\$ 42,925	\$ 5,278	

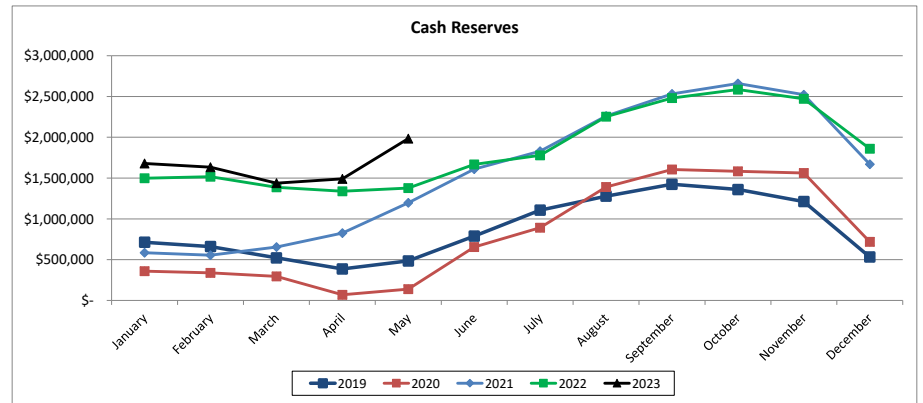
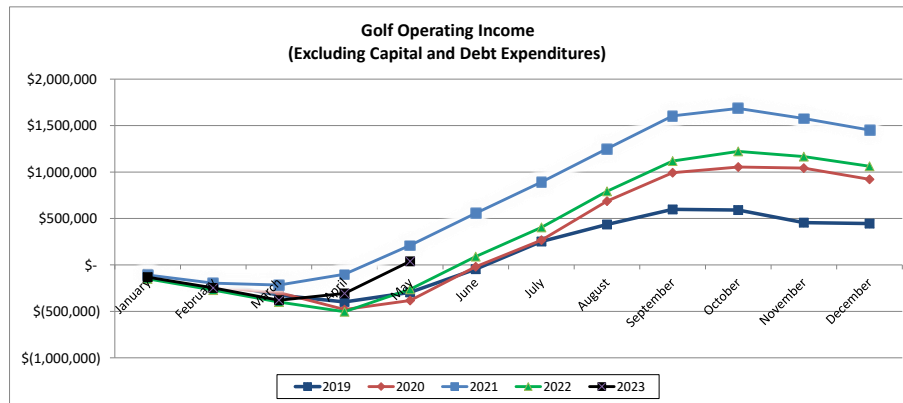
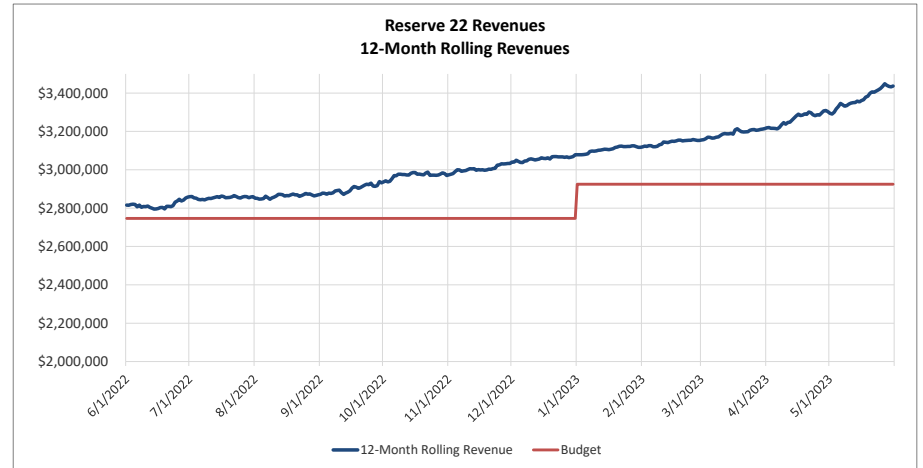
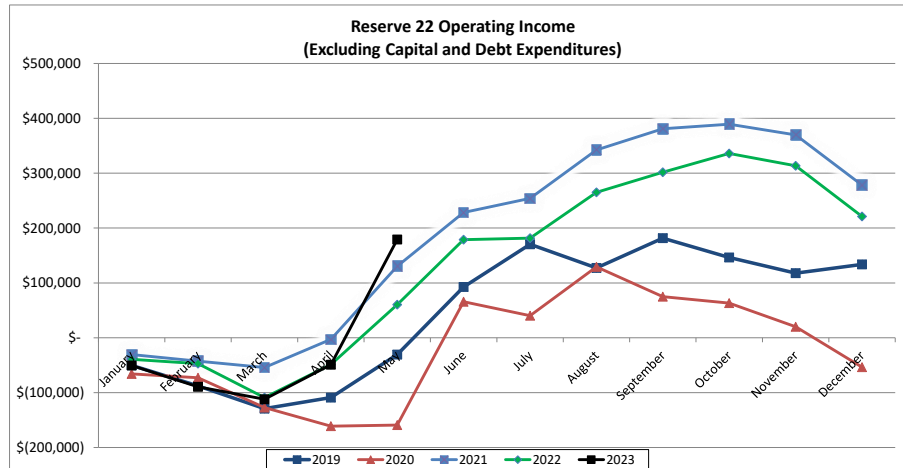
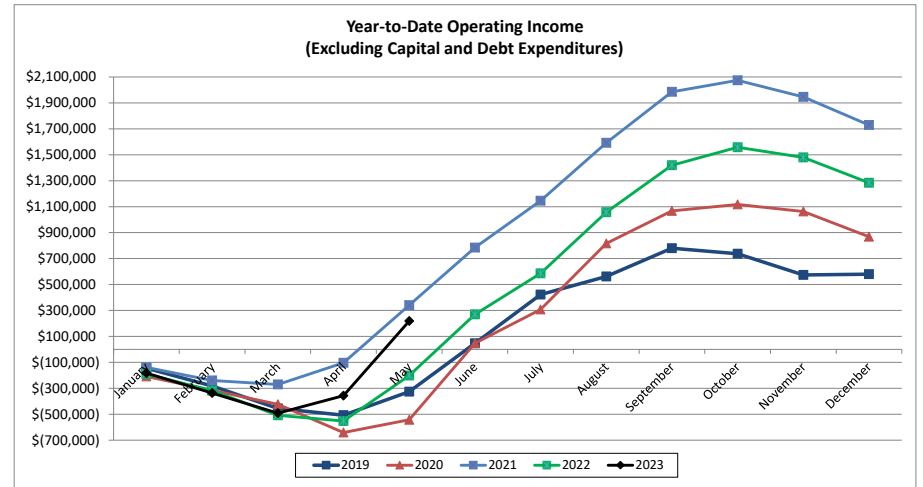
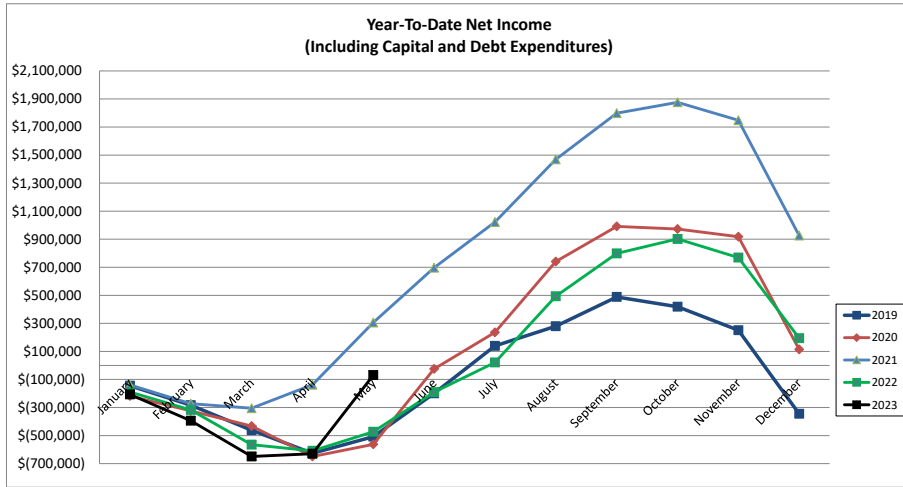
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of May 31, 2023

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	\$ 272,624	\$ 193,067	\$ 79,557	41%	\$ 687,604	\$ 465,121	\$ 222,483	48%
441101	Liquor	321,600	54,333	38,456	15,877	41%	122,238	81,901	40,337	49%
441102	Beer	492,900	80,998	60,101	20,897	35%	155,917	115,040	40,878	36%
441103	Wine	216,200	32,810	27,339	5,471	20%	81,012	67,144	13,868	21%
441104	NA Beverages	89,700	16,406	9,626	6,780	70%	32,996	16,608	16,387	99%
441106	Room Charges	5,000	500	145	355	245%	583	770	(187)	-24%
441107	Service Charges	173,900	26,030	22,688	3,341	15%	74,286	50,472	23,814	47%
489000	Miscellaneous Revenue	400	7	-	7	0%	111	111	(0)	0%
	Total Revenues	\$ 2,924,700	\$ 483,707	\$ 351,422	\$ 132,285	38%	\$ 1,154,747	\$ 797,167	\$ 357,580	45%
55730	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 138,000	\$ 9,611	\$ 21,002	\$ (11,391)	-54%	\$ 32,093	\$ 30,459	\$ 1,633	5%
530401	Cost of Goods Sold - Wine	67,000	7,595	9,003	(1,407)	-16%	26,358	18,887	7,471	40%
530402	Cost of Goods Sold - Liquor	64,300	11,982	6,947	5,035	72%	25,717	16,535	9,182	56%
530405	Cost of Goods Sold - NA Beverages	31,400	4,795	4,056	739	18%	16,209	11,328	4,881	43%
530420	Cost of Goods Sold - Food	503,800	50,547	67,678	(17,131)	-25%	212,163	161,044	51,119	32%
	Total Cost of Goods Sold	\$ 804,500	\$ 84,529	\$ 108,685	\$ (24,156)	-22%	\$ 312,540	\$ 238,254	\$ 74,286	31%
	Gross Profit	\$ 2,120,200	\$ 399,178	\$ 242,737	\$ 156,441	64%	\$ 842,207	\$ 558,913	\$ 283,294	51%
	Gross Profit Percentage	72%	83%	69%			73%	70%		
55730	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 638,200	\$ 66,774	\$ 37,324	\$ 29,450	79%	\$ 242,832	\$ 164,125	\$ 78,707	48%
510120	Salaries - Non-Pensionable	530,250	65,387	50,076	15,311	31%	214,591	152,778	61,813	40%
510200	Salaries - Overtime	15,000	1,510	1,410	100	7%	1,964	5,299	(3,335)	-63%
510399	Tips Paid Through Payroll	-	(14,025)	(3,709)	(10,316)	278%	(17,998)	(9,096)	(8,902)	98%
510400	FICA Taxes	127,813	12,903	8,987	3,916	44%	42,410	29,789	12,620	42%
510500	IMRF	26,996	3,542	3,435	107	3%	12,044	13,776	(1,732)	-13%
590600	Health Insurance	82,900	5,161	3,384	1,777	53%	21,206	20,305	901	4%
52XXXX	Contractual Services	156,741	15,774	12,724	3,051	24%	71,174	62,678	8,495	14%
53XXXX	Commodities	163,000	13,738	19,977	(6,239)	-31%	74,784	58,841	15,943	27%
	Total Operating Expenses	\$ 1,740,900	\$ 170,765	\$ 133,609	\$ 37,157	28%	\$ 663,007	\$ 498,497	\$ 164,510	33%
	Operating Income	\$ 379,300	\$ 228,412	\$ 109,128	\$ 119,284	109%	\$ 179,200	\$ 60,416	\$ 118,783	197%
	Operating Income Percentage	13%	47%	31%			16%	8%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of May 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	\$ 279,091	\$ 194,744	\$ 84,347	43%	\$ 663,628	\$ 469,110	\$ 194,518	41%
Banquets		N/A	145,315	124,380	20,935	17%	405,254	284,341	120,913	43%
Other		N/A	59,300	32,297	27,003	84%	85,865	43,716	42,148	96%
Total		\$ 2,924,700	\$ 483,707	\$ 351,422	\$ 132,285	38%	\$ 1,154,747	\$ 797,167	\$ 357,580	45%
Reserve 22 Revenues (Last 12 Months)		\$ 2,924,700					\$ 3,436,338	\$ 2,817,410	\$ 618,928	22%
Reserve 22 Expenses (Last 12 Months)		\$ 2,545,400					\$ 3,096,559	\$ 2,609,042	\$ 487,517	19%
# Guest Checks (Restaurant/Bar)		N/A	6,229	4,972	1,257		15,129	11,738	3,391	
Revenue Per Guest Check		N/A	\$ 44.81	\$ 39.17	\$ 5.64		\$ 43.86	\$ 39.97	\$ 3.90	
# Guests (Restaurant/Bar)		N/A	10,294	8,294	2,000		24,997	19,467	5,530	
Average Guest Spend		N/A	\$ 27.11	\$ 23.48	\$ 3.63		\$ 26.55	\$ 24.10	\$ 2.45	
Cost of Goods Sold %		28%	17%	31%	-13%		27%	30%	-3%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer		28%	12%	35%	-23%		21%	26%	-6%	
Cost of Goods Sold - Wine		31%	23%	33%	-10%		33%	28%	4%	
Cost of Goods Sold - Liquor		20%	22%	18%	4%		21%	20%	1%	
Cost of Goods Sold - NA Beverages		35%	29%	42%	-13%		49%	68%	-19%	
Cost of Goods Sold - Food		31%	19%	35%	-17%		31%	35%	-4%	
Personnel Expenses as % of Sales		49%	32%	30%	2%		46%	48%	-2%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales										
		76%	50%	61%	-11%		73%	78%	-5%	

Village Links / Reserve 22
Dashboard Financial Reports
As of May 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)	53	503							

Avg	(136)	(49)	(81)	(29)	170	264	261	305	181	(9)	(111)	(712)
Best	(100)	42	96	172	503	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

	2023 <u>MAY</u>	2023 <u>JUN</u>	2023 <u>JUL</u>	2023 <u>AUG</u>	2023 <u>SEP</u>	2023 <u>OCT</u>	2023 <u>NOV</u>	2023 <u>DEC</u>	2024 <u>JAN</u>	2024 <u>FEB</u>	2024 <u>MAR</u>	2024 <u>APR</u>
Avg	1,994	2,256	2,517	2,822	3,003	2,994	2,883	2,297	2,248	2,167	2,138	2,308
Best	1,994	2,510	2,866	3,366	3,638	3,765	3,744	3,132	3,174	3,270	3,442	3,945
Worst	1,994	2,024	2,135	2,227	2,299	2,197	2,037	1,532	1,469	1,251	1,026	1,015

actual

2023 Pro Shop Renovation

Village Links of Glen Ellyn

The Village Links of Glen Ellyn Pro Shop has been aging and deteriorating, ultimately affecting the overall brand of the facility. The carpet and the POS counters are well over 20 years old and desperately need replacing. The fixtures over the years have been brought in through various merchandise vendors and are nearing or past the end of their useful life. Almost every member and guest to the Village Links of Glen Ellyn must pass through the Pro Shop making it vitally important to refresh the infrastructure in order to make that all important “first impression” positively memorable.

Below is a summary of the suggested improvements necessary to maintain the Village Links brand we have worked so hard to achieve.

Summary of Improvements

Air Conditioning Upgraded

For many years, the summer months were brutal on staff and guests as the temperature in the pro shop would often times get into the mid 80's, even with the A/C unit constantly running. This past season, we upgraded the A/C unit from a 3 ton to a 5 ton rating. We also repaired some ceiling returns that were not installed correctly, and continuously let outside hot (or cold in the winter) air back into the building. So far conditions have improved and we don't see temperatures get higher than the mid 70's on our hottest days. We also have discussed adding hybrid units or double door entryways if the pro shop continues to be uncomfortable for our guests and staff alike.

Carpet Replacement

The carpeting in the pro shop, main hallway, north restrooms and stairs leading to the 2nd floor offices are over 20 years old and are worn out and stained in many areas. New carpet has been ordered and will be installed in the late fall or early winter. The current carpeting is broadloom and is green with a subtle pattern. We are replacing that carpet with grey carpet squares giving us the ability to replace sections that are higher traffic areas and wear faster. We are also tearing out the brick tiles near both doors in the pro shop and replacing them with black color walk off carpet tiles similar to all the other entrances in the newer portion of the clubhouse. In the future, the carpet should be replaced earlier as to not let the wear patterns negatively affect customer impressions.

Merchandise Fixtures

The merchandise fixtures at the Village Links, over all the years we have been in operation, have never been designed specifically and with a cohesive appearance. From the days when former Head Golf Professional Ed Posh owned the shop operation through today, merchandise fixtures have been brought in through various merchandise vendors in a piecemeal fashion. Often times these fixtures were not high quality and they were designed to promote the vendor's brand and not ours. Despite merchandise sales

declining from our peak in the late 90's, a professional looking Pro Shop with quality merchandise is necessary to support the overall brand of the facility.

POS Counter Replacement

The current POS “island style” counters have been in place for well over 20 years. They have been repaired and re-stained many times and are past their useful life. Unfortunately, there is damage and normal wear and tear that our members and guests see day in and day out. We are suggesting a continuous counter that can house 3 POS stations and is mostly off the ground so there is no toe kick to get beat up by people or cleaning equipment. We will also be undergrounding all of the power and data wires for safety and a cleaner look.



Ceiling

The Village Links Pro Shop ceiling is roughly 8 feet high with a drop ceiling style and very little space between the tile and attic. The lights have been replaced over the years and now include LED track lighting and recessed can LED lights. Higher ceilings make a room look larger and more of an upscale image, however, the infrastructure of our building prohibits raising the ceiling without a major renovation.

EPSS & Bulletin Boards

Due to the expansion of the kitchen and relocation of the Chef's office, the EPSS recognition wall will need to be relocated. The bulletin boards in the hallway to the pro shop are aging and need an upgrade. We are suggesting eliminating the 3 north bulletin boards and relocating the EPSS to that wall. The remaining bulletin board should be replaced with a large multi monitor display that can be used to communicate upcoming events and programming as well as results and any other Village of Glen Ellyn information.

The Village Links Brand

For many years the Village Links team, including golf, grounds and Reserve 22, have worked very hard to project an upscale brand. We have positioned ourselves with many of the most expensive public golf courses in the area like Arrowhead, Cantigny, Cog Hill and Mistwood. Recently, other public golf courses have upgraded their clubhouse, golf course or both increasing the competition for players that frequent upscale golf courses. Golf courses like The Preserve at Oak Meadows and Mount Prospect have invested heavily to rebrand their facility.



Arrowhead



Cantigny

Our restaurant, Reserve 22, was built in 2013 and then received a dining room refresh a few short years later to address sound quality and a sterile look and feel. Our golf course, under the direction of Certified Golf Course Superintendent Andrew Cross, has seen improved playing conditions and outlying aesthetics. We have cleaned up many overgrown areas creating large beautiful vistas and pristine sightlines. Years ago we invested in granite tee signs.

Recently, we replaced all our aging garbage cans and benches on the driving range and golf course for an upscale, consistent image. Our mission is to “Provide Excellence in Public Golf” and to deliver a private country club experience to all Glen Ellyn residents and guests. It is this brand that allows the Village Links of Glen Ellyn to continue to position ourselves as one of busiest and most successful upscale public golf courses in the state.

2023 Pro Shop Renovation Proposals

We sent a Request for Proposal to four vendors who specialize in golf course pro shop fixtures: McGowen Displays, Inc.; Barr Display Golf Shop Design; Bauer International Purveyors, LLC; and Procraft Heritage Design. We received 3 proposals and one verbal estimate from Procraft, who estimated the cost per square foot at \$150 and would not submit any designs without a minimum fee of \$3000. Procraft is one of the most upscale vendors in the golf industry and custom produces all their products. Our pro shop is roughly 1000 sq. ft. so their estimated cost came in at \$150,000.

Vendor	Total Cost
McGowen Displays, Inc.	\$38,006.90
Barr Display, Golf Shop Design	\$55,237.92
Bauer International Purveyors, LLC	\$83,595.00
Procraft Heritage Creations	\$150,00.00

McGowen Displays, Inc.

The proposal from McGowen is the least expensive, however, lacks the same substance that Barr Display Golf Shop Design and Bauer International Purveyors provided. Many of the fixtures do not look like furniture you would see at higher branded golf courses.

See Appendix A for the full proposal.

Barr Display, Golf Shop Design

The proposal from Barr comes in at \$55,237.92. The proposal is thoughtful, detailed and substantive. The designs are more like what we would expect to see at similar type courses in our area.

See Appendix B for the full proposal.

Bauer International Purveyors, LLC

The proposal from Bauer comes in at \$83,595.00, however it includes a hardware allowance and freight, which the other proposals do not include. For a more direct price comparison (excluding freight and hardware allowance), the Bauer proposal comes in at \$69,345.00. Their proposal is thoughtful, detailed and substantive. The designs are what we expect to see at similar type courses in our area. The counter is wider and protects against damage from toe kicks and cleaning equipment with the raised legs. All of their fixtures have an upscale appearance very similar to our competitor's with built in lighting. The proposed fixtures provide more opportunity and flexibility to merchandise.

Page 8-11 of the Bauer proposal shows similar fixtures as Cantigny at right, but in various finishes. We would like a similar look and feel for our pro shop.

See Appendix C for the full proposal.



Recommendation

We are recommending that the board approve the proposal from Bauer International Purveyors, LLC for the following reasons:

- Well thought out floor plan
- Larger POS counter to separate transactions and phone conversations
- POS counter less likely to sustain damage from toe kick and cleaning equipment
- Quality and appearance represent Village Links brand
- Excellent reputation in the golf industry

Conclusion

The Village Links of Glen Ellyn has one of the best reputations in the Illinois golf market place. Having hosted 48 PGA Tour and USGA qualifiers and partnering with all local allied golf associations is one of many variables that contribute to the brand we work very hard to achieve and protect. Maintaining pristine conditions on our 27-hole golf course, 35 grass tee station driving range and 4 practice putting and chipping greens is paramount to our success. Providing a refreshing clubhouse including the pro shop and restaurant is also critical to maintaining our position in the market. Currently, our largest weakness is our pro shop and north restrooms. We are excited to work towards completion of the clubhouse renovation that started with Reserve 22 over 10 years ago. With the north restroom and kitchen expansion project underway, we hope to compliment and complete the pro shop this winter as well.

Appendix A – McGowen Displays, Inc.



McGOWEN DISPLAYS, INC

3570 CONSUMER ST, SUITE 5, WEST PALM BCH, FL 33404

PHONE: 561-845-2202

www.mcgowendisplays.com / amymcgowen@carthlink.net

SOLD TO:

PROPOSAL

VILLAGE LINKS OF GLEN ELLYN
NOEL ALLEN, DIR OF GOLF
485 WINCHELL WAY
GLEN ELLYN, IL 60137
630-866-4008
PHONE CELL
SOLD BY AMY MCGOWEN

DATE: 3/3/23
DUE DATE: WINTER 2023
TERMS:
TOTAL SALE: \$35,806.90
DEPOSIT W/ORDER
EMAIL: nallen@villagelinksgolf.com

QTY	STOCK #	DESCRIPTION	COST	PRICE
STAINED FINISH ON OAK				
1		20-FT FRONT COUNER - STRAIGHT 3 POS STATION 2 LEVEL COUNTERTOP: 36" & 42" FLIP UP ADA COUNTER CLOSE OFF BACK W/DOORS & DRAWERS		\$0.00
1		6-FT BACK COUNTER X 42"H X 24"D WITH DOORS, DRAWERS	\$6,690.00	\$6,690.00
2	TON TOP 3060P2	LARGE NESTING TABLE W/MOULDING 30X30X60	\$649.00	\$386.40
4	TON LEG3 29S4	30"H LEGS	\$459.00	\$1,836.00
2	TON TOP 2448 P2	MEDIUM NESTING TABLE W/MOULDING 24X24X48	\$419.00	\$838.00
4	TON LEG2 24S4	24"H LEGS	\$249.00	\$996.00
1	TOF 5050 3PO	48" SQUARE TRI LEVEL TABLE WITH MOULDED EDGES AND HD CASTERS	\$1,390.00	\$1,390.00
4	EOC 446	OAK 4 WAY RACK	\$1,190.00	\$4,760.00
8	EOC ST14	OAK STRAIGHT ARMS		
8	EOC SL6B	OAK WATERFALL ARMS		
4	HDW CAST ST	CASTERS		
2	EOC 246 1622	OAK 2 WAY RACK	\$549.00	\$1,098.00
2	EOC ST14	OAK STRAIGHT ARMS		
2	EOC SL6B	OAK WATERFALL ARMS		
2	LOH 2448 48	NEWLOCK H GONDOLA	\$1,490.00	\$2,980.00
18	LOX 1424SH	14X24 SHELVES	\$59.00	\$1,062.00
6	LOX HR 2338	24" HANGBARS	\$39.00	\$234.00
48	FIX NLBK12PB	BRACKETS	\$29.95	\$1,437.60
1	LOT OC62 VB16	OAK NEWLOCK HAT RACK	\$1,390.00	\$1,390.00
24	LOX HATV PB	OAK HAT DISCS		
1	#29131	BLACK WIRE CAP TOWER	\$189.00	\$189.00

THANK YOU!

20		MELAMINE 4X8 SLATWALL PANELS, 6" O/C	\$219.00	\$4,380.00
		YOUR CHOICE OF MELAMINE		
		WITH METAL INSERTS		
1		CRATE TO SHIP	\$99.00	\$99.00
		SLATWALL ACCESSORIES:		
12	1424N	14X24 OAK BULLNOSE SHELVES	\$69.00	\$828.00
6	1448N	14X48 OAK BULLNOSE SHELVES	\$99.00	\$594.00
42	SW12KB	SHELF BRACKETS	\$3.95	\$165.90
12	EOS SL6B P	OAK WATERFALL ARMS	\$49.00	\$588.00
12	EOS ST12 P	OAK STRAIGHT ARMS	\$39.00	\$468.00
6	LOX HR2338	24" OAK U HANGROD	\$59.00	\$354.00
12	FIX SWBK 12PP	PEWTER HANGROD BRACKETS		
48	SWH8	8" PEG HOOKS	\$0.95	\$45.60
12	#03003	CAP DISPLAYS	\$9.95	\$119.40
500	C66J	WOODEN DRESS HANGERS - WALNUT	\$1.69	\$845.00
300	500500	WOODEN PANT HANGERS - WALNUT	\$2.49	\$747.00
		CREAM FORMS/ WALNUT NECKS AND BASES:		
2	M62	MENS FORM	\$119.00	\$238.00
2	NB5	MENS NECK BLOCK	\$19.00	\$38.00
2	E09	LADIES FORM	\$119.00	\$238.00
2	NB30	LADIES NECK BLOCK	\$19.00	\$38.00
4	WB17	COUNTER HEIGHT ROUND BASES	\$59.00	\$236.00
1	BSF65-M	MALE 3/4 FORM W/METAL OFFSET BASE	\$249.00	\$249.00
1	BSF64-M	FEMALE 3/4 FORM W/METAL OFFSET BASE	\$249.00	\$249.00

THANK YOU FOR YOUR ORDER!

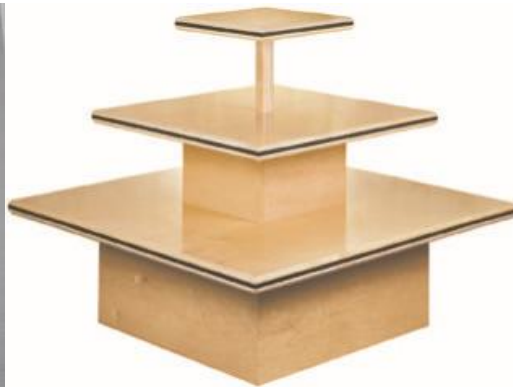


FREIGHT & DELIVERY APPROXIMATE

DEPOSIT:	
SUBTOTAL:	\$35,806.90
MISC FREIGHT:	
FIXTURES, COUNTER:	
SLATWALL:	
6.5% TAX:	
BALANCE:	\$35,806.90
PRICE:	

*Note: All claims for damage in transit, visible or concealed, must be made by you, with the carrier and cannot be deducted from invoice.
All claims must be made within a 10-day period and must be accompanied with sales order.
No goods accepted for return without written authorization.
Special Order items not eligible for return.
A charge of 25% for handling will be made against credits for all merchandise returned.
No returns after 10 days from purchase.
There will be a \$1 service charge on all declined credit card transactions
All shipments F.O.B. shipping point: we invoice for freight charges.
There is a \$50 fee for all returned checks
The customer agrees to pay finance charges as well as any and all costs of collection, including attorneys fees.
For credit card charges over \$2000, there is a 2% fee.*

THANK YOU!



Appendix B – Barr Display

3/7/23, 1:00 PM

GSD- QUOTE

Sales Quote

Quote #: 258527

BARR DISPLAY
Golf Shop Design

Purchase Order #:

Quote Date: 07 Mar 2023

Sales Person: Alayne L Ext 108

Location: GOLF SHOP DESIGN

GOLF SHOP DESIGN
3033 MERCY DRIVE
ORLANDO FL 32808
UNITED STATES

Invoice To

NOEL ALLEN
VILLAGE LINKS OF GLEN ELLYN
485 WINCHELL WAY
GLEN ELLYN IL 60137
UNITED STATES

Ship To

NOEL ALLEN
VILLAGE LINKS OF GLEN ELLYN
485 WINCHELL WAY
GLEN ELLYN IL 60137
UNITED STATES

SKU	ITEM DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
SOITEM	CUSTOM NESTING TABLES, INCLUDES: 1-60"WX30"D X30"H, 1-48"WX24"D X24"H. STAINED MAPLE.	1	\$1735.0000	\$1735.00
SOITEM	CUSTOM 4-WAY, STAINED MAPLE. PER PHOTO.	3	\$1560.0000	\$4680.00
	HARDWARE FOR 4-WAYS:	1	\$0.0000	\$0.00
8117B	5'L STANDARD-MATTE BLACK	12	\$10.9500	\$131.40
8405B	12 FACEOUT FOR STANDARDS-BLK"	12	\$4.7500	\$57.00
SOITEM	CUSTOM HANG/FOLD, INCLUDES 3 SHELVES, PER PHOTO.	2	\$2135.0000	\$4270.00
	HARDWARE FOR HANG/FOLDS:	1	\$0.0000	\$0.00
8117B	5'L STANDARD-MATTE BLACK	8	\$10.9500	\$87.60
8154B	12" BLACK SHELF BRACKET	12	\$1.8500	\$22.20
8405B	12 FACEOUT FOR STANDARDS-BLK"	4	\$4.7500	\$19.00
8810B	BLK 2' REC HANGRAIL X 1/2"	2	\$6.5000	\$13.00
83005B	BLACK RECTANGULAR TUBE END CAP	4	\$0.9500	\$3.80
83006B	12" BLK. RECTANG.TUBE BRACKET	4	\$4.8000	\$19.20
SOITEM	MERCHANDISER, PER PHOTO. INCLUDES 4 SHELVES. STAINED MAPLE.	2	\$3715.0000	\$7430.00
	HARDWARE FOR MERCHANDISERS:	1	\$0.0000	\$0.00
8117B	5'L STANDARD-MATTE BLACK	8	\$10.9500	\$87.60

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3/7/23, 1:00 PM

GSD- QUOTE

SKU	ITEM DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
8154B	12" BLACK SHELF BRACKET	16	\$1.8500	\$29.60
8810B	BLK 2' REC HANGRAIL X 1/2"	2	\$6.5000	\$13.00
83004B	BLK 4' REC HANGRAIL X 1/2"	4	\$9.5000	\$38.00
83005B	BLACK RECTANGULAR TUBE END CAP	4	\$0.9500	\$3.80
83006B	12" BLK. RECTANG.TUBE BRACKET	4	\$4.8000	\$19.20
83011B	BLK W/M OPEN HANGRAIL FLANGE	8	\$4.9500	\$39.60
SOITEM	WALL UNIT,PER DRAWING.	1	\$8545.0000	\$8545.00
	HARDWARE FOR WALL UNIT:	1	\$0.0000	\$0.00
8120B	8'L STANDARD-MATTE BLACK	2	\$13.9500	\$27.90
83004B	BLK 4' REC HANGRAIL X 1/2"	2	\$9.5000	\$19.00
83006B	12 BLK. RECTANG.TUBE BRACKET"	2	\$4.8000	\$9.60
83007B	3 BLK RECT.TUBE BRACKET"	2	\$3.9500	\$7.90
8229B	12 BLK.RECT.TUBE FACEOUT"	2	\$5.5000	\$11.00
SOITEM	CUSTOM SALES COUNTER, PER DRAWING. PREMIUM LAMINATE TOPS.	1	\$13510.0000	\$13510.00
SOITEM	CUSTOM BACK COUNTER, PER DRAWING. PREMIUM LAMINATE TOPS. (BACK COUNTER AND F&B COUNTER)	2	\$3940.0000	\$7880.00
2827	NS - CAMPFIRE ASH MEL SW 60C"	13	\$156.5000	\$2034.50
CRATE	CRATE CHARGE	1	\$65.0000	\$65.00
2810P	SLATWALL SNAP IN-PLATINUM	104	\$3.1000	\$322.40
2811	SLATWALL BLACK EDGE CAP, 96"	8	\$11.9500	\$95.60
2811-H	4' SLATWALL BLACK EDGE CAP	2	\$7.2500	\$14.50
8226B	12" BLACK STRAIGHT ARM FOR S/W	12	\$3.7500	\$45.00
8227B	S/W 7 CUBE WATERFALL BLACK	10	\$4.3500	\$43.50
9868B	S/W U-SHAPED HANGRAIL, RECT	4	\$16.9500	\$67.80
1237	17" BLACK WOOD SHIRT HANGER	400	\$1.1500	\$460.00
1236	14" BLACK WOOD PANT HANGER	100	\$1.3000	\$130.00
DETAILS	ABOVE PRICE DOES NOT INCLUDE FREIGHT. 50% DEPOSIT REQUIRED TO PROCESS ORDER WITH BALANCE DUE PRIOR TO SHIPMENT. SPECIAL ORDER ITEMS ARE NOT RETURNABLE. QUOTE VALID FOR 60 DAYS.	1	\$0.0000	\$0.00

Subtotal **\$51987.70**

Tax \$3250.22

Non Taxable @ 0% \$0.00

Total **\$55237.92**

Paid to date \$0.00

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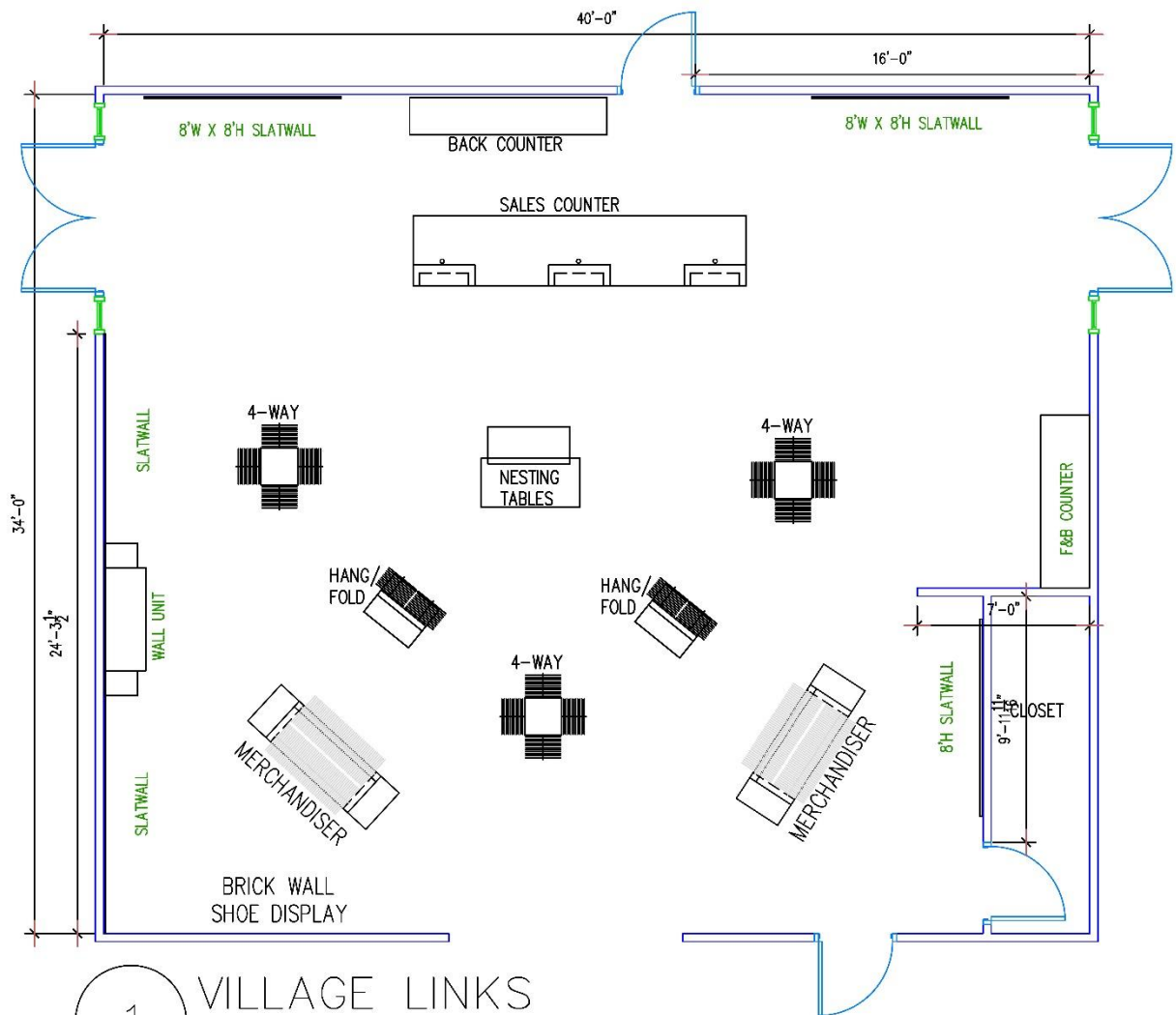
GSD- QUOTE

Approval Signature: _____ **Date:** ____/____/____

Special Notes:

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1 VILLAGE LINKS
FIXTURE PLAN

BARR DISPLAY

Golf Shop Design

*Proposed Fixtures
For
Village Links Golf Club*



Hang/Fold Unit

3033 Mercy Drive Orlando, FL 32808
407-298-2277 800-222-2702 US 407-297-0494 FAX
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BARR DISPLAY

Golf Shop Design



4 Way

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BARR DISPLAY

Golf Shop Design



Nesting Tables
(Quoted with Turned Legs)

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BARR DISPLAY

Golf Shop Design

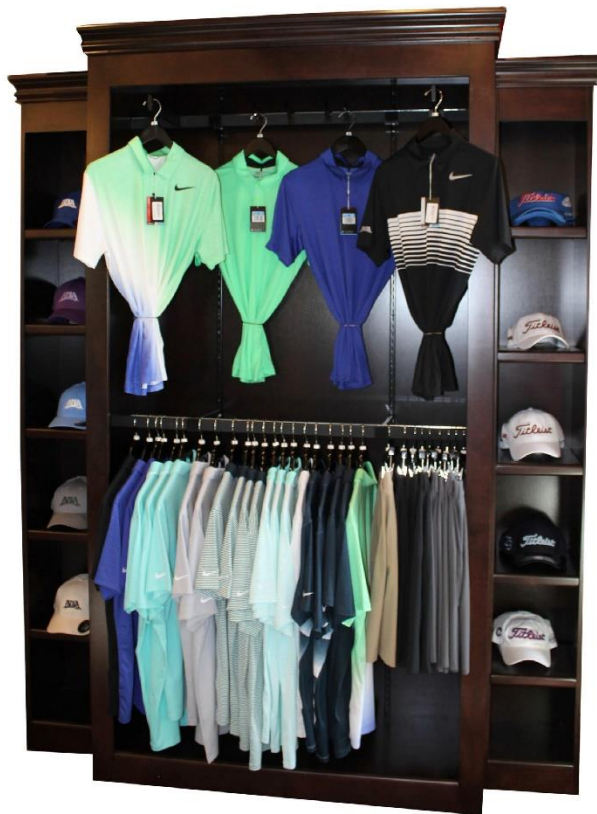


Merchandiser

3033 Mercy Drive Orlando, FL 32808
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www.barrdisplay.com sales@barrdisplay.com

BARR DISPLAY

Golf Shop Design



Wall Unit

3033 Mercy Drive Orlando, FL 32808
407-298-2277 800-222-2702 US 407-297-0494 FAX
www.barrdisplay.com sales@barrdisplay.com

BARR DISPLAY

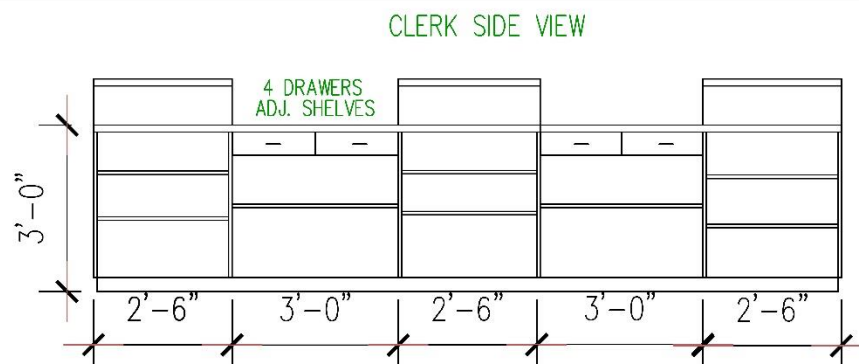
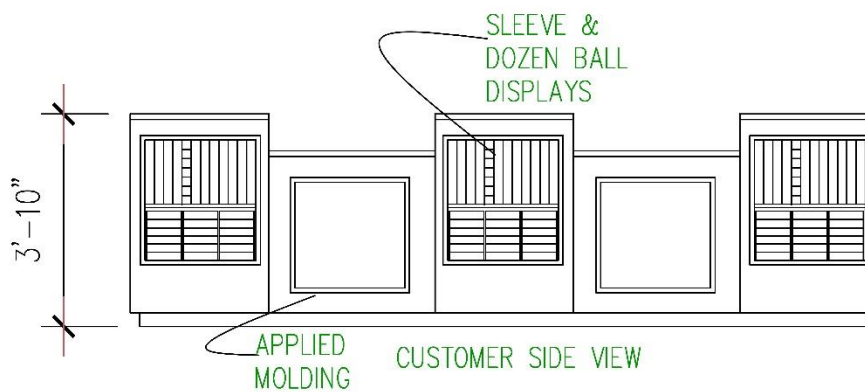
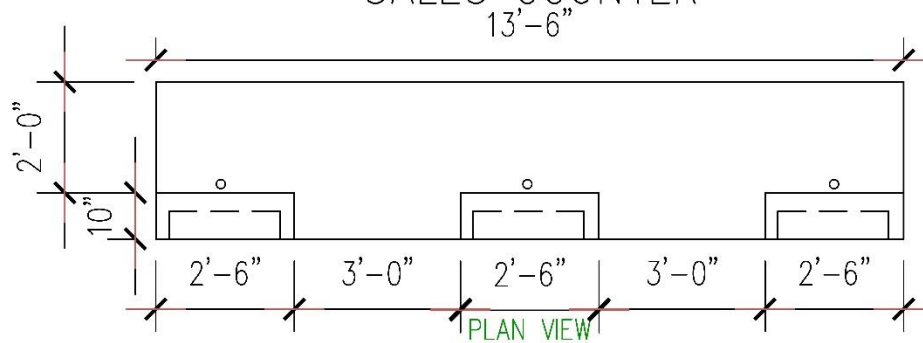
Golf Shop Design



Similar Sales Counter
(Smaller)

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VILLAGE LINKS GC SALES COUNTER

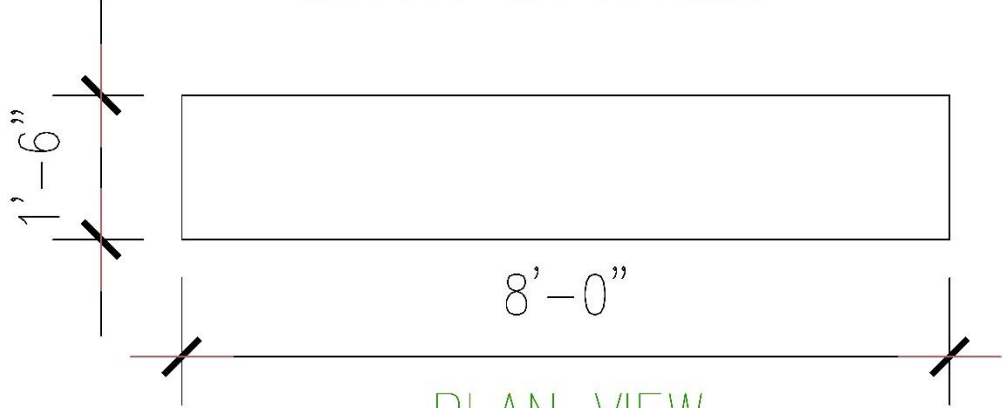


EXTERIOR: STAINED MAPLE
INTERIOR: BLACK MELAMINE
TOPS: PREMIUM LAMINATE-BULLNOSE EDGES

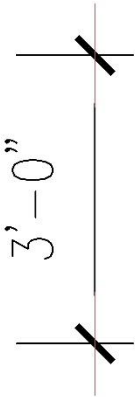
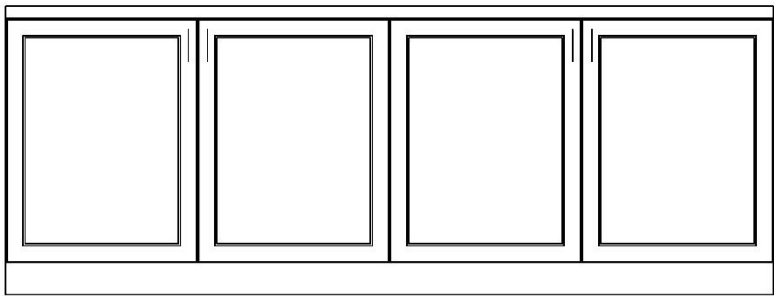
PROPERTY OF BARR DISPLAY

CUSTOMER APPROVAL:

VILLAGE LINKS GC
BACK COUNTER



PLAN VIEW



ADJ.SHELF IN EACH DOOR – RAISED PANEL DOORS

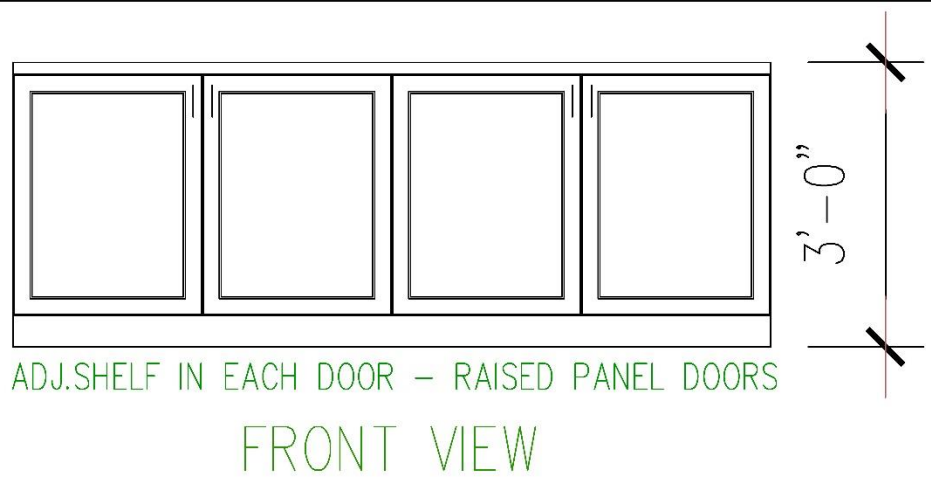
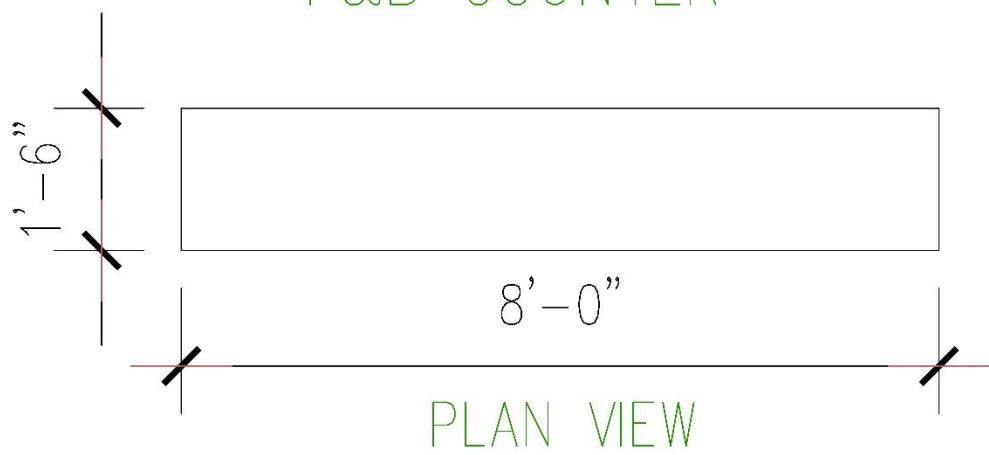
FRONT VIEW

EXTERIOR: STAINED MAPLE
INTERIOR: MELAMINE
TOP: PREMIUM LAMINATE—BULLNOSE EDGES

PROPERTY OF BARR DISPLAY

CUSTOMER APPROVAL:

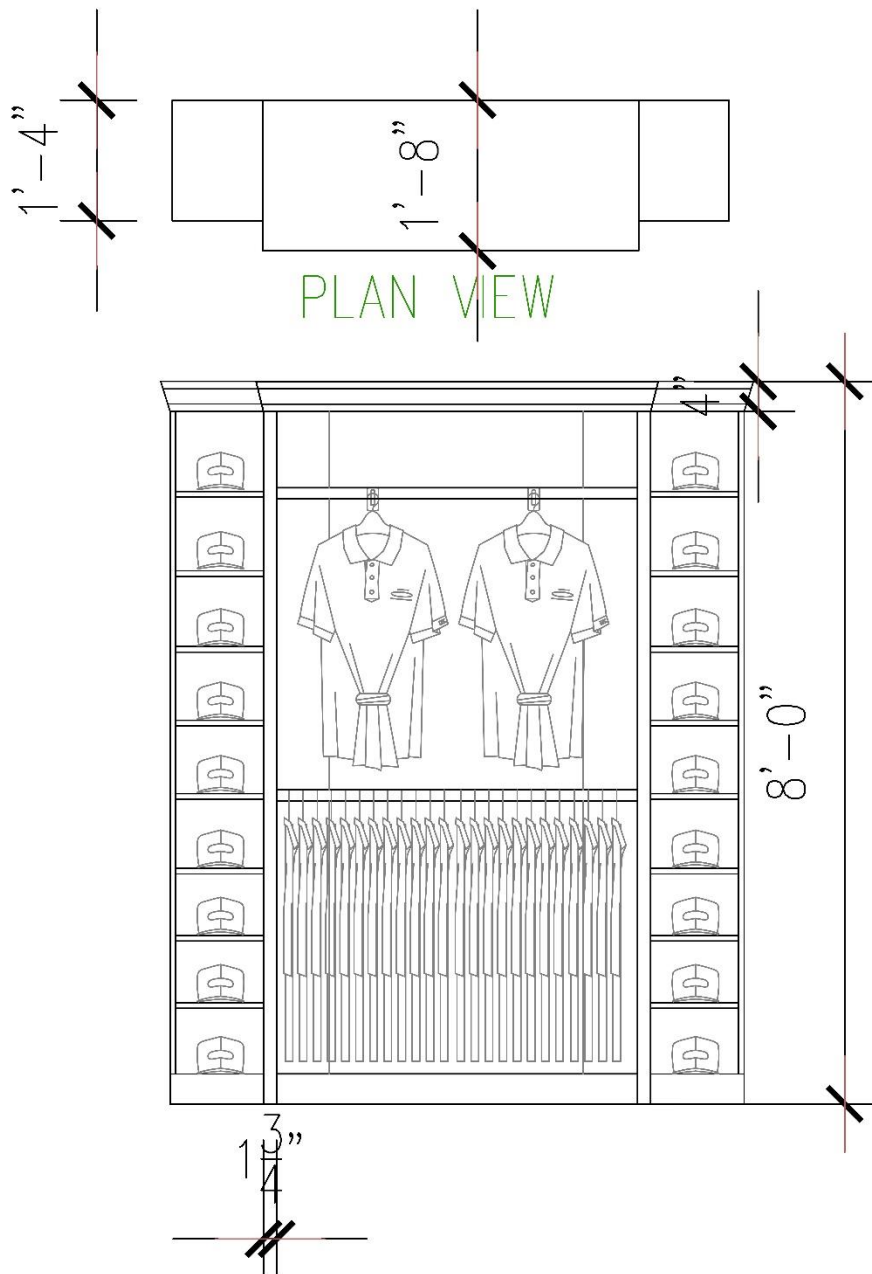
VILLAGE LINKS GC
F&B COUNTER



EXTERIOR: STAINED MAPLE
INTERIOR: MELAMINE
TOP: PREMIUM LAMINATE—BULLNOSE EDGES

PROPERTY OF BARR DISPLAY

CUSTOMER APPROVAL:



B VILLAGE LINKS GC
WALL UNIT

Appendix C – Bauer International Purveyors, LLC

Bauer International Purveyors, LLC
PO Box 20879
Charleston, SC 29413
843-884-4007
www.bauerinternational.com

Sales Order

Date	S.O. No.
3/10/2023	67264

Name / Address	Ship To
VILLAGE LINKS OF GLEN ELLYN 485 WINCHELL WAY GLEN ELLYN, IL 60137	VILLAGE LINKS OF GLEN ELLYN 485 WINCHELL WAY GLEN ELLYN, IL 60137 630.866.4008

P.O. No.	Terms	Rep	Est Ship Date	Ship Via	FOB
021723 REV 3.10.23	PRO FORMA	PGA	7/1/2023	BAUER	PPD

Item	Description	Ordered	Rate	Invoiced	Amount
DFY761	12' BALL & GLOVE LOUVERED CASH WRAP W/ WINGS 179"W X 44"D X 45"H FINISH: STANDARD LEATHER: BUFFA BROWN HARDWARE: ANTIQUE BRASS FIXTURE #1	1	11,999.00	0	11,999.00
DFY551BL	SLAT WALL DISPLAY CABINET BASE ONLY - LEATHER TOP 55"W X 25"D X 36"H FINISH: STANDARD LEATHER: BUFFA BROWN HARDWARE: ANTIQUE BRASS FIXTURE #2	2	1,449.00	0	2,898.00
DFY551	SLAT WALL DISPLAY CABINET NO DOORS 55"W X 25"D X 90"H FINISH: STANDARD HARDWARE: ANTIQUE BRASS FIXTURE #3	3	2,899.00	0	8,697.00
DFY552	HANGBAR DISPLAY CABINET 55"W X 25"D X 90"H FINISH: STANDARD HARDWARE: ANTIQUE BRASS FIXTURE #4	6	2,899.00	0	17,394.00
DFC15	SLAT WALL PANEL W/TRIM 4"W X 6"H FINISH: STANDARD HARDWARE: ANTIQUE BRASS FIXTURE #5	4	999.00	0	3,996.00
50% DEPOSIT REQUIRED TO INITIATE ORDER, BALANCE DUE PRIOR TO SHIPMENT			Total		

Bauer International Purveyors, LLC
 PO Box 20879
 Charleston, SC 29413
 843-884-4007
 www.bauerinternational.com

Sales Order

Date	S.O. No.
3/10/2023	67264

Name / Address	Ship To
VILLAGE LINKS OF GLEN ELLYN 485 WINCHELL WAY GLEN ELLYN, IL 60137	VILLAGE LINKS OF GLEN ELLYN 485 WINCHELL WAY GLEN ELLYN, IL 60137 630.866.4008

P.O. No.	Terms	Rep	Est Ship Date	Ship Via	FOB
021723 REV 3.10.23	PRO FORMA	PGA	7/1/2023	BAUER	PPD

Item	Description	Ordered	Rate	Invoiced	Amount
NON	HAT SHELF FOR 55"W DFY552 55"W X 16"D FINISH: STANDARD	12	199.00	0	2,388.00
NON	HARDWARE: ANTIQUE BRASS GOLF EXPRESS COUNTER BASE CABINET STONE TOP BY OTHERS FINISH: STANDARD	1	3,475.00	0	3,475.00
BP8	HARDWARE: ANTIQUE BRASS FIXTURE #6 SERENGETI BENCH 36"W X 16"D X 20"H FINISH: STANDARD	1	449.00	0	449.00
DFY700	LEATHER: EMBOSSED CROC BROWN FIXTURE #7 FREESTANDING SLATWALL DISPLAY 22.5"W X 24"D X 61.5"H FINISH: STANDARD	1	899.00	0	899.00
DFY112	HARDWARE: ANTIQUE BRASS FIXTURE #8 COLONIAL HANG/FOLD 32.5"D X 49.5"W X 52.25"H FINISH: STANDARD	2	1,699.00	0	3,398.00
PG103	HARDWARE: ANTIQUE BRASS FIXTURE #9 T-STAND 35"W X 18"D X 72"H FINISH: STANDARD	2	899.00	0	1,798.00
	LEATHER: BUFFA BROWN HARDWARE: ANTIQUE BRASS FIXTURE #10				
50% DEPOSIT REQUIRED TO INITIATE ORDER, BALANCE DUE PRIOR TO SHIPMENT			Total		

Bauer International Purveyors, LLC
 PO Box 20879
 Charleston, SC 29413
 843-884-4007
 www.bauerinternational.com

Sales Order

Date	S.O. No.
3/10/2023	67264

Name / Address	Ship To
VILLAGE LINKS OF GLEN ELLYN 485 WINCHELL WAY GLEN ELLYN, IL 60137	VILLAGE LINKS OF GLEN ELLYN 485 WINCHELL WAY GLEN ELLYN, IL 60137 630.866.4008

P.O. No.	Terms	Rep	Est Ship Date	Ship Via	FOB
021723 REV 3.10.23	PRO FORMA	PGA	7/1/2023	BAUER	PPD

Item	Description	Ordered	Rate	Invoiced	Amount
PG102L	NESTING TABLE - LARGE 46"W X 32"D X 30"H FINISH: STANDARD LEATHER: BUFFA BROWN HARDWARE: ANTIQUE BRASS FIXTURE #11	1	749.00	0	749.00
PG102M	NESTING TABLE - MEDIUM 30"W X 21"D X 21"H FINISH: STANDARD LEATHER: BUFFA BROWN HARDWARE: ANTIQUE BRASS FIXTURE #11	2	549.00	0	1,098.00
PG102S	NESTING TABLE - SMALL 21"W X 15"D X 10"H FINISH: STANDARD LEATHER: BUFFA BROWN HARDWARE: ANTIQUE BRASS FIXTURE #11	1	349.00	0	349.00
DFY105	3 SIDED WATERFALL FIXTURE 58.75"W X 39"D X 59"H FINISH: STANDARD HARDWARE: ANTIQUE BRASS FIXTURE #12	2	1,149.00	0	2,298.00
DFY046	4-WAY 44" DIAMETER X 58"H FINISH: STANDARD HARDWARE: ANTIQUE BRASS FIXTURE #13	1	1,149.00	0	1,149.00
50% DEPOSIT REQUIRED TO INITIATE ORDER, BALANCE DUE PRIOR TO SHIPMENT			Total		

Bauer International Purveyors, LLC
 PO Box 20879
 Charleston, SC 29413
 843-884-4007
 www.bauerinternational.com

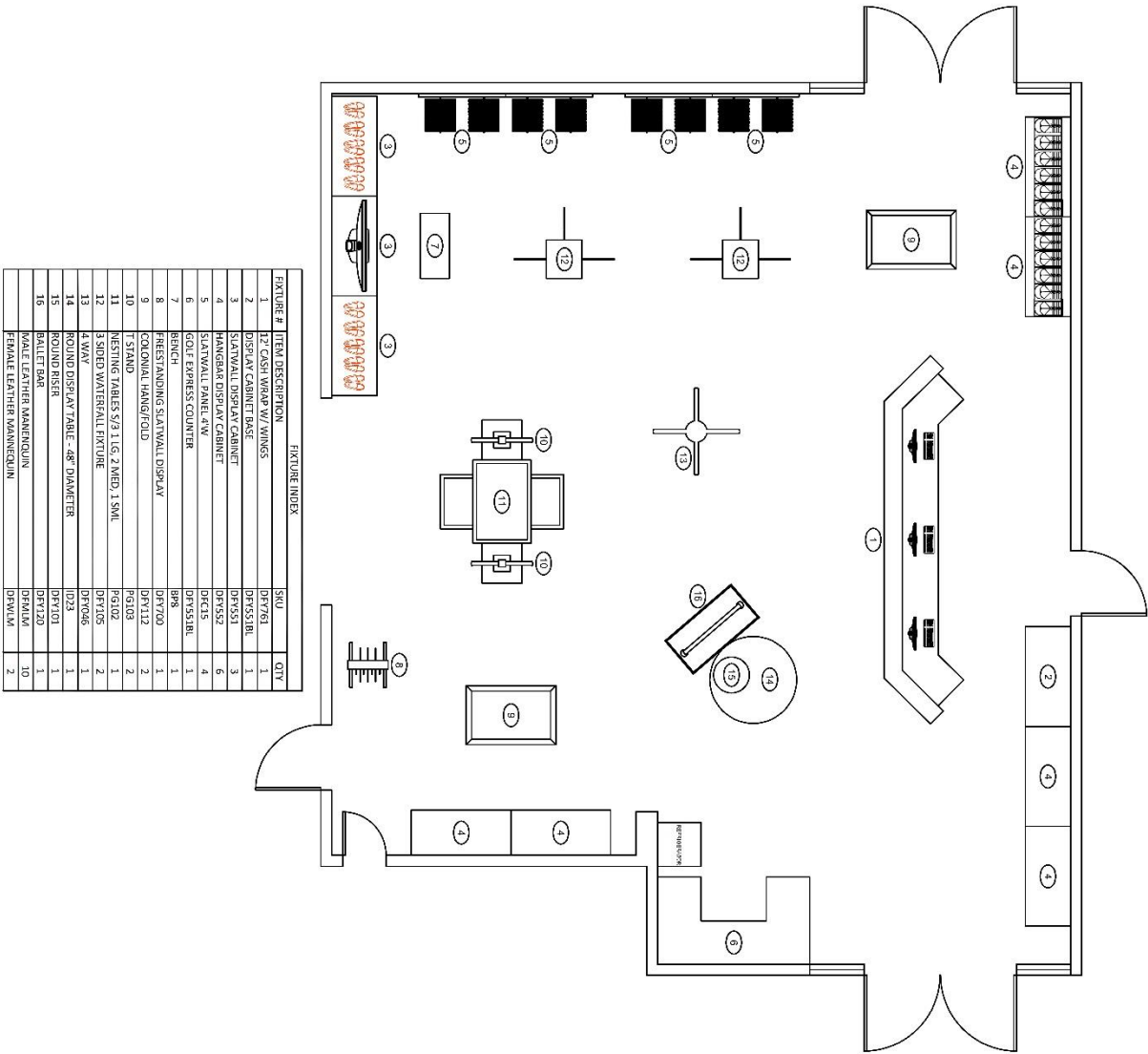
Sales Order

Date	S.O. No.
3/10/2023	67264

Name / Address	Ship To
VILLAGE LINKS OF GLEN ELLYN 485 WINCHELL WAY GLEN ELLYN, IL 60137	VILLAGE LINKS OF GLEN ELLYN 485 WINCHELL WAY GLEN ELLYN, IL 60137 630.866.4008

P.O. No.	Terms	Rep	Est Ship Date	Ship Via	FOB
021723 REV 3.10.23	PRO FORMA	PGA	7/1/2023	BAUER	PPD

Item	Description	Ordered	Rate	Invoiced	Amount
ID23	ROUND DISPLAY TABLE 48" DIAMETER X 30"H FINISH: STANDARD FIXTURE #14	1	1,049.00	0	1,049.00
DFY101	ROUND RISER 20" DIAMETER X 10"H FINISH: STANDARD FIXTURE #15	1	225.00	0	225.00
DFY120	BALLET BAR 48"W (EXTENDS TO 71"W) X 24"D X 62.75"H FINISH: STANDARD HARDWARE: ANTIQUE BRASS FIXTURE #16	1	1,449.00	0	1,449.00
DFMLM	MALE LEATHER MANNEQUIN 16.5"W X 60"H FINISH: STANDARD LEATHER: BUFFA BROWN HARDWARE: ANTIQUE BRASS	10	299.00	0	2,990.00
DFWLM	FEMALE LEATHIER MANNEQUIN 16.5"W X 60"H FINISH: STANDARD LEATHER: BUFFA BROWN HARDWARE: ANTIQUE BRASS	2	299.00	0	598.00
HARDWARE	HARDWARE ALLOWANCE:	1	4,000.00	0	4,000.00
FREIGHT	FREIGHT CHARGES	1	10,250.00	0	10,250.00
50% DEPOSIT REQUIRED TO INITIATE ORDER, BALANCE DUE PRIOR TO SHIPMENT			Total	\$83,595.00	



FURNITURE INDEX		
FURNITURE #	ITEM DESCRIPTION	SKU
1	12' CASH WRAP W/ WINGS	DF7761
2	DISPLAY CABINET BASE	DF551BL
3	SLATWALL DISPLAY CABINET	DF551
4	HANGBAR DISPLAY CABINET	DF552
5	SLATWALL PANEL 4'W	DF55
6	GOLF EXPRESS COUNTER	DF551BL
7	BENCH	BP8
8	PRESTANDING SLATWALL DISPLAY	DF7700
9	COLONIAL HANG/FOLD	DF7112
10	T STAND	PG108
11	NESTING TABLES S/3 1 LG. 2 MED. 1 SML	PG102
12	3 SIDED WATERFALL FIXTURE	DF7105
13	4 WAY	DF7046
14	ROUND DISPLAY TABLE - 48" DIAMETER	DD23
15	ROUND RISER	DF7101
16	BALLET BAR	DF7120
	MALE LEATHER MANNEQUIN	DF7120
	FEMALE LEATHER MANNEQUIN	DF7120

SHEET
1

TITLE:
VILLAGE LINKS OF GLEN ELLYN
485 WINCHELL WAY
GLEN ELLYN, ILLINOIS 60137

ISSUE DATE:
02.17.23
SCALE: 1/4" = 1'-0"
REVISIONS:

843.894.4007
PO BOX 20879
CHARLESTON, SC
29413



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
DFY761	1	12' Cash Wrap w/ Wings 179"w x 44"d x 45"h	\$11,999	\$11,999





QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
DFY551BL	2	Slat Wall Display Cabinet Base Only- Leather Inlay Top 55"w x 25"d x 36"h	\$1,449	\$2,898



Shown in Hampstead Finish



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
DFY551	3	Slat Wall Display Cabinet 55"w x 25"d x 90"h	\$2,899	\$8,697



****Shown in Custom Finish****



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
DFY552	6	Hangbar Display Cabinet 55"w x 25"d x 90"h	\$2,899	\$17,394



Comes with 1 hangbar, 2 full size shelves, & 2 waterfall arms

Shown in Custom Finish



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
DFC15	4	Slat Wall Panel w/ Trim 48"w x 96"h	\$999	\$3,996



****Shown in Hampstead Finish****



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
NON	12	Hat Shelf for 55"w DFY552	\$199	\$2,388



****Shown in Custom Finish****



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

<i>Item#</i>	<i>Qty</i>	<i>Description</i>	<i>Cost</i>	<i>Cost Ext.</i>
<i>NON</i>	<i>1</i>	<i>Golf Express Counter Base Cabinet Stone Top By Others</i>	<i>\$3,475</i>	<i>\$3,475</i>

Image Not Available



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
BP8	1	Serengeti Bench 36"w x 16"d x 20"h	\$449	\$449



****Shown in Hampstead Finish****



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
DFY700	1	Freestanding Slatwall Display 22.5"w x 24"d x 61.5"h	\$899	\$899



****Shown in Emerald Isle Finish****



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
DFY112	2	Colonial Hang/Fold 32.5"d x 49.5"w x 52.25"h	\$1,699	\$3,398



****Shown in Hampstead Finish****



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
PG103	2	T Stand 35"w x 18"d x 72"h	\$899	\$1,798



****Shown in Emerald Isle Finish****



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
PG102L	1	Nesting Table – Large 46"w x 32"d x 30"h	\$749	\$749
PG102M	2	Nesting Table – Medium 30"w x 21"d x 21"h	\$549	\$1,098
PG102S	1	Nesting Table – Small 21"w x 15"d x 10"h	\$349	\$349



Shown in Emerald Isle Finish



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
DFY105	2	3 Sided Waterfall Fixture 64"w x 39"d x 59"h	\$1,149	\$2,298



****Shown in Emerald Isle Finish****



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
DFY046	1	4 Way 48" diameter x 72"h	\$1,149	\$1,149



Shown in Hampstead Finish



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
ID23	1	Round Display Table 48" diameter x 30"h	\$999	\$999
DFY101	1	Round Riser 20" diameter x 10"h	\$225	\$225



****Shown in Custom Finish****



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

Item#	Qty	Description	Cost	Cost Ext.
DFY120	1	Ballet Bar 48"w x 24"d x 62.75"h – extends to 71"w	\$1,399	\$1,399



****Shown in Custom Finish****



QUOTE

Project: Village Links of Glen Ellyn

Date: March 10, 2023

<i>Item#</i>	<i>Qty</i>	<i>Description</i>	<i>Cost</i>	<i>Cost Ext.</i>
<i>DFMLM</i>	<i>9</i>	<i>Male Leather Mannequin</i>	<i>\$299</i>	<i>\$2,990</i>
<i>DFWLM</i>	<i>2</i>	<i>Female Leather Mannequin</i>	<i>\$299</i>	<i>\$598</i>

