Agenda
Village of Glen Ellyn
Recreation Commission Meeting
Friday, October 27, 2023
7:00 AM
Village Links - Board Room

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

A. Call To Order

B. Public Comments

C. Approval of Minutes

1) Minutes - September 29, 2023

D. Standing Reports

1) Manager - Jeff Vesevick
2) Reserve 22 - Jon Satinover
3) Financial - Jeff Vesevick
4) Trustee Liaison - Steve Thompson

E. Old Business

F. New Business

G. Next Meeting - November 17, 2023 (One Week Early Due to Thanksgiving)

H. Adjournment

Minutes
Village of Glen Ellyn
Recreation Commission
Regular Meeting
September 29, 2023
7:00 AM
Village Links/Reserve 22

Board or Commission:	Recreation	**Date:**	September 29, 2023
Meeting:	Regular	**Called to Order:**	7:00 a.m.
Quorum:	Yes	**Adjourned:**	7:58 a.m.

MEMBER ATTENDANCE:

Carol Scott	Chairperson	Present
Nancy Carter	Commissioner	Present
Tony Coconate	Commissioner	Present
Brian Diver	Commissioner	Present
Tom Slowinski	Commissioner	Present
Also Present:		
Jeff Vesevick	General Manager / Staff Liaison	Absent
Steve Thompson	Trustee Liaison	Present
Noel Allen	Director of Golf	Present
Andrew Cross	Golf Course Superintendent	Absent
Jon Satinover	Food & Beverage Director	Present
Mike Campbell	Head Golf Professional	Absent

A. CALL TO ORDER/ROLL CALL

The September 29, 2023 meeting of the Recreation Commission was called to order at 7:00 a.m. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman Scott.

B. 1. APPROVAL OF MINUTES FROM JULY 28, 2023 MEETING

APPROVAL OF MINUTES FROM JULY 28, 2023 RECREATION COMMISSION MEETING

MOTION BY: Commissioner Coconate

SECONDED BY: Commissioner Diver

RESULT: Unanimous

2. APPROVAL OF MINUTES FROM AUGUST 25, 2023 MEETING

APPROVAL OF MINUTES FROM AUGUST 25, 2023 RECREATION COMMISSION MEETING

MOTION BY: Commissioner Carter

SECONDED BY: Commissioner Diver

RESULT: Unanimous

C. PUBLIC COMMENT – None

D. ANNOUNCEMENTS - Manager Vesevick is pleased to announce that Carol Scott has accepted the role of Chairperson of the Recreation Commission.

E. STANDING REPORTS

1. *Manager – Noel Allen –* Director Allen presents August as a strong month for golf and food services, boasting record-breaking numbers in nearly every category over the past 18 years with the exception of one category – the driving range. However, he notes that certain factors, such as weather conditions and the ongoing impact of Covid-related contractions, have influenced the utilization of playable hours. Although the weather factor slightly increased by 2 and rounds played remained stable, overall utilization is down slightly. Despite these challenges, golf remains robust. He addresses inquiries from Commissioner Slowinski regarding high school play, indicating their special discounted rate on the nine-hole courses, benefiting schools like Glenbard South, Glenbard West, and Montini, with occasional visits from St. Francis. Regarding the course's condition, Director Allen mentions the challenges posed by outings and high school play, resulting in increased ball marks and divots. On renovations, he reports that bids have been opened for the locker room, kitchen, and bathrooms. He states bids are still being evaluated. Jeff is hoping to begin renovations in November after Thanksgiving. Concerning the Pro Shop renovations, deposits have been made on the fixtures and carpet. We are waiting to get a confirmed date on material deliveries. The renovations aim to elevate the overall image and brand of the golf course. Additionally, a drone videographer has been employed to enhance marketing efforts through updated flyovers featured on the website.

2. *Reserve 22 – Jon Satinover –* Director Satinover presents a positive update on banquets, noting an impressive 74% increase compared to the previous year. He highlights a recent marketing meeting with Julie, the marketing strategist, to strategize increasing December numbers. An assistant has been recruited for Angela, which will relieve her of approximately 15 hours of work, allowing her to focus on expanding the banquet business.

Satinover adds satisfaction ratings on OpenTable stand impressively at 4.6, with every guest granting a 100% recommendation. The ongoing Octoberfest event has received great feedback and runs through October 5. Looking ahead, the chef plans to introduce a new menu in November. Additionally, the restaurant has exciting plans, including a bourbon night on October 16 and an upcoming pumpkin carving event.

3. *Financial – Noel Allen* – Director Allen presents positive financial news, indicating an operating profit of $1.7 million, an increase from last year's $1.1 million. Cash basis through August stands at $3 million. While cash reserves remain to be in a good position, we still have plans to purchase necessary equipment this year.

4. *Trustee Liaison – Steve Thompson* – We have recently finalized the selection of two new commissioners, and their approval by the Village Board is slated for October 9. We anticipate their presence at the October meeting.

Currently, we are engaged in budget discussions at the Village Board level. In terms of ongoing projects, the CBD Streetscape is wrapping up. Also, in support of local businesses affected by this project, we approved a grant program on Monday, offering a $6,000 grant to businesses able to demonstrate losses. Interested businesses are required to submit the necessary documentation.

Additionally, progress on the Apex project is noteworthy. Permits for restaurants have been successfully obtained. Among the upcoming additions, Kimmers is set to open an ice cream shop, and a new pizza place is also in the works. These restaurants are expected to open their doors sometime in the spring.

F. OLD BUSINESS – Commissioner Carter requested materials related to the Master Plan in advance of our upcoming meeting. Director Allen will coordinate with Jeff to send these materials to the commission for review before the discussion.

G. NEW BUSINESS – None

H. NEXT MEETING - October 27, 2023

I. ADJOURNMENT
Commissioner Diver motions and Commissioner Carter seconds to adjourn the meeting. The meeting was adjourned at 7:58 a.m.

Submitted by Elisa Pollina, Recording Secretary

Reviewed by Jeff Vesevick, Staff Liaison

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

Meeting 10/27/2023 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Jeff Vesevick

AGENDA ITEM (ID # 2023-784)

DOC ID: 2023-784

Manager - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments:

1. Manager's Report - September 2023

Manager's Report for September 2023

Submitted by Jeff Vesevick, General Manager

September 2023 had above normal temperatures and above normal precipitation. Looking at September observations from O'Hare, the average temperature was 69.5°F (3.2°F above normal), and precipitation was 3.36" (0.17" above normal). September was again a fantastic month for golf revenue as carts were grounded three days on the 18-hole and five days on the 9-hole course. Carts had a 90% availability rate on the 18-hole and an 83% availability rate on the 9-hole course. According to the US Drought Monitor, DuPage County is no longer in any form of drought status.

High Temperatures/Precipitation in September

	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005
100º days																			
90º days	1				1	3	7	1	1		2	1	2			2	3		4
80º days	8	14	15	5	8	11	5	12	11	6	7	6	3	8	7	7	14	4	14
70º days	16	6	12	15	15	6	12	12	13	14	12	14	7	15	17	13	9	14	8
60º days	5	9	3	8	6	7	6	4	5	5	8	6	13	5	5	7	4	10	4
50º days		1		2		3		1		5	1	3	5	2	1	1		2	
40º days																			
Rain	3.4"	2.2"	1.2"	2.9"	7.6"	2.8"	0.5"	1.9"	3.8"	2.4"	1.8"	1.8"	3.4"	2.1"	3.4"	10.9"	0.9"	5.5"	1.7"

GOLF

Rounds played were down 5% for the month, and are up 12% for the year.

Green Fee revenue was up 3% for the month, and is up 14% for the year.

Driving Range revenue was flat for the month, and is up 10% for the year.

Motor Car revenue was down 3% for the month, and is up 18% for the year.

Pro Shop sales were up 7% for the month, and are up 23% for the year.

Golf Revenue September											
	2013	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023**
Rounds	9,576	9,612	10,189	9,216	9,620	8,849	8,460	11,723	11,415	11,109	10,601
Green Fees	234,590	231,421	254,798	245,672	254,974	249,558	244,080	343,264	376,962	375,778	388,347
Driving Range	27,614	33,388	30,545	29,124	30,957	30,528	32,156	56,129	60,650	57,870	57,638
Pro Shop	22,319	24,039	26,308	23,782	28,518	20,830	21,070	24,337	19,239	27,917	29,956
Carts	72,224	72,374	81,706	76,637	80,935	81,638	65,907	92,895	104,460	100,230	97,350
Resident Cards	610	380	220	300	300	150	140	500	200	330	190
Miscellaneous	3,040	5,159	4,007	5,686	6,782	5,741	5,073	26,112	3,103	6,179	20,394
Total Revenue	**360,243**	**366,760**	**397,583**	**381,201**	**402,465**	**388,444**	**368,426**	**543,236**	**564,615**	**571,440**	**599,734**

Golf Revenues were the highest in the last 11 years

There were 24 outside events in September, two more than 2022. The outings were of various sizes, and they generated 1,836 rounds, about 17% of the total rounds played for the month. Revenue generated from outings is typically the highest in September, and generated $125,543 in green fee revenue, or about 32% of the month's green fees. Most events have food and beverages as part of the package, and outings accounted for about 14% of all Food and Beverage revenue, generating $59,779.

Director of Golf Allen successfully secured a plan for upgrades to the Golf Shop, which was last upgraded in 1998. New carpeting, service counters, and merchandise display fixtures are scheduled to be installed over the winter.

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

GROUNDS

Grounds

1. Greens have softened due to the increased frequency and amount of rain
2. Continuing with Master Plan process
3. Bunkers raked near daily
4. Filled All Tee Divots
5. 4 Irrigation repairs
6. Panfish trash removal and mowing
7. Remove woody plants around ponds
8. Began mowing of native areas
9. Finalizing plans for Greens Aeration
10. Suppling lots of produce (herbs mostly) from Greenhouse

Mechanical and Building Maintenance

1. Old work carts being resurrected, as parts and time allow
2. Shop cleanup and reorganization as time allows
3. 19 pieces of equipment were repaired and/or serviced
4. Multiple outlets replaced in kitchen
5. Outdoor heaters checked
6. Door repair in South Blue Heron
7. Toilets repaired
8. Kitchen Hood belt repair
9. Kitchen leak repair

RESERVE 22

The restaurant and bar benefitted from the warm, dry weather, as outdoor dining remains the place to be. Guest satisfaction remains high, as rating platforms returned 4.7/5.0 ratings for food and service. Weekly specials continued to be a hit, as Chef Tom and Chef Cesar continue to put out a variety of great tasting entrees. A subtle easing of industry staffing shortages allowed us to keep up with demand, with just a few exceptions.

Banquets continued its strong growth pattern, up 25% from a robust 2022. A very busy golf outing month, with event sizes continuing to grow to near pre-pandemic levels, kept the banquet staff and kitchen very busy.

Year-to-date sales for Reserve 22 surpassed the $3 million mark for the first time.

Staff is busy planning the Fall menu, as well as events designed for participation, including bourbon tasting, cigar introductions, and a family pumpkin carving event.

Reserve 22 - SEPTEMBER				Year to Date		
	2022	**2023**	**+/-**	**2022**	**2023**	**+/-**
Restaurant & Bar	181,775	205,110	*12.8%*	1,393,227	1,696,940	*21.8%*
Banquets	136,676	171,075	*25.2%*	649,357	865,404	*33.3%*
Beverage Cart	25,241	24,442	*-3.2%*	104,934	147,676	*40.7%*
Halfway House	21,401	25,222	*17.9%*	122,703	149,243	*21.6%*
Other	29,283	36,697	*25.3%*	151,791	195,786	*29.0%*
Total Reserve 22	**394,376**	**462,546**	***17.3%***	**2,422,011**	**3,055,050**	***26.1%***

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

Meeting 10/27/2023 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Jon Satinover

AGENDA ITEM (ID # 2023-785)

DOC ID: 2023-785

Reserve 22 - Jon Satinover

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments:

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

Meeting 10/27/2023 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen, Jeff Vesevick

AGENDA ITEM (ID # 2023-786)

DOC ID: 2023-786

Financial - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments:

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

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 2023

ORG	DESCRIPTION	2023 BUDGET	MONTH 2023	MONTH 2022	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2023	YEAR-TO-DATE 2022	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	REVENUES:									
5500	Village Links Revenues	$ 3,785,600	$ 599,735	$ 571,439	$ 28,295	5%	$ 3,820,354	$ 3,294,742	$ 525,612	16%
5520	Reserve 22 Revenues	2,924,700	462,546	394,376	68,169	17%	3,055,050	2,422,011	633,039	26%
	Total Revenues	**$ 6,710,300**	**$ 1,062,280**	**$ 965,816**	**$ 96,464**	**10%**	**$ 6,875,404**	**$ 5,716,753**	**$ 1,158,651**	**20%**
	EXPENDITURES:									
55700	Administration	$ 723,337	$ 40,132	$ 38,350	$ 1,782	5%	$ 378,291	$ 359,084	$ 19,207	5%
55710	Golf Course Maintenance	1,185,811	87,024	66,752	20,273	30%	849,856	769,866	79,990	10%
55720	Golf Services	899,930	101,641	76,786	24,855	32%	737,465	626,719	110,747	18%
55730	Reserve 22	2,545,400	373,779	357,475	16,304	5%	2,545,850	2,120,150	425,700	20%
55740	Stormwater Management	53,399	1,890	2,376	(486)	-20%	11,325	14,746	(3,421)	-23%
55750	Pro Shop Merchandise	154,196	34,160	28,203	5,958	21%	180,775	138,783	41,992	30%
55780	Motorized Carts	57,678	9,721	11,483	(1,762)	-15%	54,514	49,532	4,981	10%
557X5	Mechanical Maintenance	340,704	29,989	22,107	7,882	36%	241,413	218,364	23,049	11%
	Total Operating Expenses	$ 5,960,455	$ 678,337	$ 603,531	$ 74,806	12%	$ 4,999,490	$ 4,297,246	$ 702,245	16%
	Operating Income	**$ 749,845**	**$ 383,943**	**$ 362,284**	**$ 21,659**	**6%**	**$ 1,875,914**	**$ 1,419,507**	**$ 456,407**	**32%**
	Debt Service	300,300	-	-	-	0%	45,150	49,590	(4,440)	-9%
	Capital Expenditures	597,446	18,674	56,866	(38,192)	-67%	402,950	571,789	(168,839)	-30%
	CHANGE IN NET POSITION	**$ (147,901)**	**$ 365,269**	**$ 305,419**	**$ 59,851**	**20%**	**$ 1,427,814**	**$ 798,129**	**$ 629,686**	**79%**

KEY METRICS

	Goal	MONTH 2023	MONTH 2022	MONTH DIFF	YTD 2023	YTD 2022	YTD DIFF
Personnel Expenses as % of Sales	*49%*	*32%*	*29%*	*3%*	*39%*	*39%*	*0%*
Cash Balance (End of Month, in $000's)	*$ 1,490*	*$ 3,310*	*$ 2,481*	*$ 829*			

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of September 30, 2023

ORG/ OBJECT	DESCRIPTION	2023 BUDGET	MONTH 2023	MONTH 2022	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2023	YEAR-TO-DATE 2022	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5500	**VILLAGE LINKS REVENUES:**									
440550	Green Fees	$ 2,400,000	$ 388,347	$ 375,778	$ 12,569	3%	$ 2,351,271	$ 2,063,538	$ 287,733	14%
440554	Pro Shop - Sales	170,000	29,956	27,917	2,039	7%	210,432	171,703	38,729	23%
440555	Motor Carts	600,000	97,350	100,230	(2,881)	-3%	612,054	518,277	93,777	18%
440556	Driving Range	450,000	57,638	57,870	(232)	0%	440,777	401,508	39,269	10%
440557	Resident Cards	32,000	190	330	(140)	-42%	35,305	33,385	1,920	6%
460100	Investment Income	9,000	5,900	3,187	2,714	85%	44,537	9,303	35,234	379%
489000	Miscellaneous Revenue	124,600	20,394	6,179	14,215	230%	126,257	97,308	28,949	30%
489100	Miscellaneous - Over/Short	-	(40)	(51)	11	-21%	(277)	(279)	2	-1%
	Total Revenues	**$ 3,785,600**	**$ 599,735**	**$ 571,439**	**$ 28,295**	**5%**	**$ 3,820,354**	**$ 3,294,742**	**$ 525,612**	**16%**
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	$ 119,000	$ 31,260	$ 25,238	$ 6,023	24%	$ 156,423	$ 113,984	$ 42,439	37%
	Total Cost of Goods Sold	**$ 119,000**	**$ 31,260**	**$ 25,238**	**$ 6,023**	**24%**	**$ 156,423**	**$ 113,984**	**$ 42,439**	**37%**
	Gross Profit	**$ 3,666,600**	**$ 568,474**	**$ 546,202**	**$ 22,273**	**4%**	**$ 3,663,931**	**$ 3,180,758**	**$ 483,173**	**15%**
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 1,110,450	$ 91,778	$ 77,643	$ 14,135	18%	$ 774,587	$ 703,179	$ 71,408	10%
510120	Salaries - Non-Pensionable	448,750	50,277	32,953	17,324	53%	360,750	267,684	93,065	35%
510200	Salaries - Overtime	11,000	1,709	2,550	(841)	-33%	9,652	9,115	536	6%
510400	FICA Taxes	120,121	10,808	8,459	2,349	28%	85,878	73,148	12,730	17%
510500	IMRF	46,972	3,830	5,317	(1,487)	-28%	31,989	46,891	(14,901)	-32%
590600	Health Insurance	152,100	10,525	9,849	676	7%	96,236	98,097	(1,860)	-2%
52XXXX	Contractual Services	991,436	72,957	62,210	10,748	17%	597,247	538,201	59,046	11%
53XXXX	Commodities	415,226	31,412	21,836	9,576	44%	340,877	326,795	14,082	4%
	Total Operating Expenses	**$ 3,296,055**	**$ 273,298**	**$ 220,818**	**$ 52,479**	**24%**	**$ 2,297,217**	**$ 2,063,111**	**$ 234,106**	**11%**
	Operating Income	**$ 370,545**	**$ 295,177**	**$ 325,383**	**$ (30,207)**	**-9%**	**$ 1,366,714**	**$ 1,117,647**	**$ 249,067**	**22%**
	Operating Income Percentage	**10%**	**49%**	**57%**			**36%**	**34%**		
	KEY METRICS	*Goal*								
	Rounds Played	*78,000*	*10,601*	*11,109*	*(508)*		*74,531*	*66,794*	*7,737*	
	Revenue Per Round	*$ 48.53*	*$ 56.57*	*$ 51.44*	*$ 5.13*		*$ 51.26*	*$ 49.33*	*$ 1.93*	
	Resident Cards Sold	*N/A*	*10*	*18*	*(8)*		*2,701*	*2,635*	*66*	
	Cost of Goods Sold % - Pro Shop	*70%*	*104%*	*90%*	*14%*		*74%*	*66%*	*8%*	
	Personnel Expenses as % of Sales	*50%*	*28%*	*24%*	*4%*		*36%*	*36%*	*-1%*	

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of September 30, 2023

ORG/ OBJECT	DESCRIPTION	2023 BUDGET	MONTH 2023	MONTH 2022	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2023	YEAR-TO-DATE 2022	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	MISCELLANEOUS REVENUE									
	Miscellaneous Revenue includes the following items, which don't fit into any of the major revenue categories:									
	Adult & Junior Golf Lessons		*$ (60)*	*$ -*	*$ (60)*		*$ 65,865*	*$ 62,973*	*$ 2,892*	
	Hand Cart Rentals		*2,826*	*2,366*	*460*		*24,381*	*20,449*	*3,932*	
	Golf Club Rentals		*2,045*	*1,890*	*155*		*10,315*	*6,730*	*3,585*	
	Locker Rentals		*-*	*80*	*(80)*		*2,280*	*2,400*	*(120)*	
	Illinois Sales Tax (1.75%)		*645*	*517*	*128*		*3,599*	*2,786*	*813*	
	Glen Ellyn Food & Beverage Tax (1%)		*63*	*51*	*11*		*359*	*287*	*72*	
	Tree Donation		*950*	*500*	*450*		*1,950*	*750*	*1,200*	
	Miscellaneous		*13,925*	*775*	*13,150*		*17,507*	*932*	*16,575*	
	Total	*$ 124,600*	*$ 20,394*	*$ 6,179*	*$ 14,215*		*$ 126,257*	*$ 97,308*	*$ 28,949*	

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 2023

ORG/ OBJECT	DESCRIPTION	2023 BUDGET	MONTH 2023	MONTH 2022	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2023	YEAR-TO-DATE 2022	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5520	**RESERVE 22 REVENUES:**									
441100	Food	$ 1,625,000	$ 241,698	$ 208,006	$ 33,692	16%	$ 1,688,942	$ 1,327,118	$ 361,824	27%
441101	Liquor	321,600	66,713	41,565	25,148	61%	377,030	257,544	119,486	46%
441102	Beer	492,900	72,080	80,979	(8,899)	-11%	491,782	445,616	46,166	10%
441103	Wine	216,200	20,482	21,566	(1,084)	-5%	184,270	168,846	15,424	9%
441104	NA Beverages	89,700	24,910	11,637	13,273	114%	128,140	78,737	49,403	63%
441106	Room Charges	5,000	-	1,250	(1,250)	-100%	583	2,268	(1,685)	-74%
441107	Service Charges	173,900	36,163	29,373	6,790	23%	183,593	141,673	41,920	30%
489000	Miscellaneous Revenue	400	500	-	500	0%	709	208	502	241%
	Total Revenues	**$ 2,924,700**	**$ 462,546**	**$ 394,376**	**$ 68,169**	**17%**	**$ 3,055,050**	**$ 2,422,011**	**$ 633,039**	**26%**
55730	**COST OF GOODS SOLD:**									
530400	Cost of Goods Sold - Beer	$ 138,000	$ 16,343	$ 26,852	$ (10,509)	-39%	$ 107,399	$ 111,595	$ (4,196)	-4%
530401	Cost of Goods Sold - Wine	67,000	7,660	12,368	(4,707)	-38%	59,330	53,440	5,890	11%
530402	Cost of Goods Sold - Liquor	64,300	12,580	12,226	354	3%	85,777	62,644	23,133	37%
530405	Cost of Goods Sold - NA Beverages	31,400	13,023	9,090	3,933	43%	60,900	46,614	14,286	31%
530420	Cost of Goods Sold - Food	503,800	110,935	103,616	7,320	7%	569,775	474,202	95,573	20%
	Total Cost of Goods Sold	**$ 804,500**	**$ 160,542**	**$ 164,151**	**$ (3,609)**	**-2%**	**$ 883,180**	**$ 748,495**	**$ 134,685**	**18%**
	Gross Profit	**$ 2,120,200**	**$ 302,003**	**$ 230,225**	**$ 71,778**	**31%**	**$ 2,171,870**	**$ 1,673,515**	**$ 498,355**	**30%**
	Gross Profit Percentage	**72%**	**65%**	**58%**			**71%**	**69%**		
55730	**OTHER OPERATING EXPENSES:**									
510100	Salaries - Pensionable	$ 638,200	$ 64,235	$ 44,239	$ 19,996	45%	$ 535,609	$ 374,564	$ 161,045	43%
510120	Salaries - Non-Pensionable	530,250	77,360	71,335	6,025	8%	606,305	508,988	97,317	19%
510200	Salaries - Overtime	15,000	1,469	4,078	(2,608)	-64%	9,982	21,489	(11,507)	-54%
510399	Tips Paid Through Payroll	-	751	823	(72)	-9%	(7,403)	(5,751)	(1,652)	29%
510400	FICA Taxes	127,813	14,387	12,457	1,930	15%	113,355	90,134	23,221	26%
510500	IMRF	26,996	3,592	4,204	(611)	-15%	28,082	33,475	(5,393)	-16%
590600	Health Insurance	82,900	5,814	2,297	3,517	153%	46,389	30,328	16,062	53%
52XXXX	Contractual Services	156,741	22,234	37,194	(14,960)	-40%	172,189	172,793	(603)	0%
53XXXX	Commodities	163,000	23,395	16,697	6,699	40%	158,160	145,635	12,525	9%
	Total Operating Expenses	**$ 1,740,900**	**$ 213,237**	**$ 193,324**	**$ 19,913**	**10%**	**$ 1,662,670**	**$ 1,371,655**	**$ 291,015**	**21%**
	Operating Income	**$ 379,300**	**$ 88,766**	**$ 36,901**	**$ 51,865**	**141%**	**$ 509,200**	**$ 301,860**	**$ 207,340**	**69%**
	Operating Income Percentage	**13%**	**19%**	**9%**			**17%**	**12%**		

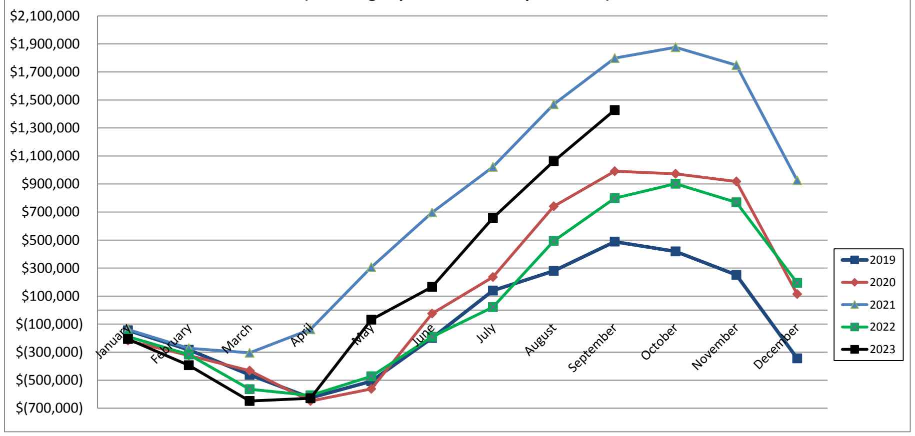
VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 2023

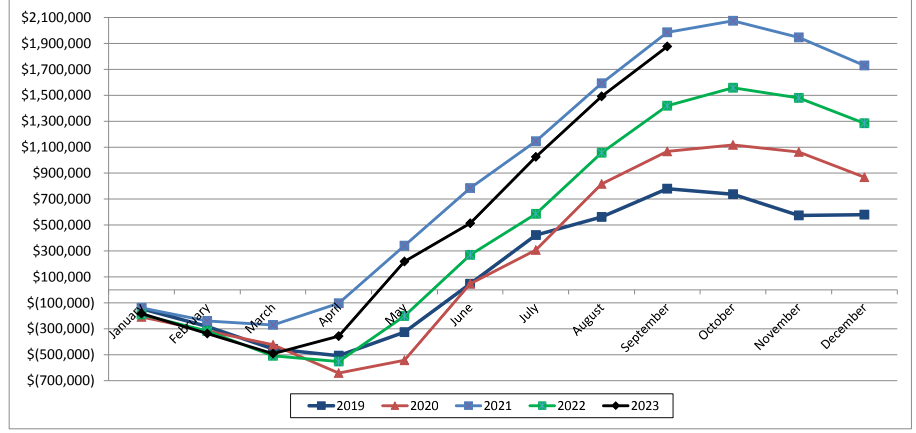
ORG/ OBJECT	DESCRIPTION	2023 BUDGET	MONTH 2023	MONTH 2022	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2023	YEAR-TO-DATE 2022	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	KEY METRICS									
		Goal								
	Revenue Source:									
	Restaurant/Bar	*N/A*	*$ 204,610*	*$ 181,734*	*$ 22,876*	*13%*	*$ 1,695,699*	*$ 1,393,434*	*$ 302,265*	*22%*
	Banquets	*N/A*	*198,414*	*158,674*	*39,740*	*25%*	*1,000,601*	*752,705*	*247,896*	*33%*
	Other	*N/A*	*59,521*	*53,968*	*5,553*	*10%*	*358,749*	*275,871*	*82,878*	*30%*
	Total	*$ 2,924,700*	*$ 462,546*	*$ 394,376*	*$ 68,169*	*17%*	*$ 3,055,050*	*$ 2,422,011*	*$ 633,039*	*26%*
	Reserve 22 Revenues (Last 12 Months)	*$ 2,924,700*					$ 3,711,798	$ 2,931,682	*$ 780,116*	*27%*
	Reserve 22 Expenses (Last 12 Months)	*$ 2,545,400*					$ 3,283,462	$ 2,732,427	*$ 551,035*	*20%*
	# Guest Checks (Restaurant/Bar)	*N/A*	*4,969*	*4,798*	*171*		*39,815*	*35,506*	*4,309*	
	Revenue Per Guest Check	*N/A*	*$ 41.18*	*$ 37.88*	*$ 3.30*		*$ 42.59*	*$ 39.25*	*$ 3.34*	
	# Guests (Restaurant/Bar)	*N/A*	*7,725*	*7,801*	*(76)*		*65,150*	*58,963*	*6,187*	
	Average Guest Spend	*N/A*	*$ 26.49*	*$ 23.30*	*$ 3.19*		*$ 26.03*	*$ 23.63*	*$ 2.40*	
	Cost of Goods Sold %	*28%*	*35%*	*42%*	*-7%*		*29%*	*31%*	*-2%*	
	Cost of Goods Sold % (By Category):									
	Cost of Goods Sold - Beer	*28%*	*23%*	*33%*	*-10%*		*22%*	*25%*	*-3%*	
	Cost of Goods Sold - Wine	*31%*	*37%*	*57%*	*-20%*		*32%*	*32%*	*1%*	
	Cost of Goods Sold - Liquor	*20%*	*19%*	*29%*	*-11%*		*23%*	*24%*	*-2%*	
	Cost of Goods Sold - NA Beverages	*35%*	*52%*	*78%*	*-26%*		*48%*	*59%*	*-12%*	
	Cost of Goods Sold - Food	*31%*	*46%*	*50%*	*-4%*		*34%*	*36%*	*-2%*	
	Personnel Expenses as % of Sales	*49%*	*36%*	*35%*	*1%*		*44%*	*44%*	*0%*	
	Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	*76%*	*71%*	*77%*	*-6%*		*73%*	*75%*	*-2%*	

Village Links / Reserve 22
Dashboard Financial Reports
As of September 30, 2023

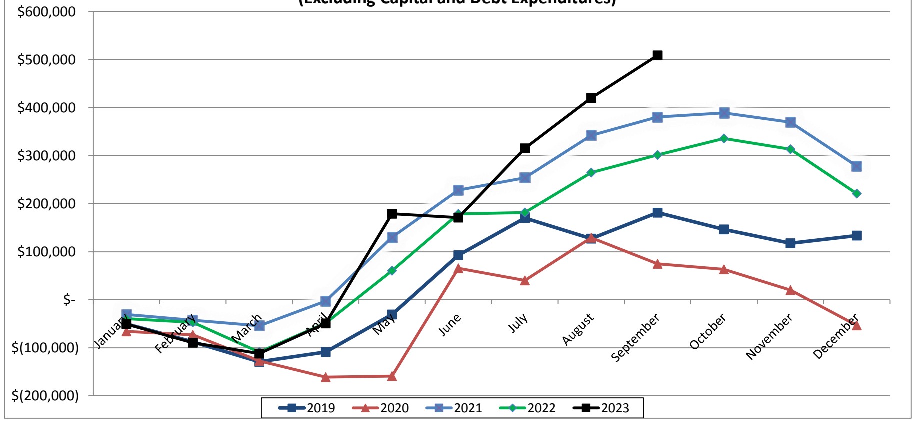
Year-To-Date Net Income
(Including Capital and Debt Expenditures)



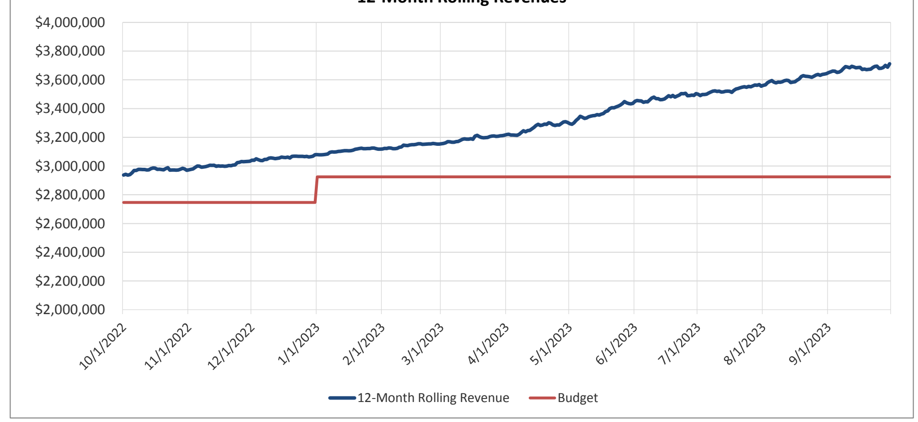
Year-to-Date Operating Income
(Excluding Capital and Debt Expenditures)



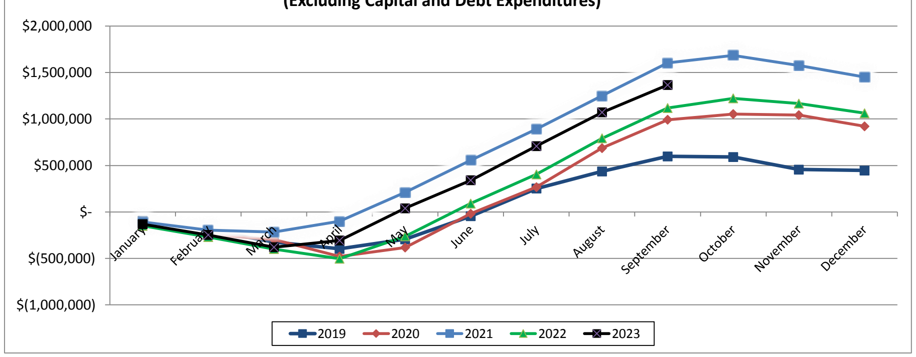
Reserve 22 Operating Income
(Excluding Capital and Debt Expenditures)



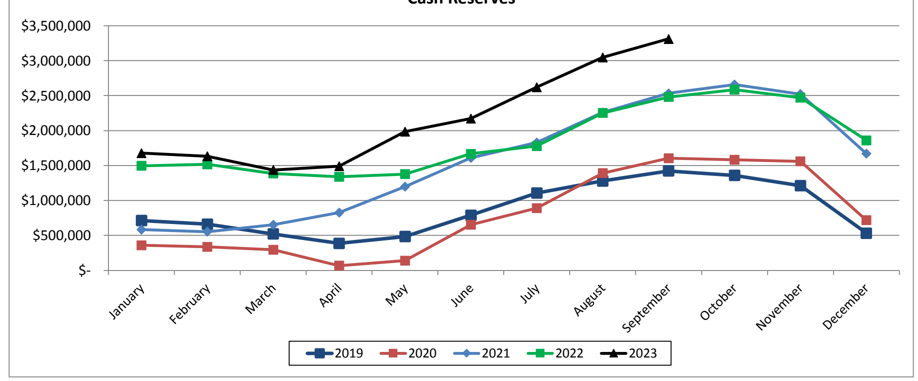
Reserve 22 Revenues
12-Month Rolling Revenues



Golf Operating Income
(Excluding Capital and Debt Expenditures)



Cash Reserves



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

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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	177	449	426	264			
Avg	(136)	(49)	(81)	(29)	170	255	280	317	190	(9)	(111)	(712)
Best	(100)	42	96	172	503	516	449	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	2023	2023	2023	2024	2024	2024	2024	2024	2024	2024	2024
	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG
Avg	3,310	3,301	3,190	2,604	2,555	2,474	2,445	2,615	2,868	3,148	3,465	3,655
Best	3,310	3,437	3,416	2,804	2,846	2,942	3,114	3,617	4,133	4,489	4,989	5,261
Worst	3,310	3,208	3,048	2,543	2,480	2,262	2,037	2,026	2,056	2,167	2,259	2,331
	actual											

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

Meeting 10/27/2023 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Steve Thompson

AGENDA ITEM (ID # 2023-787)

DOC ID: 2023-787

Trustee Liaison - Steve Thompson

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments: