



Agenda
Village of Glen Ellyn
Recreation Commission Meeting
Friday, October 25, 2024
7:00 AM
Village Links/Reserve 22
Ed Posh Boardroom

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 27, 2024
- 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 22, 2024**
- H. Adjournment**



Minutes
Village of Glen Ellyn
Recreation Commission
Regular Meeting
September 27, 2024
7:00 AM
Village Links/Reserve 22

Board or Commission: Recreation
Meeting: Regular
Quorum: Yes

Date: September 27, 2024
Called to Order: 7:00 a.m.
Adjourned: 8:13 a.m.

MEMBER ATTENDANCE:

Carol Scott	Chairperson	Present
Nancy Carter	Commissioner	Present
Tony Coconate	Commissioner	Present
Scott Coldiron	Commissioner	Present
James Ozog	Commissioner	Absent
Rick Quoss	Commissioner	Present
Tom Slowinski	Commissioner	Present
Also Present:		
Noel Allen	Director of Golf	
Steve Thompson	Trustee Liaison	
Elisa Pollina	Recording Secretary	
Public		
Tom Manak		

A. CALL TO ORDER/ROLL CALL

The September 27, 2024 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 Chairperson Scott.

B. APPROVAL OF MINUTES FROM August 23, 2024

APPROVAL OF MINUTES FROM August 23, 2024 MEETING

MOTION BY: Commissioner Coconate

SECONDED BY: Commissioner Coldiron

RESULT: Unanimous

C. PUBLIC COMMENT – None

D. ANNOUNCEMENT – Chairperson Scott welcomes new commissioner Rick Quoss to the Recreation Commission.

E. STANDING REPORTS

1. *Manager – Noel Allen* – Allen provided an update on August, highlighting that it was another outstanding month with all categories reaching record levels. Rounds played were the second highest in 16 years, with 10-minute intervals allowing for 6 groups per hour. Green fees and cart rentals hit their highest levels in 16 years, while food and beverage sales were the second best in 20 years. Golf playable hours increased by 2%, and rounds played were up by 6%, reflecting the continued strength of the sport. Although August is typically a transition month, the Glen Ellyn Open saw a slight dip, likely due to the proximity of the GE Senior Open and the upcoming GE Open in September, which were combined last year. Junior camps saw a 10% decline with 80% utilization, while adult group lessons increased by 10%. Fringe programs are now underway, though the Fall Junior program had only 22 participants.

2. *Reserve 22 – Jon Satinover* – Satinover provided an August update, noting that sales were up by 2%. Banquets saw a slight decline, which was intentional, as last year's volume was too high, putting significant stress on the kitchen staff, compromising quality. This year, events capped at 4 per day to maintain quality. The focus remains on service, with their OpenTable recommendation rating at 90%.

Upcoming events include the second annual Pumpkin Carving event, a family-friendly activity on October 20 from 12:00 to 3:00 PM. The Oktoberfest menu will continue until October 6, and a Bourbon and Cigar event is scheduled for October 9. A new menu will launch on November 1.

On the finance side, pensionable salaries increased by \$78,000, while non-pensionable salaries decreased. All categories are either at or under budget, except for the cost of goods on beer, which is 1% over budget. We are on track to exceed our budget projections for the year.

Satinover praised the team for their excellent work during yesterday's outing, noting that the temporary staff members have been off-boarded. Trustee Thompson commended Satinover and the staff for their outstanding food and service. Satinover also emphasized that the patio remains the biggest draw and highlighted their strict expectations for team performance.

3. *Financial – Noel Allen* – Allen provided a financial update for August, noting that revenues were positive, and operating income increased for the month. However, the net position appears lower compared to last year due to significant capital spending on locker room renovations. Despite this, the overall financial position remains strong.

Chairperson Scott raised a concern about the pro shop merchandise, suggesting that it doesn't align with the recent upgrades. Allen explained that profitability was lower last year because they aimed to minimize leftover stock ahead of the renovations. Next year,

the merchandise selection will improve, offering a broader assortment, with a continued focus on enhancing service by stocking essential items customers may forget.

4. *Trustee Liaison – Steve Thompson* – Trustee Thompson provided an update on a recent meeting with Wheaton regarding the potential annexation of a portion of Anthony Street for stormwater management. Negotiations are ongoing, as the village is hesitant to de-annex the property, so discussions are continuing. Commissioner Slowinski commented that stormwater management in DuPage County can be complex. Thompson also reported that the budgeting process is underway, with the Capital Improvement Plan (CIP) budgets set to be reviewed on Monday night. He further noted that the hotel property on the east side has been sold to a developer, while work is still ongoing for the western side.

F. 2025 BUDGET REVIEW – Noel Allen – Allen explained the budget process, which involves analyzing trends from the past 12 months and using those figures to develop the upcoming budget. He provided a summary of the key figures: Golf revenue is projected at \$4.4 million, and Food and Beverage revenue at \$3.7 million. Over the last 12 months, 87,000 rounds were played, but the budget will conservatively project 80,000 rounds, with weather being a potential factor. Green fee models are currently being evaluated for potential increases, and a proposal will be brought to the Recreation Commission in November. Overall, total revenues are expected to remain consistent.

There is a one-time payment of \$100,000 to the Park District and an additional \$30,000 paid annually. A significant increase is the rise in general liability insurance, which is up by \$70,000. The General Fund contribution has increased to \$275,000, a \$50,000 increase from the previous year. The net position change is \$60,000, and the goal of this budget is to generate enough to cover the existing debt.

Trustee Thompson inquired about the capital plan, to which Allen responded with a list of upcoming expenditures: \$120,000 for a skid steer, \$60,000 for security cameras, \$60,000 for a tractor, \$60,000 for a triplex T-mower, \$50,000 for carpeting, \$35,000 for an HVAC unit on the roof, \$24,000 for an overseer, and \$45,000 patio furniture. Current debt stands at \$300,000, with nine years remaining.

Commissioner Slowinski motioned to accept the 2025 budget, which was seconded by Commissioner Coldiron. The motion passed unanimously.

Approval of 2025 Budget

MOTION BY: Commissioner Slowinski

SECONDED BY: Commissioner Coldiron

RESULT: Unanimous

AYES: Scott, Carter, Slowinski, Coldiron, Coconate, Quoss

G. OLD BUSINESS – Chairperson Scott requested an update on the Tag system. Allen explained that the system has been challenging. Before choosing Tag Marshall, all their references were thoroughly checked which were all positive. However, the company has

grown too quickly, leading to issues that have affected their operations. Two months ago, a "white glove" treatment was received, and a software upgrade is planned, which will be tested during the upcoming golf cup. Unfortunately, a recent software update failed at 13 golf courses. The team is working to optimize Tag Marshall and it has been communicated that the issues need to be resolved by 2025.

H. NEW BUSINESS - None

I. NEXT MEETING - October 25, 2024

J. ADJOURNMENT

Commissioner Carter motioned and Commissioner Coconate seconded to adjourn the meeting. The meeting was adjourned at 8:13 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 10/25/2024 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Jeff Vesevick

**AGENDA ITEM (ID # 2024-
514)**

DOC ID: 2024-514

Manager - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments:

1. Manager's Report - September 2024

Manager's Report for September 2024

Submitted by Jeff Vesevick, General Manager

September 2024 had well above normal temperatures and well below normal precipitation, and golfers and diners responded in force. Looking at September observations from O'Hare, the average temperature was 70.6°F (4.3°F above normal), which is tied for 2nd warmest, precipitation was 1.32" (1.87" below normal). September was again a fantastic month for golf revenue as carts were grounded for only one day on both the 18-Hole and 9-Hole Course (97% availability rate). DuPage County was in Moderate Drought status for most of the month.

High Temperatures/Precipitation in September														
	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
100° days														
90° days		1				1	3	7	1	1		2	1	2
80° days	14	8	14	15	5	8	11	5	12	11	6	7	6	3
70° days	12	16	6	12	15	15	6	12	12	13	14	12	14	7
60° days	4	5	9	3	8	6	7	6	4	5	5	8	6	13
50° days			1		2		3		1		5	1	3	5
40° days														
Rain	1.0"	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"

GOLF

Rounds played were up 9% for the month, and are up 6% for the year.

Green Fee revenue was up 9% for the month, and is up 10% for the year.

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

Motor Car revenue was up 4% for the month, and is flat for the year.

Pro Shop sales were down 20% for the month, and are down 13% for the year.

Total Golf Revenue was up 5% for the month, and is up 7% for the year.

Golf Revenue September											
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Rounds	9,612	10,189	9,216	9,620	8,849	8,460	11,723	11,415	11,109	10,601	11,551
Green Fees	231,421	254,798	245,672	254,974	249,558	244,080	343,264	376,962	375,778	388,347	421,647
Driving Range	33,388	30,545	29,124	30,957	30,528	32,156	56,129	60,650	57,870	57,638	63,464
Pro Shop	24,039	26,308	23,782	28,518	20,830	21,070	24,337	19,239	27,917	29,956	24,066
Carts	72,374	81,706	76,637	80,935	81,638	65,907	92,895	104,460	100,230	97,350	101,292
Resident Cards	380	220	300	300	150	140	500	200	330	190	100
Miscellaneous	5,159	4,007	5,686	6,782	5,741	5,073	26,112	3,103	6,179	20,394	11,001
Total Revenue	366,760	397,583	381,201	402,465	388,444	368,426	543,236	564,615	571,440	599,734	627,787
<i>Golf Revenues were the highest in the last 11 years</i>											

The Clubhouse renovation project finally was completed early in the month, much to the delight of both guests and staff. The Golf Staff has received numerous positive comments. Lockers were offered to previous renters free of charge for the remainder of the season. Thanks to Director of Golf Noel Allen and Golf Course Superintendent Andrew Cross for overseeing the project. A special thanks to our guests for exercising above and beyond patience with the disruption and portable restrooms.

The inaugural **Senior Glen Ellyn Open** was contested on Sunday, September 8. Men and women age 50+ were invited to participate, and 90 players responded. Jeff Fiorella (76) and Mary Ellen Martin (81) were the inaugural Low Gross champions. Jeff Fitzgerald (67) and Nancy Carter (71) earned the Low Net titles. Congratulations!

Golf outings continue to be strong in September, hosting 12 shotgun events for the month. Year-to-date revenues generated from outings generated almost \$400,000, surpassing last year's figure by 12%. Revenue from outings typically generate 10-11% of all golf receipts, as staff is careful to manage the infringement they have on daily play.

The 4th annual Fall version of the **PGA Junior League** continues to be popular, as three competitions were held in September (with one rain out). High school golf practices and matches began in August, and they continued through September. The Village Links remains committed to promoting junior golf.

The golf staff, in an effort to ease the pain of annual golf greens aeration, began to promote a "throwback classic" schedule of different hole sequences while Andrew and his staff perform this necessary annual task. Golfers will be treated to "the original 18", among other alternative ways to play.

GROUNDS

Grounds

1. Greens remain firm and true with speeds in the 10-11 ft range
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. Supplying lots of produce (herbs mostly) from Greenhouse
11. Front entrance redo to coincide with Fall Flower install
12. Trimmed perimeter of property, Lambert Rd along Lake Lambert and the entrance
13. Cleaned out overgrown brush behind 9 Green (9) and 2 Fairway

Mechanical and Building Maintenance

1. Old work carts being resurrected, as parts and time allow
2. Shop cleanup and reorganization as time allows
3. 21 pieces of equipment were repaired and/or serviced
4. Multiple outlets replaced in kitchen
5. Toilets repaired
6. Kitchen Hood belt repair
7. Kitchen leak repair
8. Work with Construction Inc to get Punch List items finished

RESERVE 22

The restaurant and bar benefitted from the warm, dry weather, as outdoor dining remains the place to be. Revenue saw a slight (4%) increase over a good 2023. Guest satisfaction remains high, as rating platforms returned 4.7/5.0 ratings for food and service, and a 90+% recommend rate on Open Table, our reservation platform, which also recognized Reserve 22 with a **Diner's Choice** award. Weekly specials continued to be a hit, as Chef Tom Fota and Chef Quin Koprowski 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.

Reserve 22 - SEPTEMBER				Year to Date		
	2023	2024	+/-	2023	2024	+/-
Restaurant & Bar	205,110	213,673	4.2%	1,696,940	1,674,778	-1.3%
Banquets	171,075	133,826	-21.8%	865,404	708,858	-18.1%
Beverage Cart	24,442	22,604	-7.5%	147,676	139,480	-5.5%
Halfway House	25,222	22,491	-10.8%	149,243	144,657	-3.1%
Other	36,697	31,144	-15.1%	195,786	164,021	-16.2%
Total Reserve 22	462,546	423,738	-8.4%	3,055,050	2,831,794	-7.3%

Banquets continued its mild decline, down 22% from a record breaking 2023. Year-to-date revenues are down 18% in Banquets, partially due to a scheduling decision aimed at enabling higher quality control standards. A very busy golf outing month, with event sizes continuing to grow, kept the banquet staff and kitchen very busy.

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



**Glen Ellyn Recreation
Commission**

535 Duane Street
Glen Ellyn, IL 60137

Meeting 10/25/2024 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Jon Satinover

**AGENDA ITEM (ID
2024-515)**

DOC ID: 2024-515

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 10/25/2024 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen, Jeff Vesevick

**AGENDA ITEM (ID
2024-516)**

DOC ID: 2024-516

Financial - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments:

1. Village Links - Financial Statements - September 2024
2. Cash Balance Scenarios

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 2024

ORG	DESCRIPTION	2024 BUDGET	MONTH				YEAR-TO-DATE			
			2024	2023	DIFF	% DIFF	2024	2023	DIFF	% DIFF
REVENUES:										
5500	Village Links Revenues	\$ 3,936,000	\$ 627,787	\$ 599,735	\$ 28,052	5%	\$ 4,073,805	\$ 3,820,354	\$ 253,450	7%
5520	Reserve 22 Revenues	3,420,400	423,738	462,546	(38,807)	-8%	2,851,794	3,055,050	(203,256)	-7%
Total Revenues		\$ 7,356,400	\$ 1,051,525	\$ 1,062,280	\$ (10,755)	-1%	\$ 6,925,598	\$ 6,875,404	\$ 50,194	1%
EXPENDITURES:										
55700	Administration	\$ 728,143	\$ 48,107	\$ 40,132	\$ 7,975	20%	\$ 451,805	\$ 378,291	\$ 73,514	19%
55710	Golf Course Maintenance	1,334,997	94,056	87,024	7,032	8%	1,055,838	849,856	205,982	24%
55720	Golf Services	962,366	95,798	101,641	(5,843)	-6%	851,864	737,465	114,399	16%
55730	Reserve 22	3,210,565	324,176	373,779	(49,603)	-13%	2,517,472	2,545,850	(28,378)	-1%
55740	Stormwater Management	51,624	1,101	1,890	(789)	-42%	11,006	11,325	(320)	-3%
55750	Pro Shop Merchandise	154,960	20,883	34,160	(13,277)	-39%	153,772	180,775	(27,003)	-15%
55780	Motorized Carts	62,678	8,412	9,721	(1,309)	-13%	53,007	54,514	(1,507)	-3%
557X5	Mechanical Maintenance	363,989	19,045	29,989	(10,944)	-36%	283,196	241,413	41,782	17%
Total Operating Expenses		\$ 6,869,322	\$ 611,580	\$ 678,337	\$ (66,758)	-10%	\$ 5,377,960	\$ 4,999,490	\$ 378,470	8%
Operating Income		\$ 487,078	\$ 439,946	\$ 383,943	\$ 56,003	15%	\$ 1,547,639	\$ 1,875,914	\$ (328,275)	-17%
Debt Service		301,900	-	-	-	0%	40,950	45,150	(4,200)	-9%
Capital Expenditures		1,004,916	269,436	18,674	250,762	1343%	997,158	402,950	594,208	147%
CHANGE IN NET POSITION		\$ (819,738)	\$ 170,510	\$ 365,269	\$ (194,760)	-53%	\$ 509,531	\$ 1,427,814	\$ (918,283)	-64%

KEY METRICS

	<u>Goal</u>							
Personnel Expenses as % of Sales	52%	33%	32%	1%	43%	39%	4%	
Cash Balance (End of Month, in \$000's)	\$ 1,716	\$ 3,085	\$ 3,310	\$ (225)				

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of September 30, 2024

ORG/ OBJECT	DESCRIPTION	2024 BUDGET	MONTH				YEAR-TO-DATE			
			2024	2023	DIFF	% DIFF	2024	2023	DIFF	% DIFF
5500	VILLAGE LINKS REVENUES:									
440550	Green Fees	\$ 2,500,000	\$ 421,647	\$ 388,347	\$ 33,300	9%	\$ 2,574,882	\$ 2,351,271	\$ 223,611	10%
440554	Pro Shop - Sales	170,000	24,066	29,956	(5,890)	-20%	182,237	210,432	(28,195)	-13%
440555	Motor Carts	600,000	101,292	97,350	3,942	4%	614,576	612,054	2,522	0%
440556	Driving Range	450,000	63,464	57,638	5,826	10%	485,008	440,777	44,231	10%
440557	Resident Cards	34,000	100	190	(90)	-47%	35,315	35,305	10	0%
460100	Investment Income	56,000	6,172	5,900	272	5%	53,429	44,537	8,892	20%
489000	Miscellaneous Revenue	126,000	11,001	20,394	(9,393)	-46%	128,466	126,257	2,210	2%
489100	Miscellaneous - Over/Short	-	45	(40)	85	-212%	(110)	(277)	168	-61%
	Total Revenues	\$ 3,936,000	\$ 627,787	\$ 599,735	\$ 28,052	5%	\$ 4,073,805	\$ 3,820,354	\$ 253,450	7%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 119,000	\$ 17,722	\$ 31,260	\$ (13,538)	-43%	\$ 126,061	\$ 156,423	\$ (30,362)	-19%
	Total Cost of Goods Sold	\$ 119,000	\$ 17,722	\$ 31,260	\$ (13,538)	-43%	\$ 126,061	\$ 156,423	\$ (30,362)	-19%
	Gross Profit	\$ 3,817,000	\$ 610,065	\$ 568,474	\$ 41,591	7%	\$ 3,947,744	\$ 3,663,931	\$ 283,813	8%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 1,173,740	\$ 102,769	\$ 91,778	\$ 10,991	12%	\$ 952,043	\$ 774,587	\$ 177,455	23%
510120	Salaries - Non-Pensionable	467,525	49,519	50,277	(759)	-2%	359,249	360,750	(1,500)	0%
510200	Salaries - Overtime	16,000	2,963	1,709	1,254	73%	14,266	9,652	4,614	48%
510400	FICA Taxes	126,782	11,655	10,808	847	8%	99,420	85,878	13,542	16%
510500	IMRF	53,289	4,669	3,830	839	22%	42,512	31,989	10,523	33%
590600	Health Insurance	140,300	11,072	10,525	547	5%	105,337	96,236	9,101	9%
52XXXX	Contractual Services	1,044,721	74,741	72,957	1,783	2%	760,008	597,247	162,761	27%
53XXXX	Commodities	517,400	12,294	31,412	(19,118)	-61%	401,590	340,877	60,713	18%
	Total Operating Expenses	\$ 3,539,757	\$ 269,681	\$ 273,298	\$ (3,616)	-1%	\$ 2,734,427	\$ 2,297,217	\$ 437,210	19%
	Operating Income	\$ 277,243	\$ 340,384	\$ 295,177	\$ 45,207	15%	\$ 1,213,317	\$ 1,366,714	\$ (153,397)	-11%
	Operating Income Percentage	7%	54%	49%			30%	36%		

KEY METRICS

	Goal								
Rounds Played	78,000	11,551	10,601	950	78,637	74,531	4,106		
Revenue Per Round	\$ 50.46	\$ 54.35	\$ 56.57	\$ (2.22)	\$ 51.81	\$ 51.26	\$ 0.55		
Resident Cards Sold	N/A	6	10	(4)	2,814	2,701	113		
Cost of Goods Sold % - Pro Shop	70%	74%	104%	-31%	69%	74%	-5%		
Personnel Expenses as % of Sales	50%	29%	28%	1%	39%	36%	3%		

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of September 30, 2024

ORG/ OBJECT	DESCRIPTION	2024 BUDGET	MONTH				YEAR-TO-DATE			
			2024	2023	DIFF	% DIFF	2024	2023	DIFF	% DIFF
<u>MISCELLANEOUS REVENUE</u>										
Miscellaneous Revenue includes the following items that don't fit into any of the major revenue categories:										
Adult & Junior Golf Lessons			\$ 1,561	\$ (60)	\$ 1,621		\$ 63,731	\$ 65,865	\$ (2,134)	
Hand Cart Rentals			2,896	2,826	70		31,423	24,381	7,042	
Golf Club Rentals			1,630	2,045	(415)		9,710	10,315	(605)	
Locker Rentals			-	-	-		200	2,280	(2,080)	
Illinois Sales Tax (1.75%)			627	645	(18)		3,496	3,599	(103)	
Glen Ellyn Food & Beverage Tax (1%)			62	63	(1)		363	359	4	
Tree Donation			-	950	(950)		500	1,950	(1,450)	
Miscellaneous			4,225	13,925	(9,700)		19,044	17,507	1,536	
Total		\$ 126,000	\$ 11,001	\$ 20,394	\$ (9,393)		\$ 128,466	\$ 126,257	\$ 2,210	

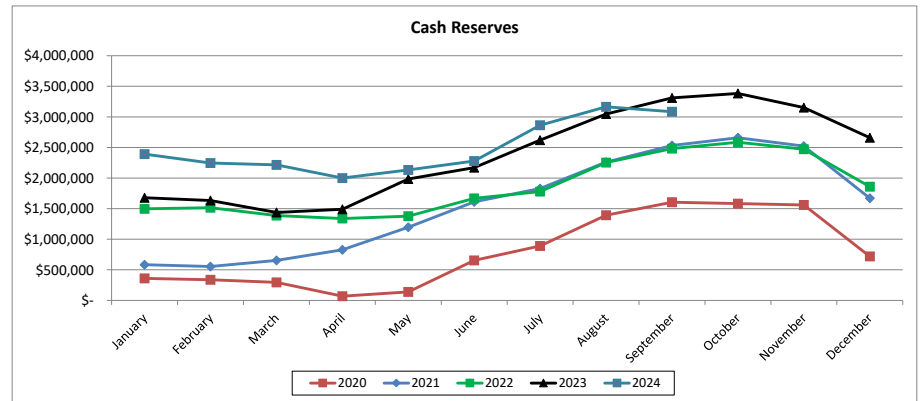
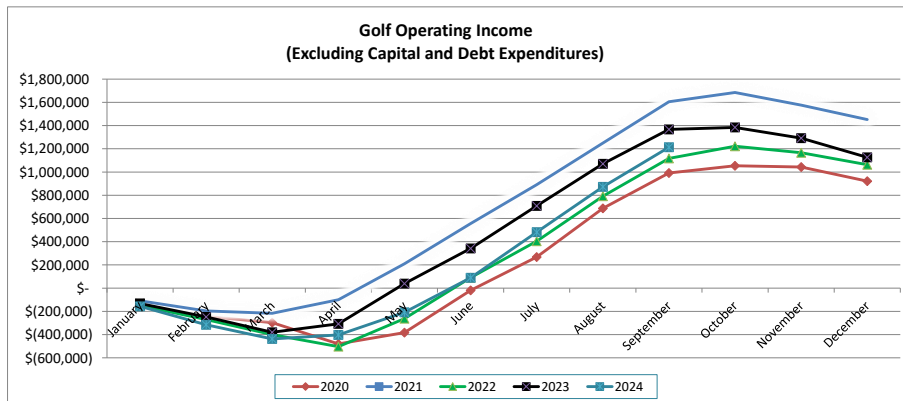
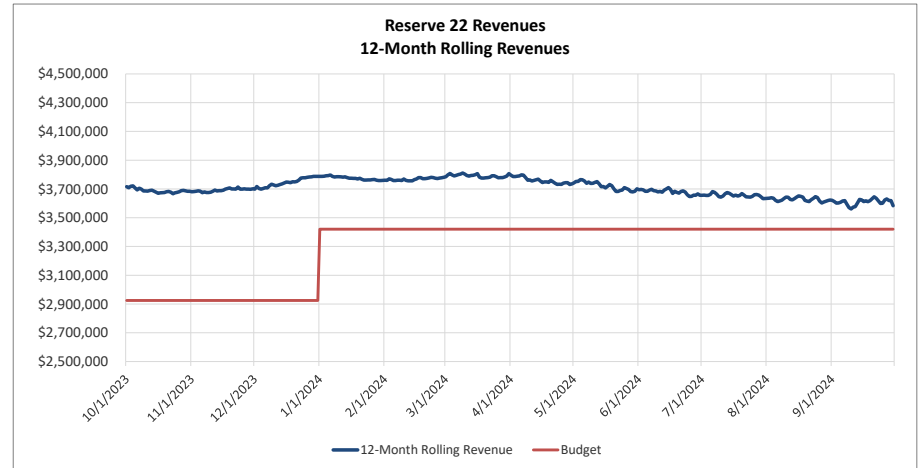
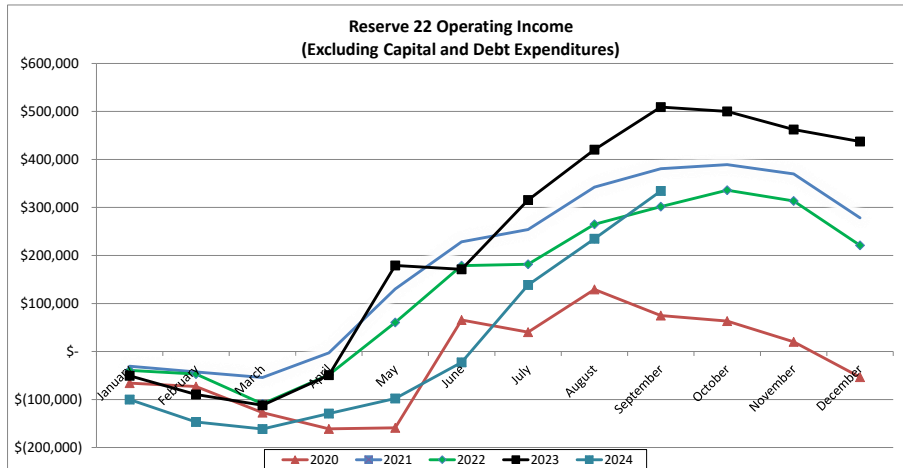
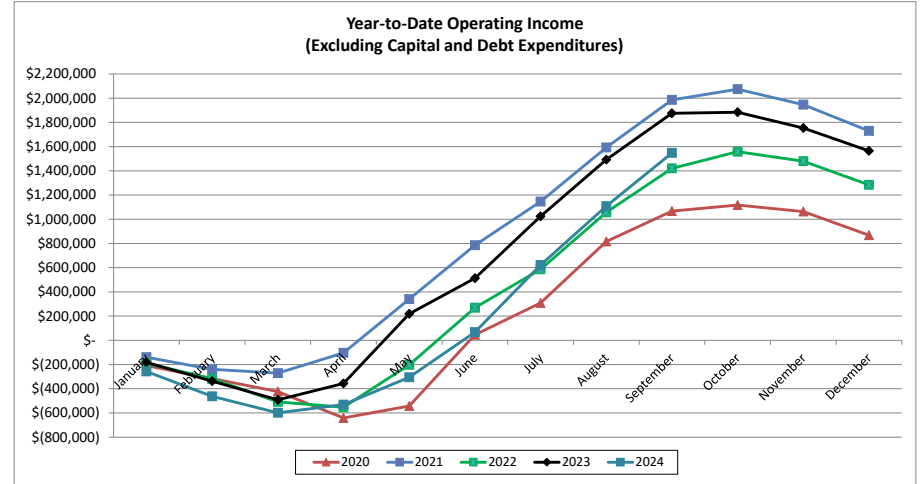
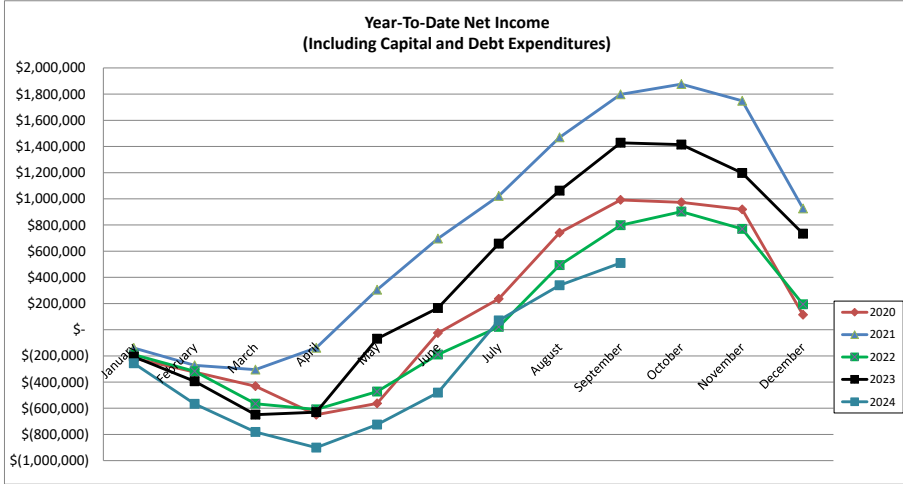
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 2024

ORG/ OBJECT	DESCRIPTION	2024 BUDGET	MONTH				YEAR-TO-DATE			
			2024	2023	DIFF	% DIFF	2024	2023	DIFF	% DIFF
5520	RESERVE 22 REVENUES:									
441100	Food	\$ 1,900,000	\$ 222,836	\$ 241,698	\$ (18,862)	-8%	\$ 1,556,904	\$ 1,688,942	\$ (132,038)	-8%
441101	Liquor	385,000	64,124	66,713	(2,589)	-4%	388,963	377,030	11,932	3%
441102	Beer	560,000	70,195	72,080	(1,885)	-3%	462,365	491,782	(29,417)	-6%
441103	Wine	240,000	24,969	20,482	4,487	22%	183,743	184,270	(527)	0%
441104	NA Beverages	115,000	13,615	24,910	(11,295)	-45%	104,864	128,140	(23,276)	-18%
441106	Room Charges	5,000	-	-	-	0%	2,180	583	1,597	274%
441107	Service Charges	215,000	27,930	36,163	(8,233)	-23%	152,139	183,593	(31,454)	-17%
489000	Miscellaneous Revenue	400	69	500	(431)	-86%	637	709	(73)	-10%
	Total Revenues	\$ 3,420,400	\$ 423,738	\$ 462,546	\$ (38,807)	-8%	\$ 2,851,794	\$ 3,055,050	\$ (203,256)	-7%
55730	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 145,600	\$ 16,546	\$ 16,343	\$ 203	1%	\$ 106,936	\$ 107,399	\$ (463)	0%
530401	Cost of Goods Sold - Wine	74,400	6,696	7,660	(964)	-13%	51,495	59,330	(7,835)	-13%
530402	Cost of Goods Sold - Liquor	80,850	14,747	12,580	2,167	17%	82,493	85,777	(3,284)	-4%
530405	Cost of Goods Sold - NA Beverages	59,293	10,484	13,023	(2,539)	-19%	65,451	60,900	4,551	7%
530420	Cost of Goods Sold - Food	608,000	81,750	110,935	(29,186)	-26%	507,857	569,775	(61,919)	-11%
	Total Cost of Goods Sold	\$ 968,143	\$ 130,222	\$ 160,542	\$ (30,320)	-19%	\$ 814,231	\$ 883,180	\$ (68,949)	-8%
	Gross Profit	\$ 2,452,257	\$ 293,516	\$ 302,003	\$ (8,487)	-3%	\$ 2,037,563	\$ 2,171,870	\$ (134,307)	-6%
	Gross Profit Percentage	72%	69%	65%			71%	71%		
55730	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 687,284	\$ 67,576	\$ 64,235	\$ 3,341	5%	\$ 616,891	\$ 535,609	\$ 81,282	15%
510120	Salaries - Non-Pensionable	853,732	67,057	77,360	(10,303)	-13%	559,563	606,305	(46,743)	-8%
510200	Salaries - Overtime	15,000	685	1,469	(784)	-53%	4,240	9,982	(5,742)	-58%
510399	Tips Paid Through Payroll	-	1,919	751	1,168	156%	(6,231)	(7,403)	1,171	-16%
510400	FICA Taxes	168,640	14,048	14,387	(339)	-2%	115,061	113,355	1,705	2%
510500	IMRF	31,224	3,872	3,592	280	8%	34,547	28,082	6,465	23%
590600	Health Insurance	101,000	6,482	5,814	668	11%	64,250	46,389	17,860	39%
52XXXX	Contractual Services	199,542	17,357	22,234	(4,878)	-22%	173,400	172,189	1,211	1%
53XXXX	Commodities	186,000	14,959	23,395	(8,436)	-36%	141,522	158,160	(16,638)	-11%
	Total Operating Expenses	\$ 2,242,422	\$ 193,954	\$ 213,237	\$ (19,283)	-9%	\$ 1,703,241	\$ 1,662,670	\$ 40,571	2%
	Operating Income	\$ 209,835	\$ 99,562	\$ 88,766	\$ 10,796	12%	\$ 334,322	\$ 509,200	\$ (174,878)	-34%
	Operating Income Percentage	6%	23%	19%			12%	17%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of September 30, 2024

ORG/ OBJECT	DESCRIPTION	2024 BUDGET	MONTH				YEAR-TO-DATE			
			2024	2023	DIFF	% DIFF	2024	2023	DIFF	% DIFF
KEY METRICS										
			Goal							
Revenue Source:										
Restaurant/Bar		N/A	\$ 213,584	\$ 204,610	\$ 8,974	4%	\$ 1,673,209	\$ 1,695,444	\$ (22,235)	-1%
Banquets		N/A	155,547	198,414	(42,867)	-22%	825,081	1,001,503	(176,422)	-18%
Other		N/A	54,608	59,521	(4,914)	-8%	353,505	358,103	(4,598)	-1%
Total		\$ 3,420,400	\$ 423,738	\$ 462,546	\$ (38,807)	-8%	\$ 2,851,794	\$ 3,055,050	\$ (203,256)	-7%
Reserve 22 Revenues (Last 12 Months)		\$ 3,420,400					\$ 3,583,872	\$ 3,711,798	\$ (127,926)	-3%
Reserve 22 Expenses (Last 12 Months)		\$ 3,210,565					\$ 3,321,397	\$ 747,038	\$ 2,574,359	345%
# Guest Checks (Restaurant/Bar)		N/A	5,061	4,969	92		39,091	39,815	(724)	
Revenue Per Guest Check		N/A	\$ 42.20	\$ 41.18	\$ 1.02		\$ 42.80	\$ 42.58	\$ 0.22	
# Guests (Restaurant/Bar)		N/A	8,011	7,725	286		61,777	65,150	(3,373)	
Average Guest Spend		N/A	\$ 26.66	\$ 26.49	\$ 0.17		\$ 27.08	\$ 26.02	\$ 1.06	
Cost of Goods Sold %		28%	31%	35%	-4%		29%	29%	0%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer		26%	24%	23%	1%		23%	22%	1%	
Cost of Goods Sold - Wine		31%	27%	37%	-11%		28%	32%	-4%	
Cost of Goods Sold - Liquor		21%	23%	19%	4%		21%	23%	-2%	
Cost of Goods Sold - NA Beverages		52%	77%	52%	25%		62%	48%	15%	
Cost of Goods Sold - Food		32%	37%	46%	-9%		33%	34%	-1%	
Personnel Expenses as % of Sales		54%	38%	36%	1%		49%	44%	5%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales		83%	68%	71%	-2%		77%	73%	5%	

Village Links / Reserve 22
Dashboard Financial Reports
As of September 30, 2024



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	391	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	73	(231)	(492)
2024	(269)	(144)	(31)	(215)	133	145	244	301	(80)			
Avg	(148)	(57)	(77)	(46)	167	243	277	315	165	(0)	(123)	(690)
Best	(100)	42	96	172	503	516	449	500	272	127	(21)	(492)
Worst	(269)	(63)	(218)	(225)	(11)	30	111	92	(80)	(102)	(231)	(852)

NEXT 12 MONTH CASH BALANCE SCENARIOS

	2024 <u>SEP</u>	2024 <u>OCT</u>	2024 <u>NOV</u>	2024 <u>DEC</u>	2025 <u>JAN</u>	2025 <u>FEB</u>	2025 <u>MAR</u>	2025 <u>APR</u>	2025 <u>MAY</u>	2025 <u>JUN</u>	2025 <u>JUL</u>	2025 <u>AUG</u>
Avg	3,085	3,085	2,962	2,572	2,424	2,366	2,290	2,290	2,456	2,700	2,977	3,292
Best	3,085	3,212	3,191	2,999	2,899	2,941	3,037	3,037	3,540	4,056	4,505	5,005
Worst	3,085	2,983	2,752	2,200	1,931	1,868	1,650	1,650	1,639	1,669	1,780	1,872

actual



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

Meeting 10/25/2024 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Steve Thompson

**AGENDA ITEM (ID
2024-517)**

DOC ID: 2024-517

Trustee Liaison - Steve Thompson

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments: