



Agenda
Village of Glen Ellyn
Recreation Commission Meeting
Friday, January 31, 2025
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 - November 22, 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**
 - 1) Reserve 22 Decor Discussion - Julie Rusin
- G. Next Meeting - February 28, 2025**
- H. Adjournment**



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

Board or Commission: Recreation
Meeting: Regular
Quorum: Yes

Date: November 22, 2024
Called to Order: 7:00 a.m.
Adjourned: 8:08 a.m.

MEMBER ATTENDANCE:

Carol Scott	Chairperson	Present
Nancy Carter	Commissioner	Present
Tony Coconate	Commissioner	Present
Scott Coldiron	Commissioner	Present
James Ozog	Commissioner	Present
Rick Quoss	Commissioner	Present
Tom Slowinski	Commissioner	Present
Also Present:		
Jeff Vesevick	General Manager / Staff Liaison	
Noel Allen	Director of Golf	
Andrew Cross	Golf Course Superintendent	
Jon Satinover	Food & Beverage Director	Via remote participation
Steve Thompson	Trustee Liaison	
Elisa Pollina	Recording Secretary	
Public		

A. CALL TO ORDER/ROLL CALL

The November 22, 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. Chairperson Scott asked the commission if they approve Jon Satinover's remote participation in the meeting. The commission unanimously agreed, with all members voting in favor.

B. APPROVAL OF MINUTES

APPROVAL OF MINUTES FROM October 25, 2024 MEETING

MOTION BY: Commissioner Coconate

SECONDED BY: Commissioner Coldiron

RESULT: Unanimous

C. PUBLIC COMMENTS – None

D. STANDING REPORTS

1. *Manager – Jeff Vesevick* – Vesevick shared several updates, noting that October's above-average temperatures and dry weather allowed golfers to take full advantage, with carts grounded only once during the month. October finished strong, with revenue increases across all categories. Rounds played were up 37% compared to last year, and golf revenues showed growth in every area except the Pro Shop, where a slight decline in sales had minimal impact on the bottom line.

The Village Links hosted the Links Cup matches for the 25th consecutive year, with the professional golf staff team securing their 16th win. Vesevick confirmed the tradition will continue in the future. Only two shotgun events were held in October, and outing revenue for the year remains steady at 10-12% of total golf revenue.

The golf staff completed greens aerations using a new approach—closing nine holes at a time to avoid the use of temporary greens, which was well-received by golfers. Other events included the Swingin' Set Ladies Tournament and Luncheon, which was a fun and successful gathering.

The golf course is in excellent condition, and ongoing work with Greg Martin continues on the Master Plan. We have a meeting on December 11 to review what he has come up with for the verification process, with a presentation planned for January. Andrew has been addressing invasive species on the course and preparing bunkers for winter, ensuring they will be ready for play in the spring.

2. *Reserve 22 – Jon Satinover* – Satinover provided an update highlighting recent successes and upcoming events. The pumpkin carving event was a resounding success, with excellent feedback from attendees. The liquor inspection passed without any violations. For Thanksgiving, there are 376 reservations for dinner along with 31 hot package takeout orders. The new menu has launched and received positive feedback, and the Christmas Bar is now live, adding a festive touch. On December 23, a Christmas cookie decorating event is planned.

On the financial side, cost of goods remains in line, except for food costs, which are off by 1% and up by 37%. Banquet sales are down, but October sales increased, and labor

costs were lower compared to the previous month.

3. *Financial – Jeff Vesevick* - Vesevick reported that, as of the end of October, the net position was impacted by renovation expenses, but the financial outlook remains strong. Despite the costs, \$500,000 was added to the bottom line year-to-date. In the Food & Beverage segment, profitability has been affected by a lower number of banquets, though banquet activity has still been higher over the past two years. Golf performance continues to excel, with revenues up 8% year-to-date, driven by increased popularity and strategic pricing adjustments.

While last year's capital expenditures totaled \$425,000, this year's spending has reached \$1 million due to renovations. Despite this, the financial position remains robust, with a healthy cash balance of \$3.3 million. Overall, we are in a strong financial state.

4. *Trustee Liaison – Steve Thompson* - Trustee Thompson shared several updates, beginning with the resignation of President Senak during the Village Workshop. Trustee Simon has been appointed as Acting President through the end of May, while retaining her trustee seat and voting responsibilities. In the event of a tie, the motion will not pass.

Additionally, the Village Board approved the budget and levy on Monday, which includes a modest CPI increase in the levy. The annual holiday tree lighting is scheduled for the day after Thanksgiving.

E. 2025 Golf Rate Proposal – Noel Allen - Director Allen provided an overview of the proposed 2025 golf rates and explained the process behind their development. The rate study began in July, analyzing market positioning, year-to-date rounds, historical data, and budget projections. Data sources included industry trends and informal discussions with other golf courses to gauge the market. Multiple rate models were created, considering factors such as weather unpredictability, player demographics (juniors, seniors, residents, and non-residents), and rain checks.

After thorough analysis, the team proposed Model C, which includes a \$4 increase in green fees and the introduction of a 15% discount for veterans (not combinable with resident or VIP discounts). VIPs will continue to receive 20% off, and residents will see a proposed 30% discount next year. The proposed increase aims to align with green fee revenue targets while maintaining competitiveness.

Other proposed adjustments include a \$1 increase in driving range fees and no change to cart fees, which will remain at \$21. Noel noted that the 2025 minimum wage increase would be the last, leading to more stable costs in the future.

In response to Chairperson Scott's inquiry about the timing of the last rate increase, Noel clarified that rates were frozen during renovations to avoid any negative association. The current increase is necessary to address rising expenses, sustain market competitiveness, and fund capital needs, including the upcoming Master Plan

project. Demand for golf remains strong for 2025, buoyed by new players, favorable weather, and nearby course closures.

Trustee Thompson asked if the Veterans Day promotion would continue, to which Noel confirmed it would. He also emphasized that the proposed rate adjustments are designed to minimize the need for future increases.

Commissioner Ozog motioned to recommend the adoption of Model C for Board approval. Commissioner Slowinski seconded the motion. The motion passed unanimously.

Commissioner Ozog commended Allen for his exceptional analysis and presentation.

F. OLD BUSINESS – None

G. NEW BUSINESS – Manager Vesevick shared that Trustee Thompson suggested inviting the Village Board to provide input on the Master Plan. To facilitate this, Vesevick will develop a timeline and arrange a special meeting for the Village Board, which will be scheduled following the upcoming meeting with Greg Martin.

H. NEXT MEETING - January 31, 2025

I. ADJOURNMENT

Commissioner Coconate motioned and Commissioner Quoss seconded to adjourn the meeting. The meeting was adjourned at 8:08 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 1/31/2025 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Jeff Vesevick

**AGENDA ITEM (ID # 2024-
887)**

DOC ID: 2024-887

Manager - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments:

1. Manager's Report - November-December 2024

Manager's Report for NOVEMBER-DECEMBER 2024

Submitted by Jeff Vesevick, General Manager

November 2024 was a mild month overall with a very cold ending. Looking at November observations from O'Hare, average temperature was 46.2°F (4.9°F above normal) and the 9th warmest on record, precipitation was 3.63" (1.21" above normal), snowfall was 2.9" (1.1" above normal). We experienced frost delays on three of the 30 days, the course was closed due to snow and/or below freezing temperatures for five of the 30 days. Carts were available 13 of the 25 days the course was open on the 18-Hole (52% availability rate) and 11 of the 25 days on the 9-Hole (44% availability rate).

The golf course closed for the season on December 1, due to early freeze and snow.

High Temperatures in November																					
	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
70° days			5		6				2	3				1	1	2	3			1	
60° days	7	5	4	3	3			2	11	7	4	1	3	5	5	3	2	2	7	11	4
50° days	12	10	8	7	3	6	3	4	7	10	7	6	9	11	10	14	3	11	6	4	12
40° days	6	7	4	18	17	9	7	17	7	4	4	13	14	11	9	11	10	8	15	8	12
30° days	3	6	8	2	1	13	17	6	3	5	7	7	4	2	5		11	9	2	3	2
20° days	2	2	1			1	3	1		1	7	3					1			3	
10° days						1					1										
0° days																					
Rain	3.8"	0.9"		1.6"	1.5"	1.3"	2.3"	3.2"	1.8"	3.5"	1.5"	2.1"	1.0"	3.4"	2.5"	1.5"	1.0"	1.3"	3.3"	2.1"	3.0"
Snow	2.9"	1.8"				4"	9.5"			8"		0.8"									5.8"

High Temperatures in December																				
	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005
70° days																				
60° days						1		1		2			3							
50° days	4	6	4		3	4	3	4	1	8	1	1	2	3	1	1	2	2	9	
40° days	7	11	7		8	11	12	5	1	8	8	7	12	14	1	2	4	3	10	2
30° days	12	14	11		15	8	14	11	16	8	17	8	14	13	12	18	13	18	8	13
20° days	7		5		5	7	2	4	8	4	4	9		1	15	9	8	8	2	11
10° days	1		3					4	3		1	5			2	1	3		2	5
0° days			1					2	1			1					1			
Rain	1.9"	2.9"	2.6		1.7"	1"	2"	0.2"	4.3"	4.3"	0.9"	0.8"	2.1"	2.0"	1.1"	1.5"	1.9"	3.5"	3.2"	0.7"
Snow	2.4"	1.2"	3.2"		2.5"		1.4"	5.3"	15.5"	6.5"		8"		2"	16"	28"	16"	18"	6"	17"

GOLF - NOVEMBER

Rounds played were down 10% for the month, and were up 7% for the year.

Green Fee revenue was down 5% for the month, and was up 14% for the year.

Driving Range revenue was down 4% for the month, and was up 12% for the year.

Motor Car revenue was down 42% for the month, and was up 2% for the year.

Pro Shop sales were up 111% for the month, and were down 19% for the year.

Overall Golf revenues were down 3% for the month, and were up 10% for the year.

Golf Revenue November											
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Rounds	1,028	2,401	2,721	1,091	457	418	5,285	2,393	3,196	3,200	2,886
Green Fees	18,154	42,317	52,351	17,587	9,877	5,747	113,993	63,277	77,656	85,302	81,162
Driving Range	1,825	4,597	5,115	1,723	984	1,296	17,756	8,915	11,054	11,720	11,281
Pro Shop	5,470	8,646	9,101	2,157	1,391	2,928	7,279	4,340	7,552	4,329	9,135
Carts	5,682	15,978	18,424	5,060	2,156	452	34,670	19,219	26,951	29,984	17,528
Resident Cards	0	0	0	0	0	0	20	0	0	0	0
Miscellaneous	2,778	6,208	4,793	1,106	751	1,664	2,469	927	2,122	1,768	4,722
Total Revenue	33,908	77,747	89,783	27,633	15,159	12,087	176,186	96,678	132,026	134,076	129,987

Golf Revenue December											
	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Rounds	378	612	18	499	67	260	366	741	138	241	278
Green Fees	71,219	110,688	97,043	172,228	174,850	90,293	52,739	77,570	70,944	73,170	74,419
Driving Range	912	884	19	1,051	301	1,329	1,322	2,258	467	1,166	1,208
Pro Shop	7,884	9,912	6,589	9,521	6,253	5,194	4,106	2,623	2,356	1,881	6,332
Carts	1,164	2,014	76	3,500	0	0	0	3,621	426	0	0
Resident Cards	0	20	0	20	0	0	0	-20	0	0	0
Miscellaneous	298	310	741	1,338	474	732	106	319	21,741	485	1,093
Total Revenue	81,477	123,828	104,469	187,658	181,878	97,547	58,272	86,372	103,147	76,702	88,872

GOLF – YEAR-END TOTALS

Rounds played were up 7% for the year.

Green Fee revenue was up 11% for the year.

Driving Range revenue was up 12% for the year.

Motor cart revenue was up 2% for the year.

Pro Shop sales were down 17% for the year.

Overall Golf revenues were up 10% for the year.

The 12th Annual Iron Man Open was held on Sunday, November 10. Fifty-two 2-player teams competed on a mild but windy day. Hot chili and their favorite beverages were provided for this popular 3-format annual event.

GOLF COURSE AND GROUNDS

The Grounds Crew remained busy in the weeks leading up to closing the course for the winter and preparing the 9-hole course for winter golf. Many tasks are needed to assure the best possible outcome for opening in the Spring.

NOVEMBER

Grounds

1. Final mowing of Greens, Tees, Fairways, and Range Tee
2. All short grass surfaces were treated preventatively for Snow Mold
3. Fairways, Tees, and Range Tee aerified
4. Working on securing 2025 Capital pricing and place in line
5. Finished spraying of rough for weeds and crabgrass prevent for next year
6. Leaf blowing and mulching continues
7. Master Plan process ongoing
8. Irrigation system winterized
9. Ball washers removed, cleaned, waxed, stored for winter
10. Christmas lights and Pop-Up Bar lights installed
11. Panfish Park being mowed, trash serviced
12. Panfish Pipe Replacement Project Completed, Public meeting held
13. Trimmed back paths at Panfish Park
14. Fall Annuals removed
15. Native Areas mowed down
16. Ponds trimmed by hand
17. Clubhouse bushes trimmed
18. Sprinklers and Yardage Plates trimmed

Mechanical and Building Maintenance

1. 15 pieces of equipment were repaired and/or serviced
2. 6 repairs made at clubhouse & halfway house
3. Water heater for Proshop Bathrooms replaced
4. Restaurant HVAC Units serviced
5. Shop deep cleaning and reorganizing continuing

DECEMBER

Grounds

1. Topdressing of all greens, and Par 3 tees.
2. Working on securing 2025 Capital pricing and place in line
3. Master Plan process ongoing
4. Staff attended some local education events
5. Continued shop reorganization to streamline equipment maintenance
6. Began refreshing course accessories (flagsticks, bunker rakes, etc.)
7. Panfish Park and Lambert Lake garbage picked up as needed
8. Finalized planting plans for annuals next year

9. Tropical plants monitored, cleaned, watered in basement
10. Hosted Chainsaw Training for VL Grounds and Public Works employees
11. Tree Removals started

Mechanical and Building Maintenance

1. 10 pieces of equipment were repaired and/or serviced
2. 9 repairs made at clubhouse & halfway house
3. Pop-up bar lighting repairs
4. Clubhouse and surrounds prepared for cold weather

RESERVE 22

Reserve 22 - NOVEMBER				Year to Date		
	2023	2024	+/-	2023	2024	+/-
Restaurant & Bar	111,755	133,297	19.3%	1,928,106	1,967,152	2.0%
Banquets	65,982	33,893	-48.6%	1,019,602	795,163	-22.0%
Beverage Cart	119	0	-100.0%	151,760	144,104	-5.0%
Halfway House	6,258	5,479	-12.4%	168,647	170,584	1.1%
Other	11,557	7,087	-38.7%	225,400	185,543	-17.7%
Total Reserve 22	195,671	179,755	-8.1%	3,493,516	3,262,546	-6.6%

November sales in the restaurant and bar continued to be strong, up 19% over 2023. Staff decorated the facility, including the upgrading of our very popular Holiday Pop Up with the addition of a 20-foot tree in the middle of the dining room. Guests gravitated toward the festive atmosphere, and nearly 300 guests enjoyed Chef Tom's Thanksgiving Day Buffet.

While not up to the record-breaking revenue realized last year, banquets remained busy with \$882,000 in net revenue.

Reserve 22 - DECEMBER				Year to Date		
	2023	2024	+/-	2023	2024	+/-
Restaurant & Bar	175,308	210,223	19.9%	2,103,414	2,177,375	3.5%
Banquets	101,991	86,875	-14.8%	1,121,592	882,039	-21.4%
Beverage Cart	0	0		151,760	144,104	-5.0%
Halfway House	0	0		168,647	170,584	1.1%
Other	16,312	12,749	-21.8%	241,713	198,292	-18.0%
Total Reserve 22	293,611	309,848	5.5%	3,787,127	3,572,394	-5.7%

Food & Beverage Director Jon Satinover coordinated the re-introduction of holiday specialty drinks, and guests responded well, enjoying the atmosphere of the holiday decorations, giving the restaurant and bar a second consecutive record for November sales. Reserve 22 remained open seven days per week for the month of December, and guests responded well.

Event Planning & Sales Manager Liz Lofgren was busy with an influx of inquiries for the holiday season, and continues to fill the 2025 calendar. Reserve 22 has become a very popular venue for all sorts of gatherings, as guests have overwhelmingly enjoyed the atmosphere, high-quality service, and, of course, excellent food and beverage offerings.

Staff is busy creating menus for special events like the Super Bowl and Valentine's Day, while catching their breath for the spring. Reserve 22 will be closed on Mondays and Tuesdays for January and February.



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

Meeting 1/31/2025 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Jon Satinover

**AGENDA ITEM (ID
2024-888)**

DOC ID: 2024-888

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 1/31/2025 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen, Jeff Vesevick

**AGENDA ITEM (ID
2024-889)**

DOC ID: 2024-889

Financial - Jeff Vesevick

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments:

1. Village Links - Financial Statements - November 2024
2. Village Links - Financial Statements - December 2024
3. Cash Balance Scenarios

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of November 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	\$ 129,987	\$ 134,076	\$ (4,089)	-3%	\$ 4,591,440	\$ 4,261,178	\$ 330,262	8%	
5520	Reserve 22 Revenues	3,420,400	179,755	195,671	(15,916)	-8%	3,282,545	3,493,517	(210,971)	-6%	
Total Revenues		\$ 7,356,400	\$ 309,742	\$ 329,747	\$ (20,005)	-6%	\$ 7,873,986	\$ 7,754,695	\$ 119,291	2%	
EXPENDITURES:											
55700	Administration	\$ 728,143	\$ 58,832	\$ 40,519	\$ 18,313	45%	\$ 558,864	\$ 460,049	\$ 98,815	21%	
55710	Golf Course Maintenance	1,334,997	142,246	90,762	51,485	57%	1,308,386	1,021,409	286,977	28%	
55720	Golf Services	962,366	90,970	62,495	28,475	46%	1,039,690	885,115	154,575	17%	
55730	Reserve 22	3,210,565	263,675	233,289	30,386	13%	3,061,226	3,031,113	30,113	1%	
55740	Stormwater Management	51,624	1,933	1,077	856	79%	14,000	18,338	(4,338)	-24%	
55750	Pro Shop Merchandise	154,960	18,062	5,609	12,453	222%	191,913	231,282	(39,369)	-17%	
55780	Motorized Carts	62,678	5,118	3,189	1,929	60%	66,745	64,699	2,046	3%	
557X5	Mechanical Maintenance	363,989	34,213	22,794	11,419	50%	348,240	288,839	59,401	21%	
Total Operating Expenses		\$ 6,869,322	\$ 615,050	\$ 459,734	\$ 155,316	34%	\$ 6,589,064	\$ 6,000,845	\$ 588,219	10%	
Operating Income (Loss)		\$ 487,078	\$ (305,308)	\$ (129,987)	\$ (175,321)	135%	\$ 1,284,922	\$ 1,753,850	\$ (468,928)	-27%	
Debt Service		301,900	-	-	-	0%	40,950	45,150	(4,200)	-9%	
Capital Expenditures		1,004,916	122,592	86,533	36,059	42%	1,137,405	511,458	625,947	122%	
CHANGE IN NET POSITION		\$ (819,738)	\$ (427,900)	\$ (216,520)	\$ (211,380)	98%	\$ 106,567	\$ 1,197,242	\$ (1,090,675)	-91%	

KEY METRICS

	<u>Goal</u>							
Personnel Expenses as % of Sales	52%	140%	82%	58%	48%	43%	5%	
Cash Balance (End of Month, in \$000's)	\$ 1,716	\$ 2,853	\$ 3,152	\$ (300)				

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of November 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	\$ 81,162	\$ 85,302	\$ (4,140)	-5%	\$ 2,899,205	\$ 2,610,247	\$ 288,958	11%
440554	Pro Shop - Sales	170,000	9,135	4,329	4,807	111%	209,651	257,837	(48,186)	-19%
440555	Motor Carts	600,000	17,528	24,984	(7,457)	-30%	705,841	689,168	16,673	2%
440556	Driving Range	450,000	11,281	11,720	(439)	-4%	537,690	481,461	56,229	12%
440557	Resident Cards	34,000	-	-	-	0%	35,315	35,305	10	0%
460100	Investment Income	56,000	6,139	5,686	453	8%	66,335	55,561	10,774	19%
489000	Miscellaneous Revenue	126,000	4,722	2,153	2,568	119%	137,459	132,123	5,336	4%
489100	Miscellaneous - Over/Short	-	21	(99)	120	-121%	(55)	(523)	468	-90%
	Total Revenues	\$ 3,936,000	\$ 129,987	\$ 134,076	\$ (4,089)	-3%	\$ 4,591,440	\$ 4,261,178	\$ 330,262	8%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 119,000	\$ 13,563	\$ 3,188	\$ 10,375	325%	\$ 156,861	\$ 201,855	\$ (44,993)	-22%
	Total Cost of Goods Sold	\$ 119,000	\$ 13,563	\$ 3,188	\$ 10,375	325%	\$ 156,861	\$ 201,855	\$ (44,993)	-22%
	Gross Profit	\$ 3,817,000	\$ 116,424	\$ 130,887	\$ (14,464)	-11%	\$ 4,434,579	\$ 4,059,323	\$ 375,256	9%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 1,173,740	\$ 154,139	\$ 90,137	\$ 64,002	71%	\$ 1,208,435	\$ 956,127	\$ 252,308	26%
510120	Salaries - Non-Pensionable	467,525	42,724	24,815	17,909	72%	446,611	424,136	22,476	5%
510200	Salaries - Overtime	16,000	4,876	953	3,923	412%	22,547	13,478	9,070	67%
510400	FICA Taxes	126,782	15,100	8,662	6,439	74%	125,797	104,498	21,299	20%
510500	IMRF	53,289	7,021	3,740	3,281	88%	54,199	39,585	14,613	37%
590600	Health Insurance	140,300	16,609	10,525	6,084	58%	133,018	117,287	15,732	13%
52XXXX	Contractual Services	1,044,721	73,804	53,098	20,706	39%	910,329	705,750	204,579	29%
53XXXX	Commodities	517,400	23,540	31,328	(7,788)	-25%	470,039	407,017	63,022	15%
	Total Operating Expenses	\$ 3,539,757	\$ 337,812	\$ 223,257	\$ 114,555	51%	\$ 3,370,976	\$ 2,767,877	\$ 603,100	22%
	Operating Income (Loss)	\$ 277,243	\$ (221,388)	\$ (92,369)	\$ (129,019)	140%	\$ 1,063,603	\$ 1,291,446	\$ (227,844)	-18%
	Operating Income (Loss) Percentage	7%	-170%	-69%			23%	30%		

KEY METRICS

	Goal								
Rounds Played	78,000	2,886	3,200	(314)	89,906	83,844	6,062		
Revenue Per Round	\$ 50.46	\$ 45.04	\$ 41.90	\$ 3.14	\$ 51.07	\$ 50.82	\$ 0.25		
Resident Cards Sold	N/A	-	-	-	2,813	2,701	112		
Cost of Goods Sold % - Pro Shop	70%	148%	74%	75%	75%	78%	-3%		
Personnel Expenses as % of Sales	50%	185%	104%	81%	43%	39%	5%		

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of November 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			\$ -	\$ -	\$ -		\$ 63,676	\$ 65,865	\$ (2,189)	
Hand Cart Rentals			1,662	1,074	588		35,887	27,651	8,236	
Golf Club Rentals			60	35	25		10,710	10,730	(20)	
Locker Rentals			-	100	(100)		200	2,380	(2,180)	
Illinois Sales Tax (1.75%)			366	354	12		4,393	4,359	35	
Glen Ellyn Food & Beverage Tax (1%)			34	32	2		450	436	15	
Tree Donation			-	-	-		500	1,950	(1,450)	
Miscellaneous			2,599	559	2,040		21,643	18,753	2,890	
Total		\$ 126,000	\$ 4,722	\$ 2,153	\$ 2,568		\$ 137,459	\$ 132,123	\$ 5,336	

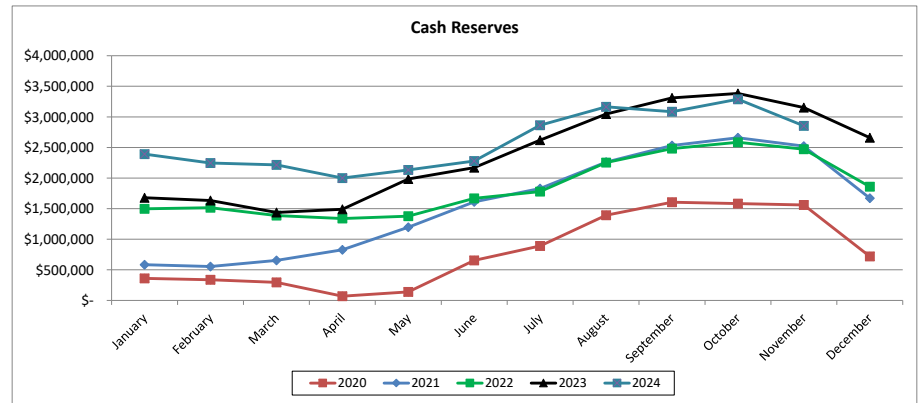
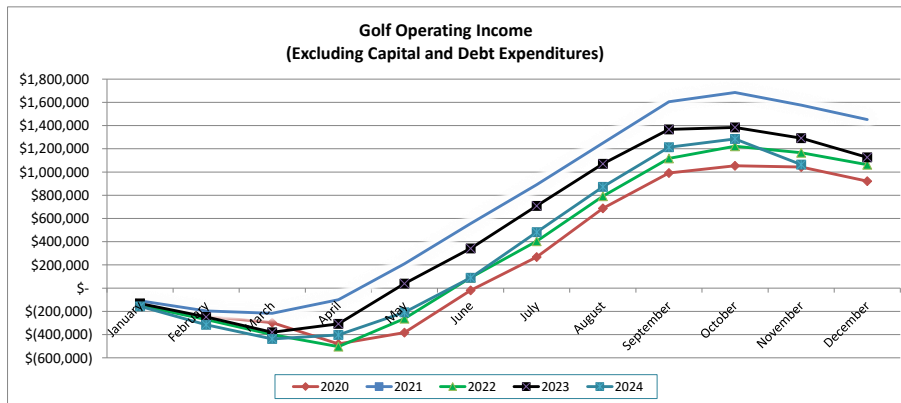
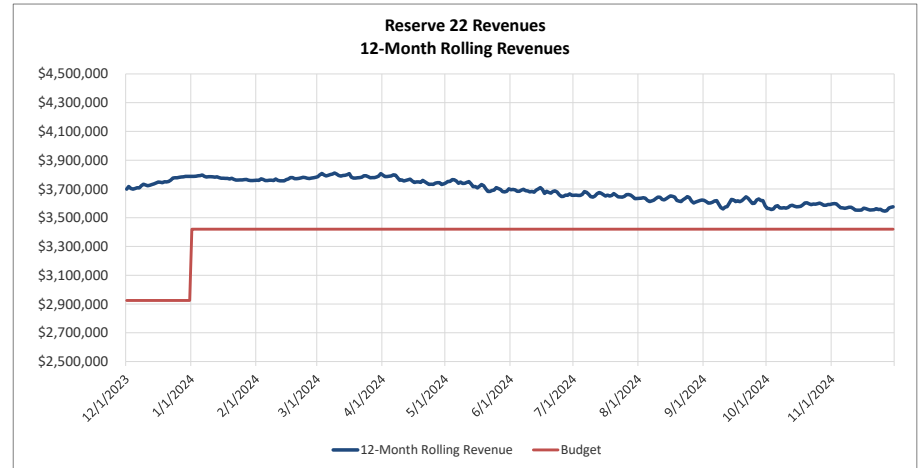
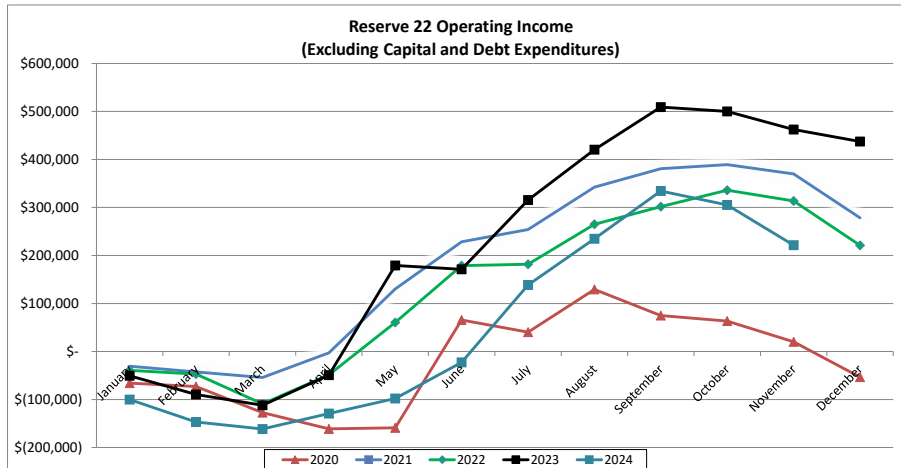
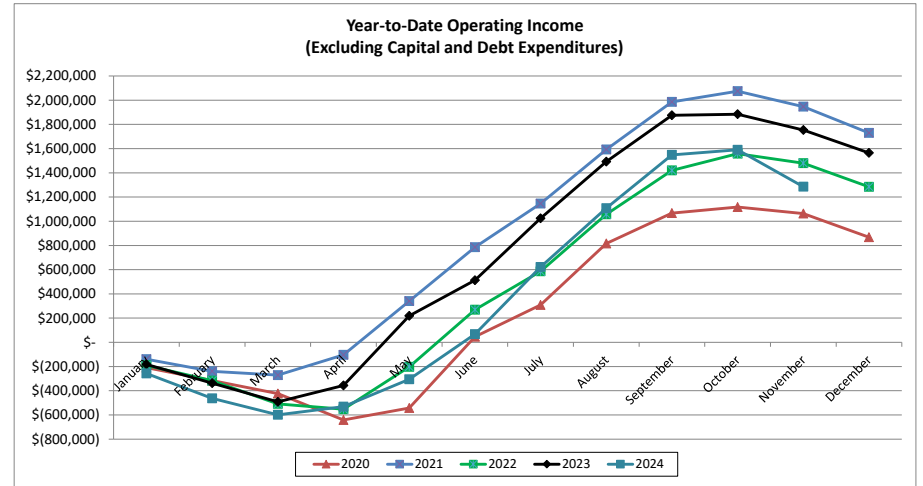
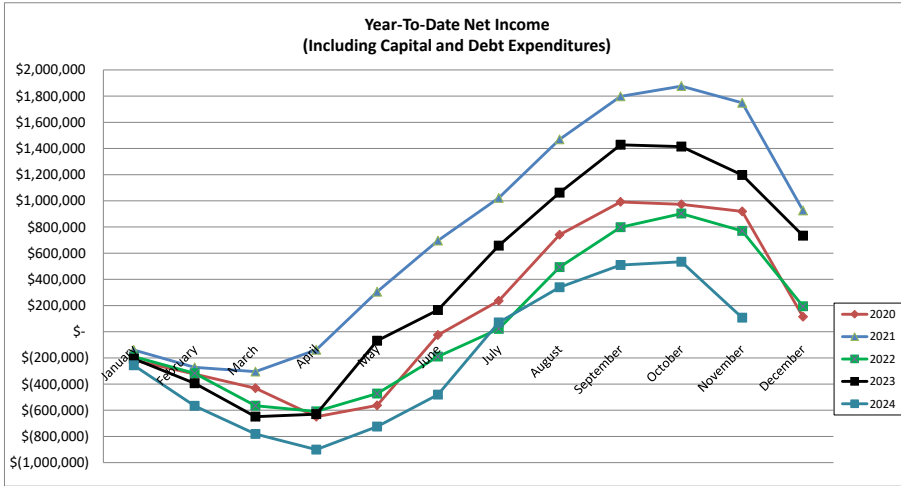
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of November 30, 2024

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	\$ 114,937	\$ 123,307	\$ (8,370)	-7%	\$ 1,814,273	\$ 1,952,962	\$ (138,689)	-7%
441101	Liquor	385,000	19,909	19,075	834	4%	440,034	421,106	18,929	4%
441102	Beer	560,000	19,342	20,647	(1,305)	-6%	521,676	545,210	(23,533)	-4%
441103	Wine	240,000	14,493	14,671	(178)	-1%	215,128	212,244	2,884	1%
441104	NA Beverages	115,000	4,035	5,306	(1,271)	-24%	117,523	142,518	(24,994)	-18%
441106	Room Charges	5,000	-	-	-	0%	2,295	2,583	(287)	-11%
441107	Service Charges	215,000	7,039	12,420	(5,382)	-43%	170,257	215,816	(45,559)	-21%
489000	Miscellaneous Revenue	400	-	245	(245)	-100%	1,359	1,080	279	26%
	Total Revenues	\$ 3,420,400	\$ 179,755	\$ 195,671	\$ (15,916)	-8%	\$ 3,282,545	\$ 3,493,517	\$ (210,971)	-6%
55730	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 145,600	\$ 8,632	\$ 5,451	\$ 3,181	58%	\$ 119,235	\$ 119,300	\$ (65)	0%
530401	Cost of Goods Sold - Wine	74,400	2,779	5,254	(2,475)	-47%	57,317	66,010	(8,693)	-13%
530402	Cost of Goods Sold - Liquor	80,850	3,052	5,000	(1,948)	-39%	89,083	94,000	(4,917)	-5%
530405	Cost of Goods Sold - NA Beverages	59,293	2,409	2,894	(484)	-17%	74,016	67,290	6,727	10%
530420	Cost of Goods Sold - Food	608,000	26,562	55,992	(29,429)	-53%	587,159	653,580	(66,421)	-10%
	Total Cost of Goods Sold	\$ 968,143	\$ 43,434	\$ 74,590	\$ (31,156)	-42%	\$ 926,811	\$ 1,000,180	\$ (73,369)	-7%
	Gross Profit	\$ 2,452,257	\$ 136,321	\$ 121,081	\$ 15,240	13%	\$ 2,355,735	\$ 2,493,337	\$ (137,602)	-6%
	Gross Profit Percentage	72%	76%	62%			72%	71%		
55730	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 687,284	\$ 99,034	\$ 63,811	\$ 35,223	55%	\$ 794,829	\$ 673,062	\$ 121,767	18%
510120	Salaries - Non-Pensionable	853,732	62,324	48,480	13,843	29%	686,839	728,057	(41,218)	-6%
510200	Salaries - Overtime	15,000	120	104	16	15%	4,669	11,715	(7,047)	-60%
510399	Tips Paid Through Payroll	-	(42)	(2,784)	2,742	-98%	(1,699)	(5,500)	3,801	-69%
510400	FICA Taxes	168,640	14,687	10,013	4,674	47%	143,639	137,283	6,356	5%
510500	IMRF	31,224	5,417	3,184	2,233	70%	44,282	35,102	9,181	26%
590600	Health Insurance	101,000	11,424	7,068	4,355	62%	82,155	59,271	22,884	39%
52XXXX	Contractual Services	199,542	16,029	17,337	(1,307)	-8%	211,361	207,605	3,756	2%
53XXXX	Commodities	186,000	11,248	11,485	(237)	-2%	168,341	184,338	(15,997)	-9%
	Total Operating Expenses	\$ 2,242,422	\$ 220,240	\$ 158,699	\$ 61,542	39%	\$ 2,134,416	\$ 2,030,934	\$ 103,482	5%
	Operating Income (Loss)	\$ 209,835	\$ (83,920)	\$ (37,618)	\$ (46,302)	123%	\$ 221,319	\$ 462,403	\$ (241,084)	-52%
	Operating Income (Loss) Percentage	6%	-47%	-19%			7%	13%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of November 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		\$ 133,297	\$ 111,510	\$ 21,787	20%	\$ 1,964,792	\$ 1,925,951	\$ 38,842	2%
Banquets	N/A		39,281	75,807	(36,527)	-48%	924,917	1,179,205	(254,288)	-22%
Other	N/A		7,177	8,354	(1,176)	-14%	392,837	388,361	4,475	1%
Total	\$ 3,420,400		\$ 179,755	\$ 195,671	\$ (15,916)	-8%	\$ 3,282,545	\$ 3,493,517	\$ (210,971)	-6%
Reserve 22 Revenues (Last 12 Months)	\$ 3,420,400						\$ 3,576,156	\$ 3,700,728	\$ (124,572)	-3%
Reserve 22 Expenses (Last 12 Months)	\$ 3,210,565						\$ 3,379,887	\$ 3,330,873	\$ 49,015	1%
# Guest Checks (Restaurant/Bar)	N/A		2,624	2,347	277		45,556	45,333	223	
Revenue Per Guest Check	N/A		\$ 50.80	\$ 47.51	\$ 3.29		\$ 43.13	\$ 42.48	\$ 0.64	
# Guests (Restaurant/Bar)	N/A		4,265	3,808	457		71,988	73,839	(1,851)	
Average Guest Spend	N/A		\$ 31.25	\$ 29.28	\$ 1.97		\$ 27.29	\$ 26.08	\$ 1.21	
Cost of Goods Sold %	28%		24%	38%	-14%		28%	29%	0%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer	26%		45%	26%	18%		23%	22%	1%	
Cost of Goods Sold - Wine	31%		19%	36%	-17%		27%	31%	-4%	
Cost of Goods Sold - Liquor	21%		15%	26%	-11%		20%	22%	-2%	
Cost of Goods Sold - NA Beverages	52%		60%	55%	5%		63%	47%	16%	
Cost of Goods Sold - Food	32%		23%	45%	-22%		32%	33%	-1%	
Personnel Expenses as % of Sales	54%		107%	68%	40%		53%	47%	6%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	83%		132%	106%	26%		82%	76%	6%	

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



VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of December 31, 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	\$ 88,872	\$ 83,628	\$ 5,244	6%	\$ 4,680,313	\$ 4,344,806	\$ 335,507	8%
5520	Reserve 22 Revenues	3,420,400	309,848	293,611	16,237	6%	3,592,393	3,787,128	(194,735)	-5%
Total Revenues		\$ 7,356,400	\$ 398,720	\$ 377,239	\$ 21,481	6%	\$ 8,272,706	\$ 8,131,934	\$ 140,772	2%
EXPENDITURES:										
55700	Administration	\$ 728,143	\$ 53,751	\$ 49,446	\$ 4,306	9%	\$ 612,616	\$ 509,495	\$ 103,121	20%
55710	Golf Course Maintenance	1,334,997	68,725	77,240	(8,515)	-11%	1,377,111	1,098,649	278,462	25%
55720	Golf Services	962,366	37,281	60,579	(23,298)	-38%	1,076,971	945,694	131,276	14%
55730	Reserve 22	3,210,565	275,726	318,661	(42,936)	-13%	3,336,952	3,349,775	(12,823)	0%
55740	Stormwater Management	51,624	1,283	1,931	(648)	-34%	15,283	20,269	(4,986)	-25%
55750	Pro Shop Merchandise	154,960	6,603	11,061	(4,457)	-40%	198,516	242,343	(43,827)	-18%
55780	Motorized Carts	62,678	-	1,714	(1,714)	-100%	66,745	66,414	331	0%
557X5	Mechanical Maintenance	363,989	29,927	46,302	(16,375)	-35%	378,167	335,141	43,025	13%
Total Operating Expenses		\$ 6,869,322	\$ 473,296	\$ 566,935	\$ (93,638)	-17%	\$ 7,062,360	\$ 6,567,780	\$ 494,580	8%
Operating Income (Loss)		\$ 487,078	\$ (74,576)	\$ (189,696)	\$ 115,119	-61%	\$ 1,210,346	\$ 1,564,154	\$ (353,808)	-23%
Debt Service		301,900	260,950	255,150	5,800	2%	301,900	300,300	1,600	1%
Capital Expenditures		1,004,916	-	19,370	(19,370)	-100%	1,137,405	530,828	606,577	114%
CHANGE IN NET POSITION		\$ (819,738)	\$ (335,526)	\$ (464,216)	\$ 128,690	-28%	\$ (228,959)	\$ 733,026	\$ (961,985)	-131%

KEY METRICS

	<u>Goal</u>							
Personnel Expenses as % of Sales	52%	64%	93%	-29%	48%	45%	3%	
Cash Balance (End of Month, in \$000's)	\$ 1,716	\$ 2,452	\$ 2,661	\$ (209)				

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of December 31, 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	\$ 74,419	\$ 73,170	\$ 1,249	2%	\$ 2,973,624	\$ 2,683,417	\$ 290,207	11%
440554	Pro Shop - Sales	170,000	6,332	1,881	4,451	237%	215,982	259,718	(43,736)	-17%
440555	Motor Carts	600,000	-	-	-	0%	705,841	689,168	16,673	2%
440556	Driving Range	450,000	1,208	1,166	42	4%	538,898	482,627	56,271	12%
440557	Resident Cards	34,000	-	-	-	0%	35,315	35,305	10	0%
460100	Investment Income	56,000	5,764	6,717	(953)	-14%	72,099	62,277	9,821	16%
489000	Miscellaneous Revenue	126,000	1,093	764	329	43%	138,552	132,887	5,665	4%
489100	Miscellaneous - Over/Short	-	56	(70)	126	-181%	2	(593)	594	-100%
	Total Revenues	\$ 3,936,000	\$ 88,872	\$ 83,628	\$ 5,244	6%	\$ 4,680,313	\$ 4,344,806	\$ 335,507	8%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 119,000	\$ 4,304	\$ 7,846	\$ (3,542)	-45%	\$ 161,165	\$ 209,701	\$ (48,536)	-23%
	Total Cost of Goods Sold	\$ 119,000	\$ 4,304	\$ 7,846	\$ (3,542)	-45%	\$ 161,165	\$ 209,701	\$ (48,536)	-23%
	Gross Profit	\$ 3,817,000	\$ 84,569	\$ 75,782	\$ 8,787	12%	\$ 4,519,148	\$ 4,135,105	\$ 384,043	9%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 1,173,740	\$ 86,290	\$ 111,465	\$ (25,175)	-23%	\$ 1,294,726	\$ 1,067,592	\$ 227,133	21%
510120	Salaries - Non-Pensionable	467,525	2,971	11,210	(8,239)	-73%	449,582	435,346	14,237	3%
510200	Salaries - Overtime	16,000	153	586	(433)	-74%	22,700	14,064	8,637	61%
510400	FICA Taxes	126,782	6,619	9,130	(2,511)	-28%	132,415	113,628	18,788	17%
510500	IMRF	53,289	3,793	4,570	(777)	-17%	57,992	44,155	13,837	31%
590600	Health Insurance	140,300	11,072	15,788	(4,715)	-30%	144,091	133,074	11,017	8%
52XXXX	Contractual Services	1,044,721	70,849	74,084	(3,235)	-4%	981,178	779,834	201,345	26%
53XXXX	Commodities	517,400	11,520	13,595	(2,075)	-15%	481,559	420,612	60,947	14%
	Total Operating Expenses	\$ 3,539,757	\$ 193,267	\$ 240,428	\$ (47,160)	-20%	\$ 3,564,244	\$ 3,008,304	\$ 555,939	18%
	Operating Income (Loss)	\$ 277,243	\$ (108,699)	\$ (164,646)	\$ 55,947	-34%	\$ 954,904	\$ 1,126,801	\$ (171,897)	-15%
	Operating Income (Loss) Percentage	7%	-122%	-197%			20%	26%		

KEY METRICS

	<u>Goal</u>								
Rounds Played	78,000	278	241	37		90,184	84,085	6,099	
Revenue Per Round	\$ 50.46	\$ 319.68	\$ 347.00	\$ (27.32)		\$ 51.90	\$ 51.67	\$ 0.23	
Resident Cards Sold	N/A	-	-	-		2,813	2,701	112	
Cost of Goods Sold % - Pro Shop	70%	68%	417%	-349%		75%	81%	-6%	
Personnel Expenses as % of Sales	50%	125%	183%	-58%		45%	42%	3%	

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of December 31, 2024

ORG/ OBJECT	DESCRIPTION	2024 BUDGET	MONTH				YEAR-TO-DATE			
			2024	2023	DIFF	% DIFF	2024	2023	DIFF	% DIFF
<u>MISCELLANEOUS REVENUE</u>										
<i>Miscellaneous Revenue includes the following items that don't fit into any of the major revenue categories:</i>										
	Adult & Junior Golf Lessons		\$ -	\$ -	\$ -		\$ 63,676	\$ 65,865	\$ (2,189)	
	Hand Cart Rentals		130	215	(85)		36,017	27,866	8,151	
	Golf Club Rentals		-	-	-		10,710	10,730	(20)	
	Locker Rentals		-	-	-		200	2,380	(2,180)	
	Illinois Sales Tax (1.75%)		240	253	(13)		4,633	4,611	22	
	Glen Ellyn Food & Beverage Tax (1%)		25	26	(2)		475	462	13	
	Tree Donation		-	-	-		500	1,950	(1,450)	
	Miscellaneous		698	270	428		22,341	19,023	3,318	
	Total	\$ 126,000	\$ 1,093	\$ 764	\$ 329		\$ 138,552	\$ 132,887	\$ 5,665	

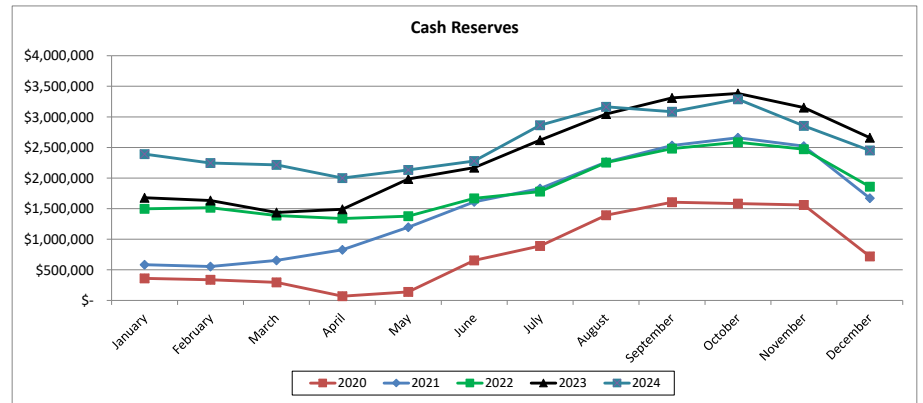
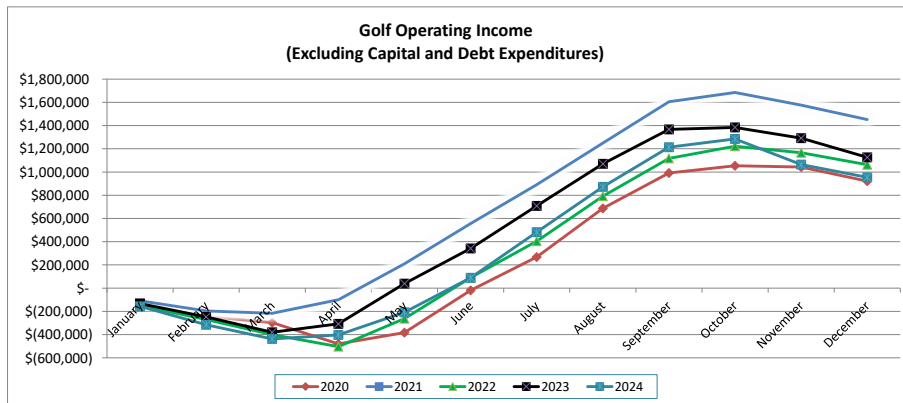
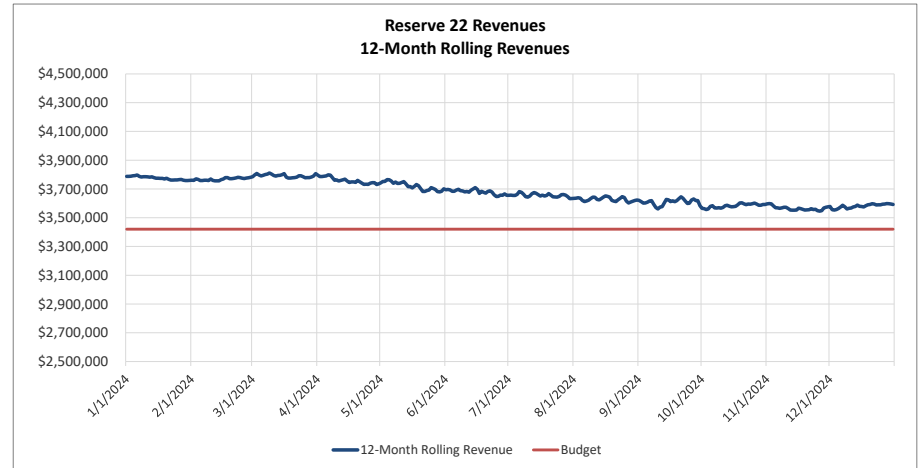
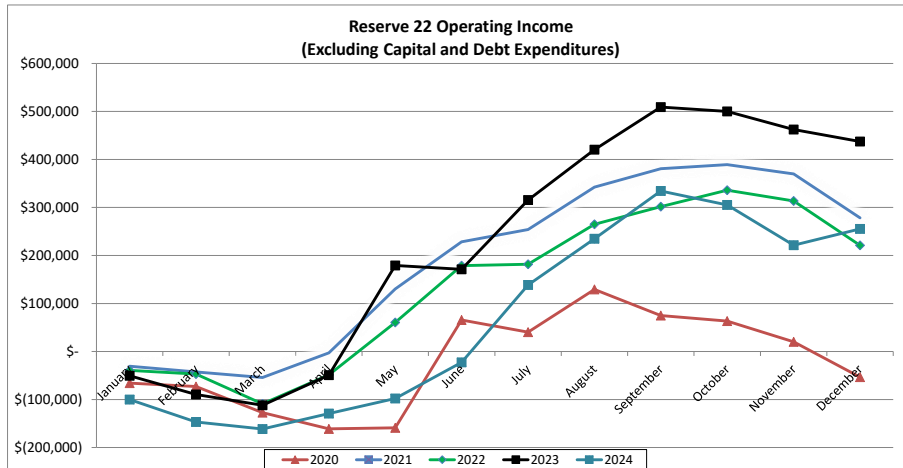
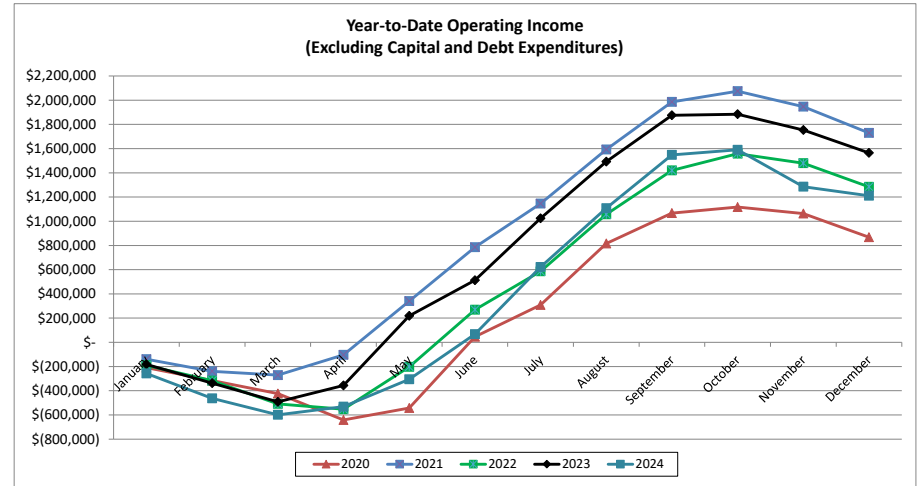
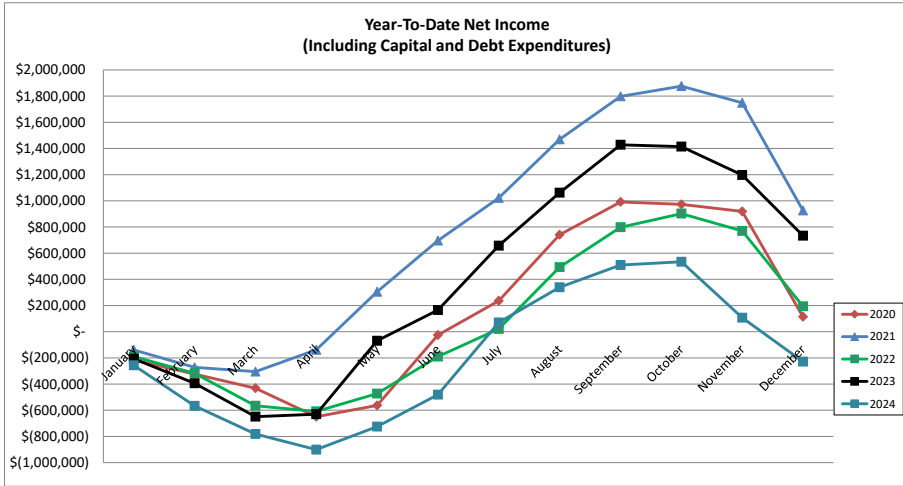
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of December 31, 2024

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	\$ 203,184	\$ 186,960	\$ 16,225	9%	\$ 2,017,457	\$ 2,139,921	\$ (122,464)	-6%
441101	Liquor	385,000	43,123	49,200	(6,077)	-12%	483,158	470,306	12,852	3%
441102	Beer	560,000	17,243	25,351	(8,108)	-32%	538,919	570,561	(31,642)	-6%
441103	Wine	240,000	23,712	31,332	(7,620)	-24%	238,840	243,576	(4,736)	-2%
441104	NA Beverages	115,000	4,734	(20,728)	25,462	-123%	122,257	121,789	468	0%
441106	Room Charges	5,000	449	150	299	199%	2,744	2,733	11	0%
441107	Service Charges	215,000	17,348	21,096	(3,748)	-18%	187,605	236,912	(49,307)	-21%
489000	Miscellaneous Revenue	400	54	250	(196)	-78%	1,413	1,330	83	6%
	Total Revenues	\$ 3,420,400	\$ 309,848	\$ 293,611	\$ 16,237	6%	\$ 3,592,393	\$ 3,787,128	\$ (194,735)	-5%
55730	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 145,600	\$ 6,149	\$ 5,379	\$ 769	14%	\$ 125,384	\$ 124,680	\$ 704	1%
530401	Cost of Goods Sold - Wine	74,400	9,717	5,694	4,023	71%	67,034	71,704	(4,670)	-7%
530402	Cost of Goods Sold - Liquor	80,850	5,986	7,390	(1,404)	-19%	95,069	101,390	(6,321)	-6%
530405	Cost of Goods Sold - NA Beverages	59,293	4,725	5,053	(328)	-6%	78,741	72,342	6,399	9%
530420	Cost of Goods Sold - Food	608,000	73,447	69,125	4,322	6%	660,606	722,705	(62,099)	-9%
	Total Cost of Goods Sold	\$ 968,143	\$ 100,022	\$ 92,640	\$ 7,382	8%	\$ 1,026,833	\$ 1,092,820	\$ (65,987)	-6%
	Gross Profit	\$ 2,452,257	\$ 209,825	\$ 200,971	\$ 8,854	4%	\$ 2,565,560	\$ 2,694,308	\$ (128,748)	-5%
	Gross Profit Percentage	72%	68%	68%			71%	71%		
55730	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 687,284	\$ 66,388	\$ 87,411	\$ (21,023)	-24%	\$ 861,216	\$ 760,473	\$ 100,744	13%
510120	Salaries - Non-Pensionable	853,732	54,781	77,035	(22,254)	-29%	741,620	805,092	(63,472)	-8%
510200	Salaries - Overtime	15,000	945	1,764	(820)	-46%	5,613	13,479	(7,866)	-58%
510399	Tips Paid Through Payroll	-	(3,128)	1,920	(5,048)	-263%	(4,827)	(3,579)	(1,247)	35%
510400	FICA Taxes	168,640	12,253	15,878	(3,625)	-23%	155,893	153,161	2,732	2%
510500	IMRF	31,224	3,934	4,831	(897)	-19%	48,216	39,933	8,283	21%
590600	Health Insurance	101,000	7,162	10,603	(3,440)	-32%	89,317	69,874	19,444	28%
52XXXX	Contractual Services	199,542	15,797	12,496	3,300	26%	227,157	220,101	7,056	3%
53XXXX	Commodities	186,000	17,572	14,082	3,489	25%	185,913	198,420	(12,508)	-6%
	Total Operating Expenses	\$ 2,242,422	\$ 175,703	\$ 226,021	\$ (50,318)	-22%	\$ 2,310,119	\$ 2,256,955	\$ 53,164	2%
	Operating Income (Loss)	\$ 209,835	\$ 34,122	\$ (25,050)	\$ 59,172	-236%	\$ 255,441	\$ 437,353	\$ (181,912)	-42%
	Operating Income (Loss) Percentage	6%	11%	-9%			7%	12%		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of December 31, 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	\$ 210,169	\$ 175,164	\$ 35,005	20%	\$ 2,174,961	\$ 2,101,115	\$ 73,847	4%
Banquets		N/A	99,560	118,133	(18,572)	-16%	1,024,477	1,297,338	(272,861)	-21%
Other		N/A	118	314	(196)	-62%	392,955	388,675	4,280	1%
Total	\$	3,420,400	\$ 309,848	\$ 293,611	\$ 16,237	6%	\$ 3,592,393	\$ 3,787,128	\$ (194,735)	-5%
Reserve 22 Revenues (Last 12 Months)	\$	3,420,400					\$ 3,592,393	\$ 3,787,128	\$ (194,735)	-5%
Reserve 22 Expenses (Last 12 Months)	\$	3,210,565					\$ 3,336,952	\$ 3,349,775	\$ (12,823)	0%
# Guest Checks (Restaurant/Bar)		N/A	3,642	2,972	670		49,198	48,305	893	
Revenue Per Guest Check		N/A	\$ 57.71	\$ 58.94	\$ (1.23)		\$ 44.21	\$ 43.50	\$ 0.71	
# Guests (Restaurant/Bar)		N/A	6,255	5,457	798		78,243	79,296	(1,053)	
Average Guest Spend		N/A	\$ 33.60	\$ 32.10	\$ 1.50		\$ 27.80	\$ 26.50	\$ 1.30	
Cost of Goods Sold %		28%	32%	32%	1%		29%	29%	0%	
Cost of Goods Sold % (By Category):										
Cost of Goods Sold - Beer		26%	36%	21%	14%		23%	22%	1%	
Cost of Goods Sold - Wine		31%	41%	18%	23%		28%	29%	-1%	
Cost of Goods Sold - Liquor		21%	14%	15%	-1%		20%	22%	-2%	
Cost of Goods Sold - NA Beverages		52%	100%	-24%	124%		64%	59%	5%	
Cost of Goods Sold - Food		32%	36%	37%	-1%		33%	34%	-1%	
Personnel Expenses as % of Sales		54%	47%	67%	-21%		53%	49%	4%	
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales		83%	79%	99%	-20%		82%	77%	4%	

Village Links / Reserve 22
Dashboard Financial Reports
As of December 31, 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)	204	(436)	(401)
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)	(401)
Worst	(269)	(63)	(218)	(225)	(11)	30	111	92	(80)	(102)	(231)	(852)

NEXT 12 MONTH CASH BALANCE SCENARIOS

	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>	2025 <u>SEP</u>	2025 <u>OCT</u>	2025 <u>NOV</u>
Avg	2,452	2,304	2,247	2,170	2,170	2,337	2,580	2,857	3,172	3,337	3,356	3,204
Best	2,452	2,352	2,394	2,490	2,490	2,993	3,509	3,958	4,458	4,730	4,934	4,913
Worst	2,452	2,183	2,120	1,902	1,902	1,891	1,921	2,032	2,124	2,044	1,942	1,711

actual



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

Meeting 1/31/2025 7:00 AM
Department: Village Links
Department Head: Jeff Vesevick
Category: Discussion Item
Prepared By: Steve Thompson

**AGENDA ITEM (ID
2024-890)**

DOC ID: 2024-890

Trustee Liaison - Steve Thompson

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments:

Reserve 22 "Decor Refresh" Proposal

CURRENT CHALLENGES:

- Reserve 22 receives lower ratings in the ambiance category (when not decorated), negatively impacting our overall scores. However, when the restaurant is well-decorated, ambiance ratings improve significantly, leading to better overall reviews.
- During the outdoor dining season, when patio tables are fully reserved, guests often opt to leave instead of eating inside.
- Restaurants are recommended to refresh/renovate every 5 years to stay ahead and continue attracting customers. (R22 last refresh was 7 years ago).
- As dining prices continue to soar, diners are pickier, and looking for overall "experiences."

Reviews (No Decor)

Reviews • Sep 23 - Sep 29

4.0

(8 reviews)



Ratings by category

	Overall Last 12 weeks	Overall Last week	Food Last week	Service Last week	Ambiance Last week
Reserve 22	4.5	4.0	4.4	3.7	3.7

Reviews • Sep 30 - Oct 06

4.3

(4 reviews)



Ratings by category

	Overall Last 12 weeks	Overall Last week	Food Last week	Service Last week	Ambiance Last week
Reserve 22	4.5	4.3	4.0	4.3	3.8

Reviews • Mar 04 - Mar 10

4.2

(10 reviews)



Ratings by category

	Overall Last 12 weeks	Overall Last week	Food Last week	Service Last week	Ambiance Last week
Reserve 22	4.5	4.2	4.1	4.1	3.8

Reviews (Pop-up/Winter Decoration)

Reviews • Dec 09 - Dec 15

4.9

(16 reviews)



Ratings by category

	Overall Last 12 weeks	Overall Last week	Food Last week	Service Last week	Ambiance Last week
Reserve 22	4.6	4.9	4.5	4.7	5.0

Reviews • Dec 30 - Jan 05

4.8

(20 reviews)



Ratings by category

	Overall Last 12 weeks	Overall Last week	Food Last week	Service Last week	Ambiance Last week
Reserve 22	4.6	4.8	4.4	4.6	4.9

Reviews • Jan 13 - Jan 19

4.6

(10 reviews)



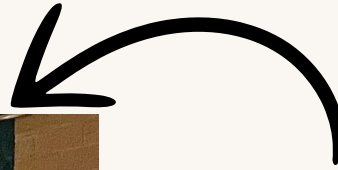
Ratings by category

	Overall Last 12 weeks	Overall Last week	Food Last week	Service Last week	Ambiance Last week
Reserve 22	4.6	4.6	4.4	4.6	4.9

OBJECTIVES:

- Improve overall atmosphere and create a more pleasant dining environment for indoor dining at Reserve 22.
- Attract diners during the golf off-season and when the patio is unavailable for use.
- Remain profitable (especially during the off-season).
- Update an important amenity for residents. (Just finished the golf side).
- Increase overall ratings, especially in the ambiance category.
- Align with the other dining establishments in the area.
- Bring the “outside” in (a design concept to incorporate natural elements and views of the outdoors).
- Adopt a design that will complement our popular holiday pop-up/winter theme.
- This design concept will also help with noise level (a common complaint).

CONCEPT:

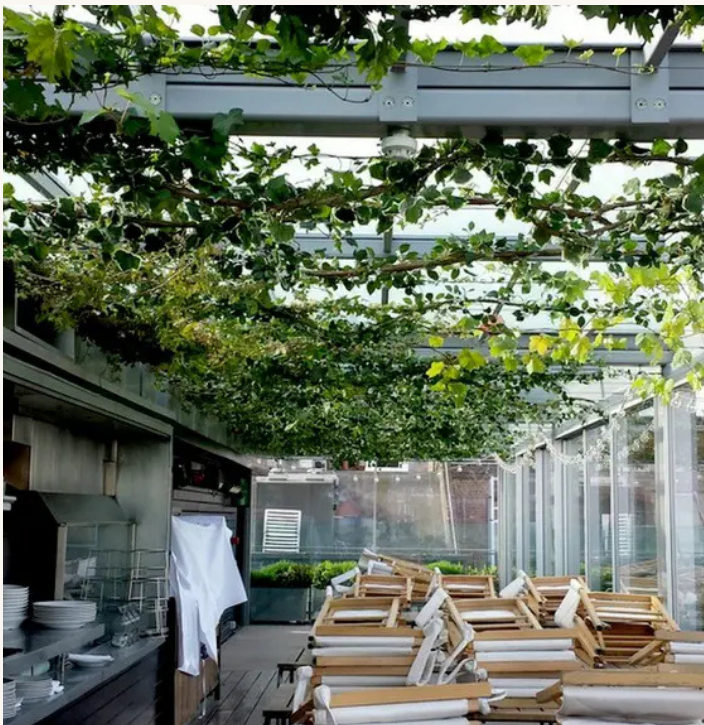


Moss and faux greens to cover back wall by booths. Overall effect is to soften the space without looking too feminine. Possible incorporation of some golf-related items and/or R22 sign.

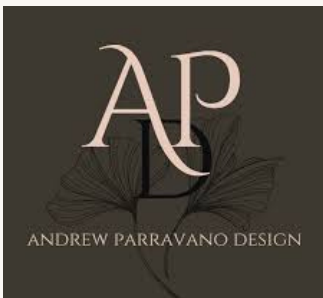
CONCEPT CON'T:



Two large free standing faux trees. Exact location to be determined on site. Large earthy containers are to be used to house the trees. Trees will reach up to and spread across the ceiling.



Over existing soffit, create a grid with faux vines and greenery to soften area and initial visuals walking into space. Greenery is not to be overdone, but tasteful and subtle. Also, not to hang too low as to interfere with daily traffic in area.



ANDREW PARRAVANO DESIGN QUOTE

Faux Wall

Moss and faux greens to partially cover back wall by booths. Wall is to be mainly green and accented with faux leaves. Overall effect is to soften the space without looking too feminine. Possible incorporation of some golf-related items, supplied by golf course. \$6,200.00

Wall Shelf

Creation of upper level faux garden with hanging vines. Effect is to create a visual barrier between entrance and dining room. Items to be used are to be mainly variations of green tones with some accent of color. Color is to be used in a natural manner and not to be over-stimulating. \$5,250.00

Dining Room Trees

Two large free-standing faux trees. Exact location to be determined on site. Large earthy containers are to be used to house the trees. Trees will reach up to and spread across the ceiling. \$8,400.00

Host Stand Ceiling

Over existing soffit, create a grid with faux vines and greenery to soften area and initial visuals walking into space. Greenery is not to be overdone, but tasteful and subtle. Also not to hang too low as to interfere with daily traffic in area. \$3,000.00

PLUS LABOR, **\$2500**

\$ TOTAL Dining Room Total: **\$25,350**

Referral/Reference: IL Sogno, Wheaton, IL

"Andrew truly does beautiful work. We got multiple compliments daily. It has brought a number of events to the restaurant due to the ambiance it brings. I will continue to recommend Andrew and we can't wait to add more!" - Rose (Owner of Il Sogno)

