Agenda
Village of Glen Ellyn
Recreation Commission Meeting
Friday, February 28, 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 - January 31, 2025

D. **Standing Reports**

1) Financial - Noel Allen

2) Manager's Report

a. Golf - Mike Campbell

b. Reserve 22 - Jon Satinover

c. Grounds - Andrew Cross

3) Trustee Liaison - Steve Thompson

E. **Old Business**

1) Master Plan Up-Date

F. **New Business**

G. **Next Meeting - March 28, 2025**

H. **Adjournment**

Minutes
Village of Glen Ellyn
Recreation Commission
Regular Meeting
January 31, 2025
7:00 AM
Village Links/Reserve 22

Board or Commission:	Recreation	**Date:**	January 31, 2025
Meeting:	Regular	**Called to Order:**	7:06 a.m.
Quorum:	Yes	**Adjourned:**	8:01 a.m.

MEMBER ATTENDANCE:

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

A. CALL TO ORDER/ROLL CALL

The January 31, 2025 meeting of the Recreation Commission was called to order at 7:06 a.m. at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairperson Scott.

B. APPROVAL OF MINUTES FROM November 22, 2024

APPROVAL OF MINUTES FROM November 22, 2024 MEETING

MOTION BY: Commissioner Carter

SECONDED BY: Commissioner Ozog

RESULT: Unanimous

C. PUBLIC COMMENT – None

D. ANNOUNCEMENT – None

E. STANDING REPORTS

1. *Manager – Jeff Vesevick* – Vesevick shared several updates regarding November and December, while November was not particularly impressive, it still ranked as the third-best November in the past 15 years. December, however, was underwhelming. The golf course officially closed on December 1, allowing staff to prepare for the winter. Though final numbers are not yet official, they indicate a 7% increase in rounds played for the year, which is a strong result. All categories showed growth, except for golf shop sales, which had minimal impact on overall performance. The redesigned golf shop received positive feedback from guests and was well-merchandised.

One of the most notable events in November was the Iron Man Open, a highly popular tournament that saw 52 teams competing on a mild day. Andrew Cross and his team prepared the course, completed final mows, and worked on getting equipment ready for the upcoming year. Additionally, Andrew is finalizing the Master Plan, which is nearing completion. All greens were top-dressed in preparation for next season.

On the restaurant side, Reserve 22 had a slower November and December, but overall, the restaurant and bar performed well for the year. The pop-up bar remains a strong draw, reinforcing the importance of creating an inviting atmosphere alongside great food and service to drive revenue. While the banquet business declined slightly, adjustments were made to ease pressure on the kitchen, and the venue still generated over $800,000 in banquet revenue, keeping operations profitable.

Looking ahead, Satinover is preparing for Super Bowl events, March Madness, and Valentine's Day. Additionally, a Winter Wonderland theme was introduced in January, aimed at adding warmth and a welcoming ambiance to the operation.

2. *Reserve 22 – Jon Satinover* – Satinover provided several updates, noting that banquet bookings are down, and efforts are underway to address the decline. The surge in demand following COVID has leveled off, prompting a refresh of the banquet space, including new carpeting and updated centerpieces.

One advantage of banquets is that when there are no bookings, there are no associated expenses. Overall, costs remained in line, with the exception of food costs, which increased by 1%. Despite this, all other financial categories showed improvement compared to the previous year. The year ended with a strong 4.7/5 customer satisfaction rating.

Recent events have been successful, including the Chili Cook-Off and the Winter Wonderland paired with Elsa-themed events, which book up once posted. The Elsa event is scheduled through February and is contributing positively to January's numbers. Additionally, labor costs should be lower due to proactive scheduling and management taking on key roles.

Looking ahead, the team is preparing for Super Bowl celebrations with a buffet, as well as a special menu for Restaurant Week. The spring menu is set to launch on April 1.

The team recently held an all-staff meeting, a practice now in its third year. The meeting facilitated productive discussions on teamwork, workplace culture, and customer interactions, making it a valuable session. Another key topic was hiring for the busy season, ensuring the team is fully staffed and ready when demand increases.

Vesevick and Julie Rusin have also discussed strategies to boost sales during the off-season, exploring ways to maintain strong revenue year-round.

3. *Financial – Jeff Vesevick* - Vesevick reported that the year was overall very successful. Year-end revenues increased by 2%, while expenses rose by 8% due to renovations. The operating income totaled $1.2 million, though the net position decreased by $228,000.

Despite this, the financial outlook remains strong, with golf contributing 78-80% of total profits. Looking ahead, maintaining this financial momentum is crucial, especially with the upcoming Master Plan.

4. *Trustee Liaison – Steve Thompson* - Trustee Thompson provided several updates on ongoing projects:
- The event park is progressing as planned.
- The train station project is also moving forward.
- The hotel project is advancing, but demolition has been temporarily halted as the EPA conducts an assessment for contaminants. Remediation efforts will resume once the assessment is complete and cleared to resume.
- The Full Circle affordable housing project will go before the Plan Commission on Thursday.
- The apartment complex at Glenwood Station is nearing completion, with occupancy expected in April or May.
- The townhomes on Route 53 continue to make steady progress.

F. NEW BUSINESS

1. *Reserve 22 Décor Discussion* **–** Julie Rusin, Marketing Strategist, presented a proposal to enhance the restaurant's ambiance with a décor refresh, distributing a detailed packet outlining the plan. She emphasized that when the restaurant is decorated, reservations increase, guest ratings improve, and ambiance scores on review platforms are higher.

   Current Challenges & Considerations:
   - Ambiance Matters: Guests frequently mention décor in their feedback, and ambiance ratings impact overall OpenTable scores.
   - Seasonal Transitions: During peak outdoor dining months, guests often leave if they can’t get an outdoor table, even when indoor seating is available. The proposed refresh aims to bring outdoor elements inside, making the indoor space more inviting.

- Industry Standards: Restaurants typically undergo a refresh every five years to stay competitive, but Reserve 22's last update was seven years ago, and signs of wear are showing.
- Evolving Expectations: With rising dining costs, customers expect more than just a meal—they want a memorable dining experience, particularly weekend diners beyond the golf crowd.

The Proposed Design Refresh:
Julie mentioned she was inspired by Il Sogno's recent décor transformation and consulted Andrew's Garden, a local florist-turned-floral design business. Andrew developed a concept to bring nature indoors, incorporating faux greenery and moss to soften the restaurant's atmosphere and give it a classier, more inviting feel.

- Minimal Structural Changes: No major renovations—just the addition of greenery to complement existing holiday pop-ups.
- Low Maintenance: Cleaning would require only occasional compressed air.
- Cost-Effective: The proposed refresh costs $25,000, significantly less than the $100,000 spent on the last update.
- Budget Allocation: Carpet replacement was initially budgeted at $50,000 but came in at $25,000, covering the cost of the greenery refresh.

The goal is to begin in March and complete the refresh by spring break.

The Recreation Commission unanimously approved the restaurant refresh proposal.

G. OLD BUSINESS - Manager Vesevick announced that this would be his final meeting, as he will be retiring on February 13 after 30 years at Village Links. Reflecting on his tenure, he expressed gratitude for the opportunity and thanked everyone for their support, collaboration, and the meaningful relationships he has built over the years.

He shared that Noel Allen has been selected as the next Village Links Manager. Vesevick noted that while he will be retiring in Texas, he plans to return for a few months in the summer and is looking forward to reconnecting. He concluded by expressing confidence in the dedicated and talented staff he is leaving behind.

The Recreation Commission thanks Vesevick for his years of service.

H. NEXT MEETING - February 28, 2025

I. ADJOURNMENT
Commissioner Carter motioned and Commissioner Coldiron seconded to adjourn the meeting. The meeting was adjourned at 8:01 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 2/28/2025 7:00 AM
Department: Village Links
Department Head: Noel Allen
Category: Report
Prepared By: Ann Pedersen, Noel Allen

AGENDA ITEM (ID # 2025-88)

DOC ID: 2025-88

Financial - Noel Allen

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments:
1. Village Links - Financial Statements - January 2025
2. Cash Balance Scenarios

VILLAGE LINKS
GLEN ELLYN

RESERVE 22
TWENTY-TWO

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2025

ORG	DESCRIPTION	2025 BUDGET	MONTH 2025	MONTH 2024	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2025	YEAR-TO-DATE 2024	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	REVENUES:									
5500	Village Links Revenues	$ 4,391,100	$ 13,600	$ 7,859	$ 5,741	73%	$ 13,600	$ 7,859	$ 5,741	73%
5520	Reserve 22 Revenues	3,748,450	105,059	74,556	30,503	41%	105,059	74,556	30,503	41%
	Total Revenues	**$ 8,139,550**	**$ 118,659**	**$ 82,415**	**$ 36,244**	**44%**	**$ 118,659**	**$ 82,415**	**$ 36,244**	**44%**
	EXPENDITURES:									
55700	Administration	$ 802,432	$ 74,498	$ 52,342	$ 22,156	42%	$ 74,498	$ 52,342	$ 22,156	42%
55710	Golf Course Maintenance	1,452,748	70,185	41,072	29,113	71%	70,185	41,072	29,113	71%
55720	Golf Services	1,111,406	36,999	42,326	(5,327)	-13%	36,999	42,326	(5,327)	-13%
55730	Reserve 22	3,358,636	199,194	174,855	24,339	14%	199,194	174,855	24,339	14%
55740	Stormwater Management	51,585	1,333	480	852	178%	1,333	480	852	178%
55750	Pro Shop Merchandise	175,053	3,728	(5,055)	8,784	-174%	3,728	(5,055)	8,784	-174%
55780	Motorized Carts	68,060	-	-	-	0%	-	-	-	0%
557X5	Mechanical Maintenance	417,756	19,780	33,281	(13,500)	-41%	19,780	33,281	(13,500)	-41%
	Total Operating Expenses	$ 7,437,676	$ 405,717	$ 339,301	$ 66,416	20%	$ 405,717	$ 339,301	$ 66,416	20%
	Operating Income (Loss)	**$ 701,874**	**$ (287,058)**	**$ (256,885)**	**$ (30,172)**	**12%**	**$ (287,058)**	**$ (256,885)**	**$ (30,172)**	**12%**
	Debt Service	303,100	-	-	-	0%	-	-	-	0%
	Capital Expenditures	460,100	16,381	-	16,381	0%	16,381	-	16,381	0%
	CHANGE IN NET POSITION	**$ (61,326)**	**$ (303,438)**	**$ (256,885)**	**$ (46,553)**	**18%**	**$ (303,438)**	**$ (256,885)**	**$ (46,553)**	**18%**

KEY METRICS

	Goal	MONTH 2025	MONTH 2024	MONTH DIFF	YTD 2025	YTD 2024	YTD DIFF
Personnel Expenses as % of Sales	*50%*	*196%*	*266%*	*-70%*	*196%*	*266%*	*-70%*
Cash Balance (End of Month, in $000's)	*$ 1,860*	*$ 2,156*	*$ 2,391*	*$ (235)*			

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of January 31, 2025

ORG/ OBJECT	DESCRIPTION	2025 BUDGET	MONTH 2025	MONTH 2024	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2025	YEAR-TO-DATE 2024	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5500	**VILLAGE LINKS REVENUES:**									
440550	Green Fees	$ 2,800,000	$ 179	$ (229)	$ 408	-178%	$ 179	$ (229)	$ 408	-178%
440554	Pro Shop - Sales	200,000	1,431	356	1,075	302%	1,431	356	1,075	302%
440555	Motor Carts	650,000	-	-	-	0%	-	-	-	0%
440556	Driving Range	500,000	270	127	143	113%	270	127	143	113%
440557	Resident Cards	35,000	1,505	560	945	169%	1,505	560	945	169%
460100	Investment Income	60,000	7,005	6,634	371	6%	7,005	6,634	371	6%
489000	Miscellaneous Revenue	146,100	3,204	406	2,798	690%	3,204	406	2,798	690%
489100	Miscellaneous - Over/Short	-	7	5	2	32%	7	5	2	32%
	Total Revenues	**$ 4,391,100**	**$ 13,600**	**$ 7,859**	**$ 5,741**	**73%**	**$ 13,600**	**$ 7,859**	**$ 5,741**	**73%**
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	$ 140,000	$ 1,486	$ (7,889)	$ 9,376	-119%	$ 1,486	$ (7,889)	$ 9,376	-119%
	Total Cost of Goods Sold	**$ 140,000**	**$ 1,486**	**$ (7,889)**	**$ 9,376**	**-119%**	**$ 1,486**	**$ (7,889)**	**$ 9,376**	**-119%**
	Gross Profit	**$ 4,251,100**	**$ 12,113**	**$ 15,748**	**$ (3,635)**	**-23%**	**$ 12,113**	**$ 15,748**	**$ (3,635)**	**-23%**
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 1,314,522	$ 87,604	$ 84,916	$ 2,688	3%	$ 87,604	$ 84,916	$ 2,688	3%
510120	Salaries - Non-Pensionable	488,163	169	507	(338)	-67%	169	507	(338)	-67%
510200	Salaries - Overtime	23,500	64	-	64	0%	64	-	64	0%
510400	FICA Taxes	139,705	6,507	6,313	194	3%	6,507	6,313	194	3%
510500	IMRF	68,670	4,422	3,724	699	19%	4,422	3,724	699	19%
590600	Health Insurance	146,100	11,072	11,095	(23)	0%	11,072	11,095	(23)	0%
52XXXX	Contractual Services	1,178,430	91,020	59,297	31,723	53%	91,020	59,297	31,723	53%
53XXXX	Commodities	579,950	4,178	6,483	(2,304)	-36%	4,178	6,483	(2,304)	-36%
	Total Operating Expenses	**$ 3,939,040**	**$ 205,037**	**$ 172,335**	**$ 32,702**	**19%**	**$ 205,037**	**$ 172,335**	**$ 32,702**	**19%**
	Operating Income (Loss)	**$ 312,060**	**$ (192,923)**	**$ (156,587)**	**$ (36,337)**	**23%**	**$ (192,923)**	**$ (156,587)**	**$ (36,337)**	**23%**
	Operating Income (Loss) Percentage	**7%**	**-1419%**	**-1992%**			**-1419%**	**-1992%**		

KEY METRICS

	Goal	MONTH 2025	MONTH 2024	MONTH DIFF	YTD 2025	YTD 2024	YTD DIFF
Rounds Played	*80,000*	*38*	*17*	*21*	*38*	*17*	*21*
Revenue Per Round	*$ 54.89*	*$ 357.89*	*$ 462.30*	*$ (104.41)*	*$ 357.89*	*$ 462.30*	*$ (104.41)*
Resident Cards Sold	*N/A*	*154*	*57*	*97*	*154*	*57*	*97*
Cost of Goods Sold % - Pro Shop	*70%*	*104%*	*-2216%*	*2320%*	*104%*	*-2216%*	*2320%*
Personnel Expenses as % of Sales	*50%*	*808%*	*1356%*	*-548%*	*808%*	*1356%*	*-548%*

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of January 31, 2025

ORG/ OBJECT	DESCRIPTION	2025 BUDGET	MONTH 2025	MONTH 2024	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2025	YEAR-TO-DATE 2024	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	MISCELLANEOUS REVENUE									
	Miscellaneous Revenue includes the following items that don't fit into any of the major revenue categories:									
	Adult & Junior Golf Lessons		$ -	$ -	$ -		$ -	$ -	$ -	
	Hand Cart Rentals		30	5	25		30	5	25	
	Golf Club Rentals		-	-	-		-	-	-	
	Locker Rentals		800	-	800		800	-	800	
	Illinois Sales Tax (1.75%)		371	361	10		371	361	10	
	Glen Ellyn Food & Beverage Tax (1%)		41	40	1		41	40	1	
	Tree Donation		-	-	-		-	-	-	
	Miscellaneous		1,962	-	1,962		1,962	-	1,962	
	Total	$ 146,100	$ 3,204	$ 406	$ 2,798		$ 3,204	$ 406	$ 2,798	

VILLAGE LINKS GLEN ELLYN | RESERVE 22 TWENTY-TWO

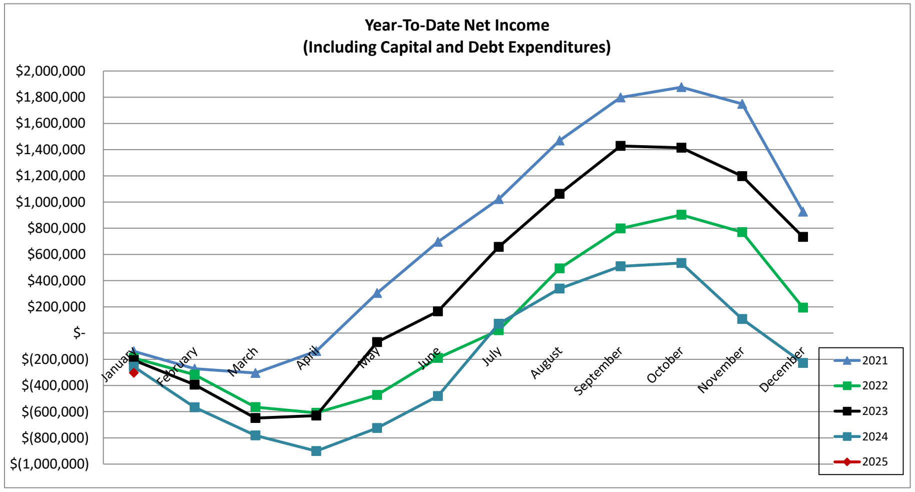
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2025

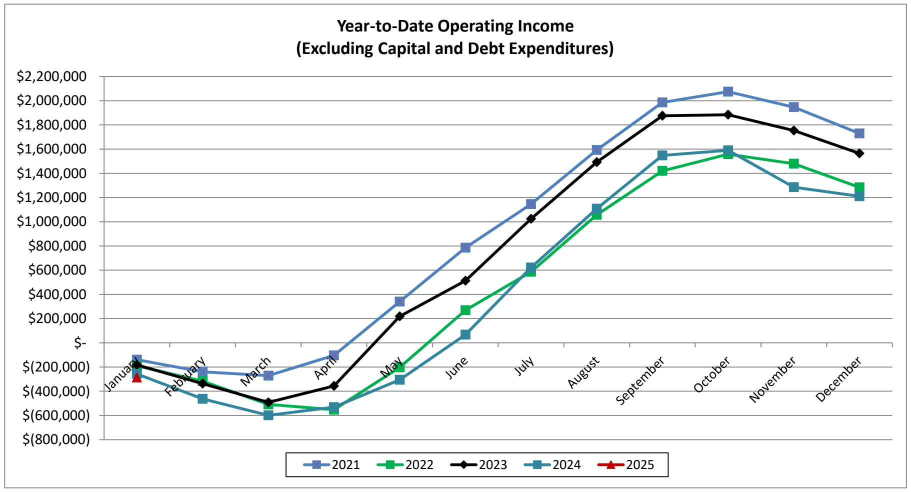
ORG/ OBJECT	DESCRIPTION	2025 BUDGET	MONTH 2025	MONTH 2024	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2025	YEAR-TO-DATE 2024	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5520	**RESERVE 22 REVENUES:**									
441100	Food	$ 2,111,500	$ 69,133	$ 49,713	$ 19,420	39%	$ 69,133	$ 49,713	$ 19,420	39%
441101	Liquor	483,800	9,169	6,221	2,948	47%	9,169	6,221	2,948	47%
441102	Beer	557,100	6,788	5,114	1,673	33%	6,788	5,114	1,673	33%
441103	Wine	242,900	10,883	6,750	4,133	61%	10,883	6,750	4,133	61%
441104	NA Beverages	121,500	1,808	1,470	338	23%	1,808	1,470	338	23%
441106	Room Charges	3,800	60	68	(8)	-12%	60	68	(8)	-12%
441107	Service Charges	227,600	7,219	5,220	1,999	38%	7,219	5,220	1,999	38%
489000	Miscellaneous Revenue	250	-	-	-	0%	-	-	-	0%
	Total Revenues	**$ 3,748,450**	**$ 105,059**	**$ 74,556**	**$ 30,503**	**41%**	**$ 105,059**	**$ 74,556**	**$ 30,503**	**41%**
55730	**COST OF GOODS SOLD:**									
530400	Cost of Goods Sold - Beer	$ 144,850	$ 3,184	$ 2,474	$ 710	29%	$ 3,184	$ 2,474	$ 710	29%
530401	Cost of Goods Sold - Wine	75,300	3,822	3,109	713	23%	3,822	3,109	713	23%
530402	Cost of Goods Sold - Liquor	101,600	1,034	1,419	(385)	-27%	1,034	1,419	(385)	-27%
530405	Cost of Goods Sold - NA Beverages	63,180	922	1,533	(611)	-40%	922	1,533	(611)	-40%
530420	Cost of Goods Sold - Food	675,680	27,591	15,978	11,613	73%	27,591	15,978	11,613	73%
	Total Cost of Goods Sold	**$ 1,060,610**	**$ 36,552**	**$ 24,512**	**$ 12,040**	**49%**	**$ 36,552**	**$ 24,512**	**$ 12,040**	**49%**
	Gross Profit	**$ 2,687,840**	**$ 68,507**	**$ 50,044**	**$ 18,463**	**37%**	**$ 68,507**	**$ 50,044**	**$ 18,463**	**37%**
	Gross Profit Percentage	**72%**	**65%**	**67%**			**65%**	**67%**		
55730	**OTHER OPERATING EXPENSES:**									
510100	Salaries - Pensionable	$ 838,556	$ 64,841	$ 58,925	$ 5,915	10%	$ 64,841	$ 58,925	$ 5,915	10%
510120	Salaries - Non-Pensionable	749,543	37,455	35,190	2,265	6%	37,455	35,190	2,265	6%
510200	Salaries - Overtime	7,500	-	40	(40)	-100%	-	40	(40)	-100%
510399	Tips Paid Through Payroll	-	8,251	5,108	3,142	62%	8,251	5,108	3,142	62%
510400	FICA Taxes	153,178	9,404	8,265	1,140	14%	9,404	8,265	1,140	14%
510500	IMRF	43,689	3,958	3,131	828	26%	3,958	3,131	828	26%
590600	Health Insurance	85,500	7,162	7,068	94	1%	7,162	7,068	94	1%
52XXXX	Contractual Services	227,560	19,870	19,963	(94)	0%	19,870	19,963	(94)	0%
53XXXX	Commodities	192,500	11,700	12,652	(952)	-8%	11,700	12,652	(952)	-8%
	Total Operating Expenses	**$ 2,298,026**	**$ 162,641**	**$ 150,343**	**$ 12,299**	**8%**	**$ 162,641**	**$ 150,343**	**$ 12,299**	**8%**
	Operating Income (Loss)	**$ 389,814**	**$ (94,134)**	**$ (100,299)**	**$ 6,165**	**-6%**	**$ (94,134)**	**$ (100,299)**	**$ 6,165**	**-6%**
	Operating Income (Loss) Percentage	**10%**	**-90%**	**-135%**			**-90%**	**-135%**		

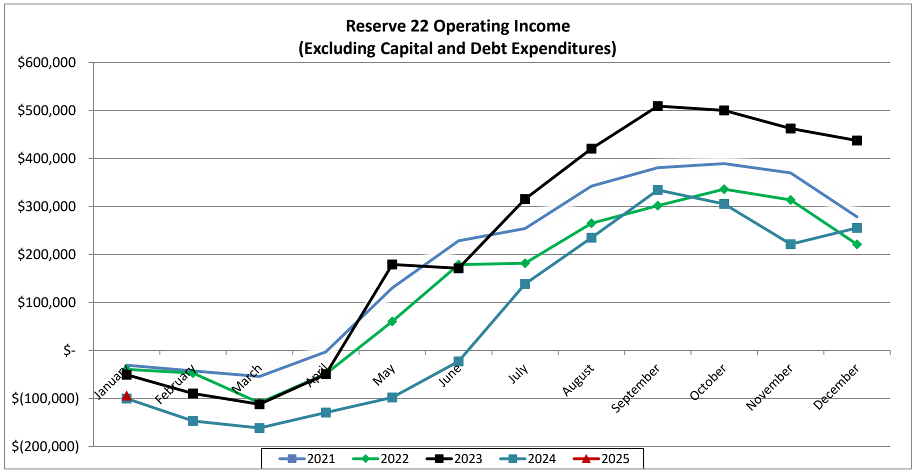
RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2025

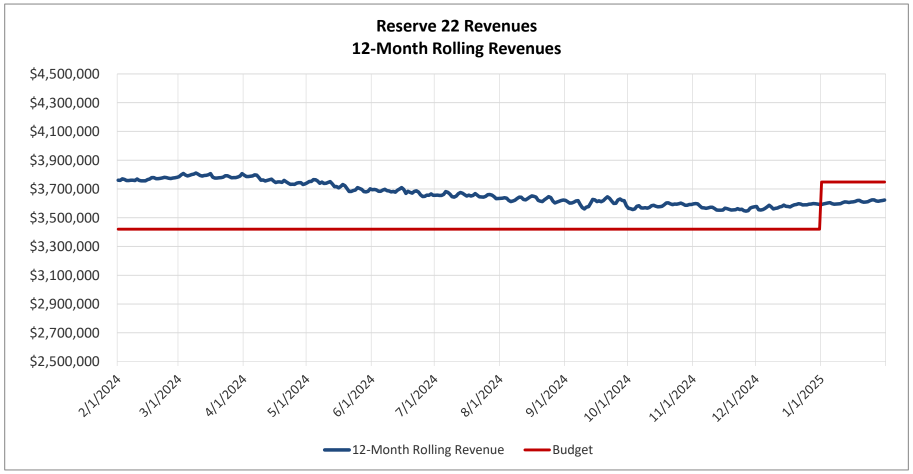
ORG/ OBJECT	DESCRIPTION	2025 BUDGET	MONTH 2025	MONTH 2024	MONTH DIFF	MONTH % DIFF	YTD 2025	YTD 2024	YTD DIFF	YTD % DIFF
	KEY METRICS									
		Goal								
	Revenue Source:									
	Restaurant/Bar	*N/A*	*$ 63,215*	*$ 45,013*	*$ 18,202*	*40%*	*$ 63,215*	*$ 45,013*	*$ 18,202*	*40%*
	Banquets	*N/A*	*41,833*	*29,544*	*12,289*	*42%*	*41,833*	*29,544*	*12,289*	*42%*
	Other	*N/A*	*12*	*-*	*12*	*0%*	*12*	*-*	*12*	*0%*
	Total	*$ 3,748,450*	*$ 105,059*	*$ 74,556*	*$ 30,503*	*41%*	*$ 105,059*	*$ 74,556*	*$ 30,503*	*41%*
	Reserve 22 Revenues (Last 12 Months)	*$ 3,748,450*					$ 3,622,896	$ 3,759,959	*$ (137,062)*	*-4%*
	Reserve 22 Expenses (Last 12 Months)	*$ 3,358,636*					$ 3,361,290	$ 3,372,505	*$ (11,214)*	*0%*
	# Guest Checks (Restaurant/Bar)	*N/A*	*1,316*	*1,087*	*229*		*1,316*	*1,087*	*229*	
	Revenue Per Guest Check	*N/A*	*$ 48.04*	*$ 41.41*	*$ 6.63*		*$ 48.04*	*$ 41.41*	*$ 6.63*	
	# Guests (Restaurant/Bar)	*N/A*	*2,043*	*1,681*	*362*		*2,043*	*1,681*	*362*	
	Average Guest Spend	*N/A*	*$ 30.94*	*$ 26.78*	*$ 4.16*		*$ 30.94*	*$ 26.78*	*$ 4.16*	
	Cost of Goods Sold %	*28%*	*35%*	*33%*	*2%*		*35%*	*33%*	*2%*	
	Cost of Goods Sold % (By Category):									
	Cost of Goods Sold - Beer	*26%*	*47%*	*48%*	*-1%*		*47%*	*48%*	*-1%*	
	Cost of Goods Sold - Wine	*31%*	*35%*	*46%*	*-11%*		*35%*	*46%*	*-11%*	
	Cost of Goods Sold - Liquor	*21%*	*11%*	*23%*	*-12%*		*11%*	*23%*	*-12%*	
	Cost of Goods Sold - NA Beverages	*52%*	*51%*	*104%*	*-53%*		*51%*	*104%*	*-53%*	
	Cost of Goods Sold - Food	*32%*	*40%*	*32%*	*8%*		*40%*	*32%*	*8%*	
	Personnel Expenses as % of Sales	*50%*	*117%*	*151%*	*-34%*		*117%*	*151%*	*-34%*	
	Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	*78%*	*152%*	*184%*	*-32%*		*152%*	*184%*	*-32%*	

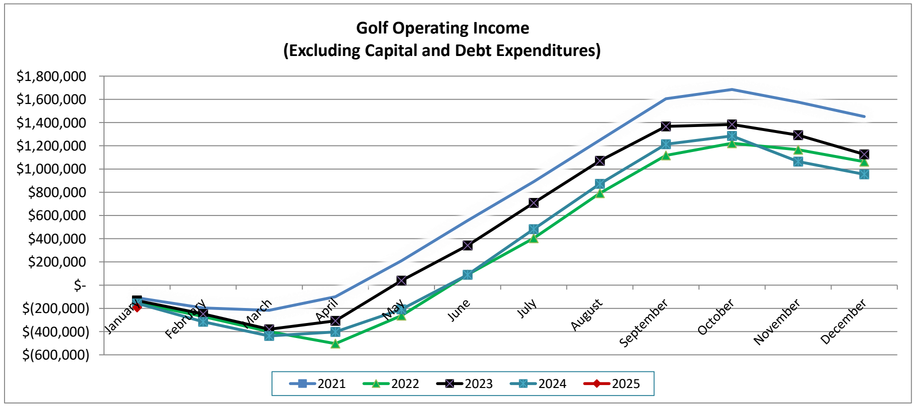
Village Links / Reserve 22
Dashboard Financial Reports
As of January 31, 2025

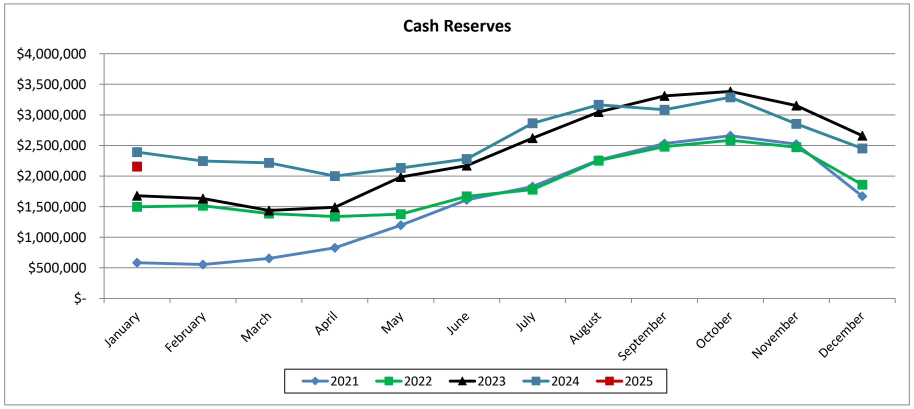












VILLAGE LINKS / RESERVE 22
MONTHLY CASH INCREASE/DECREASE HISTORY (000)

	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	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)
2025	(296)											

Avg	(160)	(57)	(77)	(46)	167	243	277	315	165	18	(151)	(664)
Best	(100)	42	96	172	503	516	449	500	272	204	(21)	(401)
Worst	(296)	(270)	(218)	(225)	(11)	30	111	92	(80)	(102)	(436)	(852)

NEXT 12 MONTH CASH BALANCE SCENARIOS

	2025 JAN	2025 FEB	2025 MAR	2025 APR	2025 MAY	2025 JUN	2025 JUL	2025 AUG	2025 SEP	2025 OCT	2025 NOV	2025 DEC
Avg	2,156	2,099	2,022	1,976	2,143	2,386	2,663	2,978	3,144	3,162	3,010	2,347
Best	2,156	2,198	2,294	2,466	2,969	3,485	3,934	4,434	4,706	4,910	4,889	4,488
Worst	2,156	1,886	1,668	1,443	1,432	1,462	1,573	1,665	1,585	1,483	1,047	195
	actual											

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

Meeting 2/28/2025 7:00 AM
Department: Village Links
Department Head: Noel Allen
Category: Report
Prepared By: Noel Allen, Mike Campbell, Jon Satinover, Andrew Cross

AGENDA ITEM (ID # 2025-89)

DOC ID: 2025-89

Manager's Report

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments:
1. Manager's Report - January 2025

VILLAGE LINKS
GLEN ELLYN

RESERVE 22 TWENTY-TWO

"Committed to Excellence since 1967"

Manager's Report for JANUARY 2025

Submitted by Noel Allen, General Manager

January 2025 was colder and dryer than average. Looking at January observations from O'Hare, average temperature was 22.6°F (2.6°F below normal), precipitation was 0.01" below normal at 1.98" (1.75" was rain on frozen soil on the last two days of the month), and snowfall was 4.6" which is 6.7" below normal.

High Temperatures In January																				
	2025	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
70º days																				
60º days													1					2		
50º days			2			1	2	5	1				3	5	1			1	2	3
40º days	6		10			6	3	6	7	8	3	2	6	11		2		5	8	16
30º days	8	23	12		22	20	13	8	15	12	17	10	10	7	9	9	8	8	10	11
20º days	11	1	5		9	3	5	5	4	8	4	7	8	6	18	14	13	8	11	1
10º days	4	3	1			1	6	5	3	2	4	7	3	2	2	6	8	4		
0º days	2	1	1				2	2	1	1	3	4			1		2	3		
-10º days		2										1								
Rain	1.98"				1.9"	.05"	0.4"	1.5"	2.9"	0.3"			3.2"	0.8"	0.2"	0.6"		0.1"	1.1"	2.6"
Snow	4.6"	16.1"	9.9"		21.9"	10.5"	15.5"	4.7"	0"	2.8"	13.5"	34"	1"	12"	6"	12"	22.3"	11"	3"	6"

GOLF

Rounds played were up 124% for the month, and are up 124% for the year.
Green Fee revenue was up $408.14 for the month, and is up $408.14 for the year.
Driving Range revenue was up 113% for the month, and is up 113% for the year.
Motor Car revenue was $0.00 for the month, and is $0.00 for the year.
Pro Shop sales were up 302% for the month, and are up 302% for the year.
Overall Golf revenues were up 43% for the month, and are up 43% for the year.

Golf Revenue January										
	2016	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023**	**2024**	**2025**
Rounds	26	56	24	90	14	14	0	69	17	38
Green Fees	80	275	109	411	67	68	0	269	-229	179
Driving Range	135	556	247	522	88	127	66	652	127	270
Pro Shop	4,073	2,002	1,808	848	1,566	301	298	1,110	356	1,431
Carts	0	0	0	0	0	0	0	-24	0	0
Resident Cards	1,975	1,265	3,075	1,060	1,260	1,320	1,635	1,360	560	1,505
Miscellaneous	2,054	1,603	2,766	2,129	1,566	512	160	763	5	942
Total Revenue	**8,317**	**5,701**	**8,005**	**4,970**	**4,546**	**2,328**	**2,159**	**4,130**	**819**	**4,365**

Golf rounds and green fee revenue were up over last year as well as our previous 5-year average. Registrations are up significantly this year because we began promoting the upcoming season earlier than last year due to the Pro Shop renovation. So far, we have utilized social media only, and we will be sending our Spring Newsletter in the beginning of February. Staffing in all areas (golf, grounds and food) will be ramping up in the next few months as well. Head Golf Professional Mike Campbell and 1st Assistant Professional Vince Crovetti attended the 2025 PGA Show where they took part in education seminars, met with current and potential new merchandise vendors, and networked with fellow PGA professionals to seek innovative best practices for the golf operation.

RESERVE 22

Reserve 22 - JANUARY				Year to Date		
	2024	**2025**	**+/-**	**2024**	**2025**	**+/-**
Restaurant & Bar	45,373	63,422	*39.8%*	45,373	63,422	*39.8%*
Banquets	25,511	36,340	*42.5%*	25,511	36,340	*42.5%*
Beverage Cart	0	0		0	0	
Halfway House	0	0		0	0	
Golf Express	0	12		0	12	
Service Fee	4,033	5,492	*36.2%*	4,033	5,492	*36.2%*
Total Reserve 22	**74,917**	**105,266**	***40.5%***	**74,917**	**105,266**	***40.5%***

January does not predict our success nor does it predict a bad season, however, we are off to good start in all areas, particularly in Reserve 22 with January revenues the best in its 12 full-year history. Both restaurant and bar, as well as banquets, were up at 40% and 43%, respectively. The Winter Wonderland theme has been very well received, and Sundays with Elsa were completely booked to capacity. Reserve 22 hosted our annual Chili Cookoff with five other local Glen Ellyn restaurants participating and raised $4,370 for six charity organizations. Reserve 22 management also hosted an all-staff meeting to discuss expectations, challenges, and to strengthen team morale.

The banquet team executed more events in January, and February is shaping up to surpass last year as well. Centerpieces were updated, and the carpeting in the Blue Heron and Board Room was replaced. The banquet and golf outing menus were updated with some minor price increases, as well as a few decreases, and a 22% service fee was instituted, which is up from 20% and aligns more with local competitors.

Staff is currently working on concession menus, St. Patrick's Day specials, and Easter Brunch planning. We will be taking a $10 deposit through Open Table this year to deter no shows. Restaurant Manager Kim Kramarczyk has recently been trained and is now responsible for all Liquor, Beer, and Wine ordering, and management is discussing plans for a new Carryout Program that would include targeting golfers finishing playing to take food home with them. We also received approval to proceed with the dining room refresh that was supported by the Commission last month. We expect installation to occur in early March.

KEY METRICS

Historical Averages													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Rounds	0.0%	0.3%	2.2%	5.7%	12.7%	16.8%	17.7%	17.3%	13.9%	8.7%	4.2%	0.4%	100.0%
Green Fee	0.0%	0.1%	1.6%	5.5%	12.9%	16.4%	17.2%	17.0%	15.1%	7.9%	3.4%	2.8%	100.0%
Carts	0.0%	0.1%	1.2%	4.3%	10.8%	17.1%	18.4%	19.0%	15.8%	9.1%	4.0%	0.1%	100.0%
Driving Range	0.0%	0.6%	3.4%	7.3%	12.1%	16.5%	18.3%	17.5%	13.6%	7.3%	2.9%	0.3%	100.0%
Pro Shop	0.4%	1.3%	4.2%	6.4%	10.3%	17.1%	16.1%	15.9%	12.9%	10.1%	3.4%	1.8%	100.0%
Food	2.5%	3.3%	4.0%	5.6%	10.5%	14.6%	13.6%	13.9%	12.8%	8.2%	5.1%	6.0%	100.0%
Total	1.1%	1.8%	3.1%	5.6%	11.5%	15.6%	15.7%	15.6%	13.9%	8.0%	4.1%	3.8%	100.0%
Targets													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Rounds	22	236	1,742	4,533	10,147	13,454	14,173	13,866	11,140	6,950	3,388	349	80,000
Green Fee	46	4,175	45,495	154,289	362,445	459,018	480,829	477,224	423,434	220,235	95,666	77,144	$2,800,000.00
Carts	-5	735	7,499	28,001	70,349	111,408	119,565	123,756	102,710	58,921	26,241	820	$650,000.00
Driving Range	229	3,186	17,148	36,635	60,297	82,531	91,709	87,740	67,991	36,391	14,654	1,489	$500,000.00
Pro Shop	793	2,511	8,479	12,757	20,691	34,228	32,271	31,746	25,804	20,178	6,874	3,667	$200,000.00
Food	94,438	122,559	151,211	209,584	391,970	546,285	508,935	519,234	481,517	306,248	189,753	226,716	$3,748,450.00
Total	89,583	150,154	251,398	457,657	939,916	1,272,429	1,277,339	1,273,657	1,131,307	653,622	336,437	306,051	$8,139,550.00
Actuals													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Rounds	38												38
Green Fee	179												179
Carts	0												0
Driving Range	270												270
Pro Shop	1,431												1,431
Food	105,266												105,266
Total	108,494												108,494
+/- Targets Month													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Rounds	16	-236	-1,742	-4,533	-10,147	-13,454	-14,173	-13,866	-11,140	-6,950	-3,388	-349	-79,962
Green Fee	133	-4,175	-45,495	-154,289	-362,445	-459,018	-480,829	-477,224	-423,434	-220,235	-95,666	-77,144	-2,799,821
Carts	5	-735	-7,499	-28,001	-70,349	-111,408	-119,565	-123,756	-102,710	-58,921	-26,241	-820	-650,000
Driving Range	41	-3,186	-17,148	-36,635	-60,297	-82,531	-91,709	-87,740	-67,991	-36,391	-14,654	-1,489	-499,730
Pro Shop	638	-2,511	-8,479	-12,757	-20,691	-34,228	-32,271	-31,746	-25,804	-20,178	-6,874	-3,667	-198,569
Food	10,829	-122,559	-151,211	-209,584	-391,970	-546,285	-508,935	-519,234	-481,517	-306,248	-189,753	-226,716	-3,643,184
Total	18,912	-150,154	-251,398	-457,657	-939,916	-1,272,429	-1,277,339	-1,273,657	-1,131,307	-653,622	-336,437	-306,051	-8,031,056
+/- Targets YTD													
	January	February	March	April	May	June	July	August	September	October	November	December	
Rounds	16	-220	-1,962	-6,494	-16,642	-30,096	-44,269	-58,134	-69,274	-76,225	-79,613	-79,962	
Green Fee	133	-4,042	-49,536	-203,826	-566,270	-1,025,289	-1,506,118	-1,983,342	-2,406,776	-2,627,010	-2,722,677	-2,799,821	
Carts	5	-731	-8,230	-36,231	-106,580	-217,988	-337,552	-461,308	-564,018	-622,939	-649,180	-650,000	
Driving Range	41	-3,145	-20,293	-56,928	-117,225	-199,756	-291,465	-379,205	-447,196	-483,587	-498,241	-499,730	
Pro Shop	638	-1,873	-10,352	-23,109	-43,800	-78,029	-110,300	-142,046	-167,850	-188,029	-194,902	-198,569	
Food	10,829	-111,730	-262,941	-472,525	-864,496	-1,410,781	-1,919,716	-2,438,950	-2,920,467	-3,226,715	-3,416,468	-3,643,184	
Total	18,912	-131,242	-382,640	-840,297	-1,780,213	-3,052,642	-4,329,981	-5,603,638	-6,734,945	-7,388,568	-7,725,005	-8,031,056	

Our weather as measured by golf playable hours this January was the same as last year and slightly worse than a normal year. With early golf revenues up, there is indication that interest in golf remains high. We are always watching for clues on industry trends. We are currently looking at warmer climate states to see if we are maintaining the enthusiasm golf has enjoyed for the past five years.

Year-to-date comparisons to ***targeted budget numbers*** are beginning the year much better than last year, even with an increased total revenue budget of $783,150.

The golf course will be opening soon as spring officially arrives in 19 days!

Breaking down some comparative metrics:

January 2025 GPH the same from January 2024 and down slightly from a "normal" year

January 2025 YTD GPH the same from January 2024 YTD and down slightly from a "normal" year

December 2024 Golf Datatech Chicagoland rounds played down 29%

December 2024 Village Links rounds played up 15% - *normally we are stronger than the Chicagoland metric*

YTD through December 2024 Golf Datatech Chicagoland rounds played up 6.3%

YTD through December 2024 Village Links rounds played up 7% - again, *normally we are stronger than the Chicagoland metric*

2025 YTD $18,912 ***over*** total revenue target budget YTD (2024 January YTD total revenue target budget was under $16,637. (2025 targets were increased by $783,150)

Golf cars grounded 31 days in January 2025 and 31 days in January 2024

2025 R22 restaurant and bar sales up 40%

YTD 2025 R22 restaurant and bar sales up 40%

2025 R22 banquet sales up 43%

YTD 2025 R22 banquet sales up 43%

GOLF COURSE AND GROUNDS

The Grounds Crew continued working on winter tasks and preparation to open the course as soon as the frost is out of the ground and temperatures look to remain above freezing. Many clubhouse and maintenance building projects were completed, as well as day to day support for the restaurant and golf operation.

Grounds

1. Monitoring weather for any adverse effects of greens
2. Snow & ice removal as required
3. Working on Course Accessory upgrades and repairs
4. Continuing to review practices and plan for year ahead
5. Takedown of Christmas lights on exterior of building and entrance
6. Coordinating delivery of capital items
7. Formulating Hiring Plans for part time & seasonal staff
8. Preparing for GCSAA Conference & Trade Show for education, networking, and updates on new and upcoming products and technologies
9. Tree removals started (about 25 dead/dying, 3 healthy trees that had detrimental effects on playing surfaces/playability)
10. Tropical plants continue to be monitored, cleaned, and watered in the basement
11. Panfish and Lambert Lake garbage picked up as needed
12. Master Plan Concept Verification process ongoing

Mechanical and Building Maintenance

1. 16 pieces of equipment were repaired and/or serviced
2. Deep cleaning in Maintenance Buildings
3. Change over from Christmas to Winter wonderland in R22
4. Replaced majority of lights in the kitchen
5. Repainting of Grounds Building
6. Breakroom/Meeting room refresh of Grounds Building
7. Coordinating with R22 for installation of new dishwasher in the bar

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

Meeting 2/28/2025 7:00 AM
Department: Village Links
Department Head: Noel Allen
Category: Report
Prepared By: Mike Campbell

AGENDA ITEM (ID # 2025-186)

DOC ID: 2025-186

a. Golf - Mike Campbell

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 2/28/2025 7:00 AM
Department: Village Links
Department Head: Noel Allen
Category: Report
Prepared By: Jon Satinover

AGENDA ITEM (ID # 2025-187)

DOC ID: 2025-187

b. 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 2/28/2025 7:00 AM
Department: Village Links
Department Head: Noel Allen
Category: Report
Prepared By: Andrew Cross

AGENDA ITEM (ID # 2025-188)

DOC ID: 2025-188

c. Grounds - Andrew Cross

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 2/28/2025 7:00 AM
Department: Village Links
Department Head: Noel Allen
Category: Discussion Item
Prepared By: Steve Thompson

AGENDA ITEM (ID # 2025-91)

DOC ID: 2025-91

Trustee Liaison - Steve Thompson

Statement of the Issue:

Analysis:

Budget Impact:

Contribution to Strategic Plan

Action Requested:

Attachments: