



Agenda
Village of Glen Ellyn
Recreation Commission
Special Meeting
Monday, January 29, 2018
7:00 AM
Village Links

Individuals with disabilities who plan to attend the hearing and who require certain accommodations in order to allow them to observe and participate, or who have questions regarding the accessibility of the meeting or facilities, are requested to contact the Village Links at least 24 hours before the meeting.

I. Call To Order

II. Public Comments

III. Approval of Minutes From November 2017 Meeting

Minutes - November 17, 2017

IV. Standing Reports

A. Manager's Report (Jeff Vesevick)

Manager's Report - November-December 2017

B. Financial Report (Commissioner Jourdan)

Financial Statements - December 2017

C. Trustee Liaison Report (John Kenwood)

V. Restaurant Design Presentations

VI. Other Business

VII. Next Meeting Date - February 23, 2018

VIII. Adjournment



Recreation Commission
Village Links/Reserve 22
Glen Ellyn, IL 60137

Meeting: 01/29/18 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Minutes
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3083)

DOC ID: 3083

Minutes - November 17, 2017

ATTACHMENTS:

- MN111717 (PDF)

RECREATION COMMISSION MINUTES NOVEMBER 17, 2017

Board or Commission: Recreation
Meeting: Regular

Called to Order: 7:07 a.m.
Adjourned: 8:06 a.m.

Quorum: Yes

MEMBER ATTENDANCE:

Brad S. Browder	Chairman	Excused Absence
Susan Q. Carroll	Commissioner	Present
Glen G. Graham	Commissioner	Excused Absence
Jeffery M. Jourdan	Commissioner	Present
Kevin S. Kennebeck	Commissioner	Excused Absence
Mark W. Reinke	Commissioner	Excused Absence
Tim O'Shea	Commissioner	Present
Also Present:		
Jeff Vesevick	General Manager / Staff Liaison	Present
John Kenwood	Liaison Trustee	Present
Mark Franz	Village Manager	Absent
Brad Chapple	Food and Beverage Director	Absent
Mike Campbell	Golf Professional	Absent
Noel Allen	Director of Golf	Absent
Chris Pekarek	Golf Course Superintendent	Absent

1. CALL TO ORDER

The November 17, 2017 regular meeting of the Recreation Commission was called to order at 7:07 AM at the Village Links of Glen Ellyn Maintenance Facility; 485 Winchell Way; Glen Ellyn, Illinois by Commissioner Jourdan. Commissioner Jourdan ran the meeting in Chairman Browder's absence.

2. PUBLIC COMMENTS

None.

3. APPROVAL OF MINUTES FROM OCTOBER 26, 2017 MEETING

There was not a quorum so the minutes were not approved. The approval of the October 26, 2017 minutes will be placed on the next agenda.

4. STANDING REPORTS

A. MANAGER – JEFF GENERAL MANAGER VESEVICK

General Manager Vesevick stated October was a depressing month for the Village Links and Reserve 22. There was no patio business at Reserve 22. The significant rain kept patrons away and the golf course was closed for two (2) days. Five (5) golf outings took place even with the inclement weather. Also, there was enough good weather to aerate the golf course. Overall banquets were down for the month of

Attachment: MN111717 (3083 : Minutes - November 17, 2017)

October, but there are substantial bookings for holiday parties for November and December. The year-to-date Reserve 22 revenues were up 3%.

On Thursday, November 16, 2017 a wine tasting event was held, which was very well attended and received. Reserve 22 will be hosting a Black Wednesday event with a live band to capitalize on a traditionally busy restaurant and bar crowd. There are 200 reservations booked for the upcoming Thanksgiving buffet.

Commissioner O'Shea questioned how the number of 2017 golf rounds compared to 2016. General Manager Vesevick replied golf rounds were down 2,500 or 2% compared to last year. Staff met with Rachel from 2 Hands Interiors as well as two (2) other designers. 2 Hands Interiors will be submitting an artist rendering for the Reserve 22 dining room. One of the other designers submitted a proposal and will be submitting a rendering as well. The renderings will be evaluated to determine if the investment should be made to improve the dining room's appearance. Commissioner Jourdan asked if this project was still pretty far away. General Manager Vesevick replied yes that he did not know if the designers are busier than normal at this time of year.

Commissioner O'Shea asked if Reserve 22 will be closed on Christmas Eve. General Manager Vesevick replied no in the past Reserve 22 has done decent business on Christmas Eve. Commissioner O'Shea asked how Reserve 22 publicizes the Monday winter closings from December through February. General Manager Vesevick replied the closing information will be emailed to patrons, placed on the entrance sign door, and on the website. Commissioner Jourdan asked if there is a lot of money spent keeping Reserve 22 open on Mondays. General Manager Vesevick replied there are two (2) benefits to closing the restaurant, labor cost savings and it is easier to manage staff hours so that the IMRF thresholds are not exceeded. Commissioner O'Shea said in the past it was not profitable to keep the business open on Mondays.

General Manager Vesevick indicated the good thing with the financials is the facility still has enough operating profit to cover the debt, but not all the capital costs. General Manager Vesevick noted the Commission knew cash reserves would be dipped into, when the golf carts were replaced this year. Commissioner O'Shea asked how much cash reserves will be used for 2017. General Manager Vesevick estimated approximately \$150,000 to \$200,000. General Manager Vesevick indicated the fryer for Reserve 22 was just recently replaced for \$14,000. Commissioner Jourdan asked if any other major equipment will be purchased. General Manager Vesevick responded staff is in the process of replacing the pick-up truck for \$26,000.

B. FINANCIAL – COMMISSIONER JOURDAN

Commissioner Jourdan reported October was not a good month in terms of revenue, but expenses were pretty well controlled. General Manager Vesevick noted overall the facility still has an operating profit of \$31,000 and is still earning sufficient income to cover the \$650,000 debt payment. Trustee Kenwood asked if the banquet

bookings are up at this time of year. General Manager Vesevick noted banquets will be more than last year and Reserve 22 just contracted with Keller Williams to host their business luncheon with approximately 100 attendees.

Commissioner O'Shea asked for an update on the search for a new Executive Chef. General Manager Vesevick replied staff reached out to eight (8) candidates, of which five (5) were interviewed. The candidates have been narrowed down to three (3) and second interviews will commence the week after Thanksgiving. The Executive Chef salary range is \$45,000 to \$72,000. Commissioner O'Shea suggested potential candidates be informed of the pension benefit that comes with the job, which makes the position unique compared to similar jobs in the restaurant industry.

General Manager Vesevick noted based on Commissioner O'Shea's suggestions from the last meeting, Director of Golf Noel Allen made improvements to the phone system.

C. TRUSTEE LIASON – JOHN KENWOOD

Trustee Kenwood said a new custard shop at the Enterprise Car Rental location was recently approved. The Village Board opted to partner with the College of DuPage (COD) for the incubator project at the Civic Center. As part of the agreement COD will move into the old Police Station and contribute \$1.8 to \$2 million towards the remodeling project. In addition, COD will pay on-going building maintenance fees. The Village Board hopes this project will improve the downtown brand and bring in additional revenue. School District 41 also showed an interest in the former Police Station and the Village Board reaffirmed their commitment to work with District 41 on other possible properties. Litigation is still ongoing for the new gas station at Five Corners and the gas station on Roosevelt Road is moving forward.

5. STRATEGIC PLANNING DISCUSSION

General Manager Vesevick stated the strategic planning meeting with the Village Board will take place on Tuesday, November 28, 2017 and encouraged everyone to attend. The objective of the meeting is to determine where the Village Links and Reserve 22 are going in the future in terms of service level goals and financial goals. General Manager Vesevick will be making a presentation and discussions will follow.

6. Announcements and Other Business

None.

7. NEXT MEETING FRIDAY, DECEMBER 29, 2017

8. ADJOURN

Commissioner O'Shea moved and Commissioner Jourdan seconded, to adjourn the meeting. The meeting was adjourned at 8:06 a.m.

Submitted by Aileen Haslett, Recording Secretary

Reviewed by General Manager Jeff Vesevick



Recreation Commission
Village Links/Reserve 22
Glen Ellyn, IL 60137

Meeting: 01/29/18 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3081)

DOC ID: 3081

Manager's Report - November-December 2017

ATTACHMENTS:

- Managers Report Nov-Dec17 (PDF)



RESERVE
—22
TWENTY-TWO

"Committed to Excellence since 1967"

Manager's Report for NOVEMBER-DECEMBER 2017

Submitted by Jeff Vesevick, General Manager

November 2017 was a bad month for both golf and course maintenance. It rained 8 days during the month. There was 3.23" of rain versus an average November rainfall of 3.2". Golf carts were grounded 6 days during the month. Below normal temperatures kept the golf course closed 5 days. There were frost delays 14 mornings. December 2017 allowed us to play 499 rounds before the snow and cold set in, the third most in the past 10 years.

High Temperatures in November																			
	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999
70° days		2	3				1	1	2	3			1				1	2	4
60° days	2	11	7	4	1	3	5	5	3	2	2	7	11	4	6	6	12	1	9
50° days	4	7	10	7	6	9	11	10	14	3	11	6	4	12	8	4	12	4	8
40° days	17	7	4	4	13	14	11	9	11	10	8	15	8	12	10	15	5	9	7
30° days	6	3	5	7	7	4	2	5		11	9	2	3	2	6	5		12	2
20° days	1		1	7	3					1			3					2	
10° days				1															
0° days																			
Rain	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"	5.4"	1.0"	1.6"	4.0"	0.4"
Snow			8"		0.8"									5.8"		3.5"			

High Temperatures in December																			
	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999
70° days																			
60° days	1		2			3											2		
50° days	4	1	8	1	1	2	3	1	1	2	2	9		4	1	2	2		3
40° days	5	1	8	8	7	12	14	1	2	4	3	10	2	9	16	10	14		14
30° days	11	16	8	17	8	14	13	12	18	13	18	8	13	9	9	15	4	10	7
20° days	4	8	4	4	9		1	15	9	8	8	2	11	4	5	4	6	9	4
10° days	4	3		1	5			2	1	3		2	5	5			3	9	3
0° days	2	1			1					1								3	
Rain	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"	1.1"	1.9"	1.5"	1.1"		1.2"
Snow	5.3"	15.5"	6.5"		8"		2"	16"	28"	16"	18"	6"	17"	3"	2"	6"		40"	5"

Attachment: Managers Report Nov-Dec17 (3081 : Manager's Report - November-December 2017)

GOLF - NOVEMBER

Rounds played were down 60% for the month, and are down 5% for the year

Green Fee revenue was down 66% for the month, and is down 3% for the year

Driving Range revenue was down 66% for the month, and is flat for the year

Motor Car revenue was down 73% for the month, and is up 4% for the year

Pro Shop sales were down 76% for the month, and are flat for the year

Overall Golf revenues were down 69% for the month, and are down 2% for the year

Golf Revenue November										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Rounds	1,690	2,440	2,490	2,497	2,003	1,110	1,028	2,401	2,721	1,091
Green Fees	27,710	41,340	42,227	45,127	40,758	21,967	18,154	42,317	52,351	17,587
Driving Range	2,749	5,166	3,421	3,129	577	2,073	1,825	4,597	5,115	1,723
Pro Shop	4,697	3,418	4,748	8,167	4,927	5,652	5,470	8,646	9,101	2,157
Carts	7,766	7,195	13,648	13,541	10,343	6,333	5,682	15,978	18,424	5,060
Resident Cards	0	-15	0	0	0	0	0	0	0	0
Miscellaneous	542	1,246	2,404	5,049	1,283	3,321	2,778	6,208	4,793	1,106
Total Revenue	43,455	58,583	66,516	75,011	57,804	38,958	33,908	77,747	89,783	27,633
<i>2017 was the worst November for golf revenues in the last 10 years</i>										

GOLF – YEAR END TOTALS

Rounds played were down 4% for the year

Green Fee revenue was up 1% for the year

Driving Range revenue was flat for the year

Motor cart revenue was up 4% for the year

Pro Shop sales was up 2% for the year

Overall Golf revenues were up 1% for the year

Golf Revenue December										
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Rounds	22	111	15	348	994	15	378	612	18	499
Green Fees	38,099	39,487	40,020	56,563	71,007	93,621	71,219	110,688	97,043	172,228
Driving Range	25	68	39	246	0	159	912	884	19	1,051
Pro Shop	9,801	7,515	6,369	9,112	4,302	7,775	7,884	9,912	6,589	9,521
Carts	0	0	0	0	5,178	0	1,164	2,014	76	3,500
Resident Cards	0	0	0	0	0	0	0	20	0	20
Miscellaneous	792	25,735	328	292	1,429	63	298	310	741	1,338
Total Revenue	49,681	72,806	46,744	66,227	91,805	101,618	81,477	123,828	104,469	187,658
<i>2017 was the 3rd most active December in the last 10 years</i>										

Annual FALL FEST promotions continued through November. Golf green fees are discounted 25% for the remainder of the season.

The 7th **Annual Iron Man Open**, scheduled for Sunday, November 19, was postponed due to weather, and re-scheduled for the following Sunday, November 26, and hosted only 30 players.

The onset of cold temperatures forced an earlier than scheduled closing of the golf courses. Temporary greens and tees were set up on the 9-hole course on Tuesday, December 5, two weeks earlier than planned.

Assistant Golf Professional and PGA member **Jim Lazarko** announced his retirement from the Village Links after 11 seasons. We thank Jim for his service, and wish him well.

GROUNDS

1. Fairways, the rough, wear areas and the driving range were fertilized.
2. Fifteen large potted tropical plants were loaned to the Glen Ellyn Library for their annual fundraising event.
3. Turf around our more than 1,200 sprinklers, gate valves and quick-couplers was hand trimmed in preparation for winterizing the irrigation system.
4. Thirty golf ball washers were brought in for the winter.
5. Both pumping stations were drained and winterized.
6. The irrigation system was drained by forcing the water out of the lines with compressed air.
7. Bunker rakes were brought in for the winter.
8. All golf greens and practice greens were treated to prevent winter diseases.
9. Indoor/outdoor holiday decorations were installed.

Mechanical and Building Maintenance

1. The Blue Heron room carpet was cleaned.
2. Fifteen drinking fountains were brought in for the winter and their supply lines were drained.
3. The cart fleet was cleaned and serviced for the winter. Engine oil was replaced, brakes were adjusted and fluids were replaced.
4. Three televisions were brought in from the outdoor bar for the winter.
5. A failed supply line for the kitchen dishwasher was replaced.

Lambert Lake/Panfish Park/Police Station

1. Staff continued coordinating the removal of invasive trees at Lambert Lake with volunteer residents Claudia and Dave D'Hooze. They are the volunteer stewards for the Environmental Commission's pilot program to improve village owned property. Removed trees were chipped 4 times during October.
2. Annual flower beds were stripped.
3. The tropical plants were brought in for the season.

RESERVE 22

The unfavorable November weather was not kind to RESERVE 22 revenues, as restaurant and bar patronage mirrored the lower volume the golf course experienced, with overall revenues down 19%. There was somewhat of a rebound in December, as sales rose 11% over last year, but finished 4% behind for the year. Revenue from banquets continues its steady ascension, finishing up 8% from a year ago.

RESERVE 22	NOVEMBER			DECEMBER			YEAR-TO-DATE		
Restaurant	2016	2017		2016	2017		2016	2017	
Beverages	1,817	1,585	-12.8%	1,099	1,320	20.1%	48,932	55,511	13.4%
Beer	15,980	10,946	-31.5%	10,830	10,310	-4.8%	326,131	318,291	-2.4%
Wine	8,378	8,676	3.6%	8,295	9,907	19.4%	142,200	153,864	8.2%
Spirits	7,148	6,221	-13.0%	6,497	8,533	31.3%	164,201	169,474	3.2%
Food	47,366	39,815	-15.9%	32,725	35,658	9.0%	867,524	854,126	-1.5%
Total	80,689	67,242	-16.7%	59,445	65,727	10.6%	1,607,727	1,551,266	-3.5%
Banquet & Outings	2016	2017		2016	2017		2016	2017	
Beverages	1,949	583	-70.1%	523	119	-77.2%	12,759	13,630	6.8%
Beer	2,632	1,304	-50.5%	1,026	870	-15.2%	48,660	49,939	2.6%
Wine	4,467	600	-86.6%	3,173	2,207	-30.5%	40,753	32,946	-19.2%
Spirits	3,572	1,866	-47.8%	1,908	2,418	26.7%	54,022	50,634	-6.3%
Food	26,384	22,711	-13.9%	31,970	45,363	41.9%	346,453	399,143	15.2%
Misc.	2,235	2,340	4.7%	2,545	1,320	-48.1%	29,222	29,436	0.7%
Total	41,239	29,404	-28.7%	41,144	52,297	27.1%	532,576	575,729	8.1%
Other	4,069	4,876	19.8%	0	10,871	100.0%	177,282	179,749	1.4%
Total Reserve 22	125,997	101,522	-19.4%	100,589	128,895	28.1%	2,317,585	2,306,743	-0.5%

Building on the promising results from last year's efforts, staff upgraded the menu offerings, and hosted 184 hungry guests for a **Buffet Dinner on Thanksgiving Day**, about a 12% decline from 2016. **Take-out/catering offerings** generated 23 orders totaling \$1,675 in revenue, also down about 12%. Total revenues for the day were down about 7%.

This year's **Breakfast with Santa** attracted 150 guests, as Santa was available for photos and handed out gifts. The event was held the morning of the annual **Holiday Open House**, making for a busy and festive day. All guests received money savings coupons for both the Restaurant and Golf Shop.

The annual **Ugly Sweater Christmas party** was held on Friday, December 14, and was lightly attended.

New Year's Eve celebrations included a popular Family Countdown at 8:00pm. About 80 Guests were treated to a kid's buffet and party favors. RESERVE 22 also hosted an adult party, featuring a dinner

buffet, open bar, and dancing to the sounds of DJ **Benjamin Garvey**. This initial celebration was quite successful, attracting around 90 partiers.

The Restaurant and Bar will be closed on Mondays in December, January, and February.



Recreation Commission
Village Links/Reserve 22
Glen Ellyn, IL 60137

Meeting: 01/29/18 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3082)

DOC ID: 3082

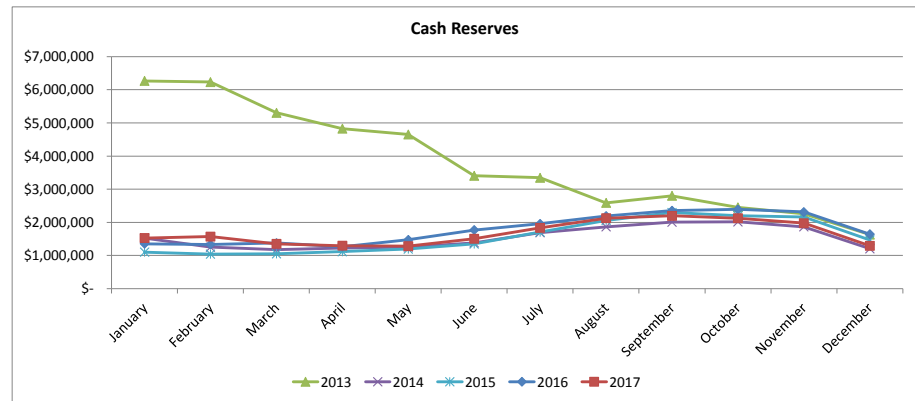
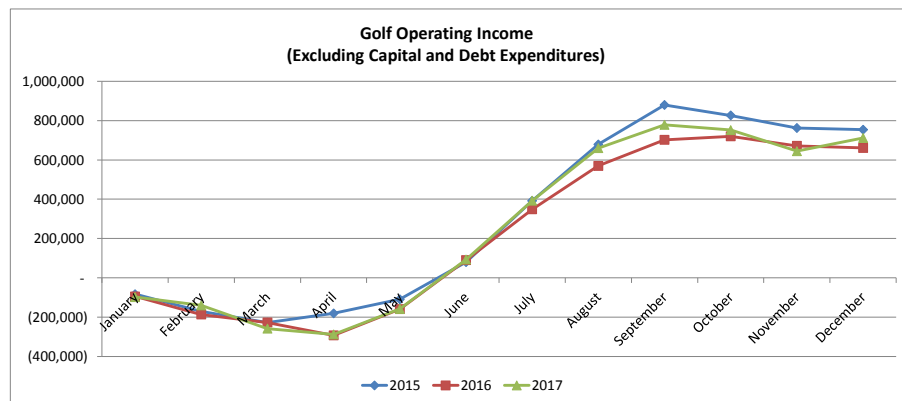
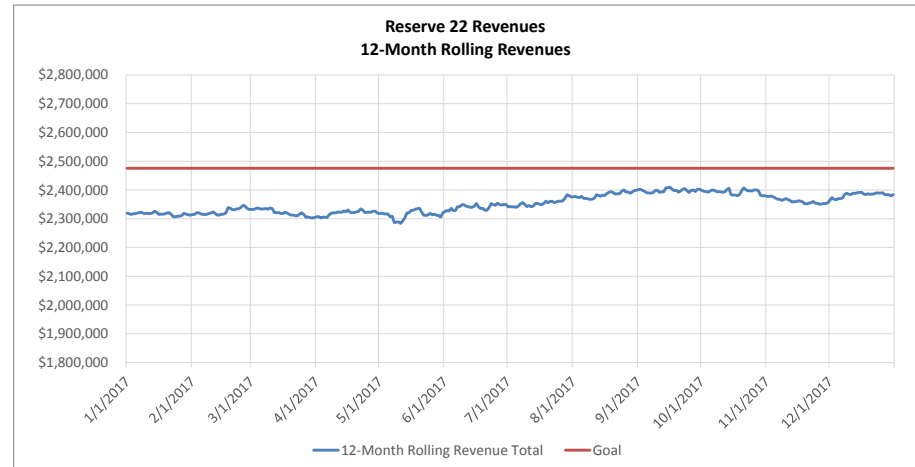
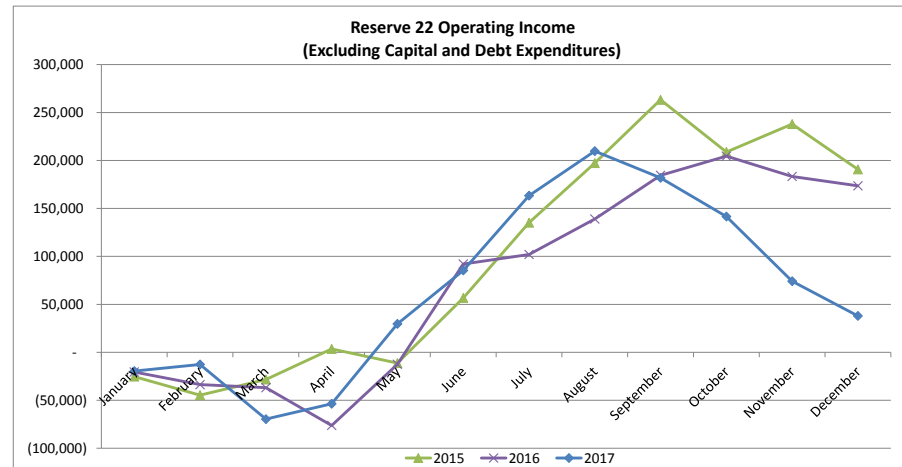
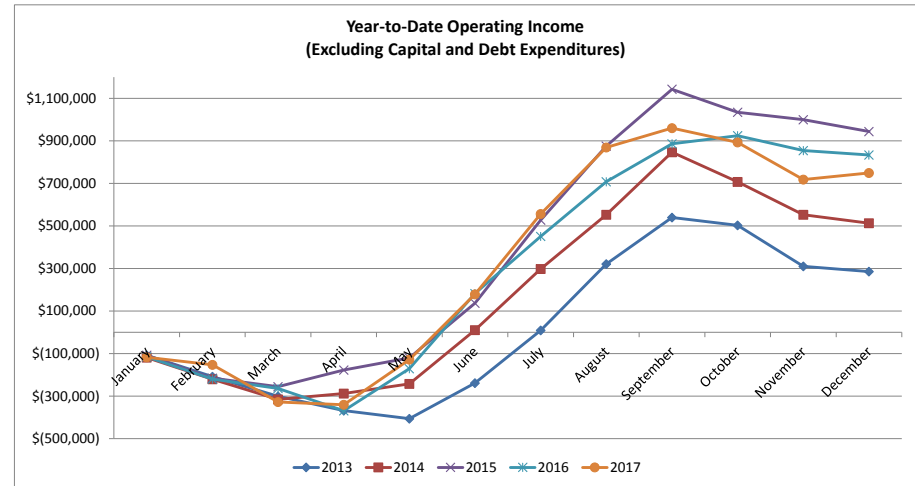
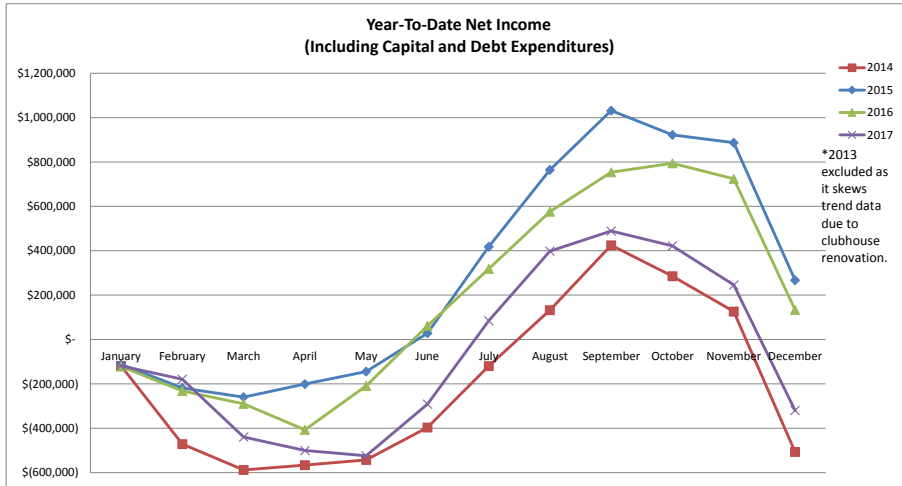
Financial Statements - December 2017

ATTACHMENTS:

- Village Links - Financial Statements - December 2017 (PDF)

Village Links / Reserve 22
Dashboard Financial Report
As of December 31, 2017

4.B.a



Attachment: Village Links - Financial Statements - December 2017 (3082 : Financial Statements -



VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of December 31, 2017

ORG	DESCRIPTION	2017 BUDGET	MONTH				YEAR-TO-DATE			
			2017	2016	DIFF	% DIFF	2017	2016	DIFF	% DIFF
REVENUES:										
5500	Village Links Revenues	\$ 2,997,000	\$ 188,654	\$ 104,915	\$ 83,739	80%	\$ 2,899,953	\$ 2,846,462	\$ 53,491	2%
5520	Reserve 22 Revenues	2,475,500	128,895	98,894	30,002	30%	2,383,951	2,317,461	66,490	3%
Total Revenues		\$ 5,472,500	\$ 317,550	\$ 203,809	\$ 113,741	56%	\$ 5,283,905	\$ 5,163,923	\$ 119,981	2%
EXPENDITURES:										
55700	Administration	\$ 341,598	\$ 30,317	\$ 27,582	\$ 2,735	10%	\$ 360,866	\$ 347,583	\$ 13,284	4%
55710	Golf Course Maintenance	832,446	30,535	36,947	(6,412)	-17%	698,261	743,395	(45,134)	-6%
55720	Golf Services	713,206	39,301	30,515	8,786	29%	706,782	703,173	3,609	1%
55730	Reserve 22	2,176,975	165,095	110,412	54,683	50%	2,346,067	2,145,618	200,449	9%
55740	Stormwater Management	38,537	272	260	12	4%	43,071	20,669	22,401	108%
55750	Pro Shop Merchandise	186,158	10,214	8,087	2,127	26%	167,932	166,036	1,896	1%
55780	Motorized Carts	51,619	1,282	75	1,207	1606%	43,332	48,622	(5,290)	-11%
557X5	Mechanical Maintenance	165,692	9,603	12,324	(2,721)	-22%	168,219	156,529	11,691	7%
Total Operating Expenses		\$ 4,506,231	\$ 286,619	\$ 226,202	\$ 60,417	27%	\$ 4,534,529	\$ 4,331,625	\$ 202,904	5%
Operating Income (Loss)		\$ 966,269	\$ 30,931	\$ (22,393)	\$ 53,323	-238%	\$ 749,375	\$ 832,299	\$ (82,923)	-10%
Debt Service		655,146	582,573	568,485	14,088	2%	655,145	646,970	8,175	1%
Capital Expenditures		396,000	14,333	1,116	13,217	1184%	414,071	53,159	360,912	679%
CHANGE IN NET POSITION		\$ (84,877)	\$ (565,975)	\$ (591,994)	\$ 26,019	-4%	\$ (319,841)	\$ 132,170	\$ (452,011)	-342%

KEY METRICS

	<u>Goal</u>							
Personnel Expenses as % of Sales	45%	44%	65%	-21%	47%	45%	2%	
Cash Balance (End of Month, in \$000's)	\$ 1,352	\$ 1,295	\$ 1,643	\$ (348)				



VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of December 31, 2017

ORG/ OBJECT	DESCRIPTION	2017 BUDGET	MONTH				YEAR-TO-DATE			
			2017	2016	DIFF	% DIFF	2017	2016	DIFF	% DIFF
5500	VILLAGE LINKS REVENUES:									
440550	Green Fees	\$ 1,850,000	\$ 172,228	\$ 97,043	\$ 75,185	77%	\$ 1,821,518	\$ 1,800,477	\$ 21,042	1%
440554	Pro Shop - Sales	205,000	9,521	6,589	2,931	44%	179,464	175,844	3,620	2%
440555	Motor Carts	545,000	3,500	76	3,424	4505%	498,023	477,037	20,986	4%
440556	Driving Range	265,000	1,051	19	1,032	5375%	248,365	248,545	(181)	0%
440557	Resident Cards	36,000	20	-	20	0%	32,455	34,815	(2,360)	-7%
460100	Investment Income	4,000	988	326	662	203%	9,972	4,487	5,485	122%
489000	Miscellaneous Revenue	92,000	1,462	877	585	67%	110,633	105,576	5,057	5%
489100	Miscellaneous - Over/Short	-	(116)	(16)	(100)	623%	(477)	(319)	(159)	50%
	Total Revenues	\$ 2,997,000	\$ 188,654	\$ 104,915	\$ 83,739	80%	\$ 2,899,953	\$ 2,846,462	\$ 53,491	2%
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	\$ 154,775	\$ 8,067	\$ 5,935	\$ 2,132	36%	\$ 138,635	\$ 137,079	\$ 1,555	1%
	Total Cost of Goods Sold	\$ 154,775	\$ 8,067	\$ 5,935	\$ 2,132	36%	\$ 138,635	\$ 137,079	\$ 1,555	1%
	Gross Profit	\$ 2,842,225	\$ 180,587	\$ 98,980	\$ 81,607	82%	\$ 2,761,319	\$ 2,709,383	\$ 51,935	2%
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 854,463	\$ 45,509	\$ 52,406	\$ (6,897)	-13%	\$ 830,126	\$ 795,056	\$ 35,071	4%
510120	Salaries - Non-Pensionable	180,875	3,967	1,860	2,107	113%	163,967	181,622	(17,655)	-10%
510200	Salaries - Overtime	1,000	108	-	108	0%	4,770	1,500	3,270	218%
510400	FICA	79,280	3,664	4,027	(363)	-9%	74,971	73,403	1,568	2%
510500	IMRF	88,350	4,542	5,495	(953)	-17%	84,044	80,141	3,903	5%
590600	Health Insurance	101,300	8,157	7,574	583	8%	104,048	83,574	20,474	24%
52XXXX	Contractual Services	515,713	37,065	27,835	9,229	33%	505,568	521,709	(16,141)	-3%
53XXXX	Commodities	353,500	10,446	10,657	(211)	-2%	282,332	311,923	(29,590)	-9%
	Total Operating Expenses	\$ 2,174,481	\$ 113,457	\$ 109,855	\$ 3,603	3%	\$ 2,049,828	\$ 2,048,928	\$ 900	0%
	Operating Income (Loss)	\$ 667,744	\$ 67,130	\$ (10,875)	\$ 78,005	-717%	\$ 711,491	\$ 660,456	\$ 51,035	8%
	Operating Income (Loss) Percentage	22%	36%	-10%			25%	23%		

KEY METRICS

	<u>Goal</u>									
Rounds Played	72,000	499	18	481		68,259	71,180	(2,921)		
Revenue Per Round	\$ 41.63	\$ 378.06	\$ 5,828.63	\$ (5,450.57)		\$ 42.48	\$ 39.99	\$ 2.49		
Resident Cards Sold	N/A	2	-	2		2,620	2,797	(177)		
Cost of Goods Sold % - Pro Shop	76%	85%	90%	-5%		77%	78%	-1%		
Personnel Expenses as % of Sales	44%	35%	68%	-33%		44%	43%	1%		

MISCELLANEOUS REVENUE

The following items were recorded as Miscellaneous Revenue. These items don't fit into any of the major revenue categories. Totals are for Year 2017.



VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of December 31, 2017

ORG/ OBJECT	DESCRIPTION	2017 BUDGET	MONTH				YEAR-TO-DATE			
			2017	2016	DIFF	% DIFF	2017	2016	DIFF	% DIFF
	Handicap Service	\$ 24,900								
	Police Station Landscaping Credit	22,391								
	Hand Cart Rentals	21,911								
	Adult & Junior Golf Lessons	13,064								
	Club Repair	6,321								
	Golf Club Rentals	5,770								
	Locker Rentals	3,600								
	Sales Tax (1.75%)	3,273								
	Misc. Tournament Prize	3,234								
	Misc. Outing	536								
	Memorial Tree Donation	500								
	Foot Golf Ball Rentals	480								
	ATM Machine Commissions	295								
	Caddie Equipment	120								
	Misc./Misc.	4,238								
	Total Miscellaneous Revenue	\$ 110,633								



RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of December 31, 2017

ORG/ OBJECT	DESCRIPTION	2017 BUDGET	MONTH				YEAR-TO-DATE			
			2017	2016	DIFF	% DIFF	2017	2016	DIFF	% DIFF
5520	RESERVE 22 REVENUES:									
441100	Food	\$ 1,405,000	\$ 82,146	\$ 63,064	\$ 19,082	30%	\$ 1,290,762	\$ 1,287,187	\$ 3,575	0%
441101	Liquor	250,000	10,980	8,405	2,575	31%	241,814	245,344	(3,530)	-1%
441102	Beer	490,000	11,432	11,855	(423)	-4%	456,097	474,710	(18,613)	-4%
441103	Wine	195,000	12,114	11,468	646	6%	186,811	190,081	(3,270)	-2%
441104	NA Beverages	110,000	1,506	1,657	(151)	-9%	95,889	93,606	2,284	2%
441106	Room Charges	1,500	-	290	(290)	-100%	4,980	1,406	3,573	254%
441107	Service Charges	24,000	10,717	2,155	8,562	397%	106,400	25,128	81,273	323%
489000	Miscellaneous Revenue	-	-	-	-	0%	1,199	-	1,199	0%
	Total Revenues	\$ 2,475,500	\$ 128,895	\$ 98,894	\$ 30,002	30%	\$ 2,383,951	\$ 2,317,461	\$ 66,490	3%
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	\$ 132,600	\$ 6,122	\$ 5,957	\$ 165	3%	\$ 120,750	\$ 132,062	\$ (11,312)	-9%
530401	Cost of Goods Sold - Wine	64,260	3,513	3,990	(476)	-12%	58,042	77,554	(19,513)	-25%
530402	Cost of Goods Sold - Liquor	40,800	1,050	2,817	(1,768)	-63%	46,296	48,492	(2,196)	-5%
530405	Cost of Goods Sold - NA Beverages	40,800	8,072	801	7,271	908%	41,924	42,368	(444)	-1%
530420	Cost of Goods Sold - Food	469,200	47,183	19,975	27,208	136%	489,860	456,551	33,309	7%
	Total Cost of Goods Sold	\$ 747,660	\$ 65,940	\$ 33,539	\$ 32,401	97%	\$ 756,872	\$ 757,028	\$ (156)	0%
	Gross Profit	\$ 1,727,840	\$ 62,955	\$ 65,354	\$ (2,399)	-4%	\$ 1,627,080	\$ 1,560,433	\$ 66,646	4%
	Gross Profit Percentage	70%	49%	66%			68%	67%		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	\$ 565,000	\$ 41,332	\$ 34,593	\$ 6,740	19%	\$ 611,033	\$ 499,908	\$ 111,125	22%
510120	Salaries - Non-Pensionable	340,000	18,972	11,727	7,245	62%	361,423	345,820	15,603	5%
510399	Tips Paid Through Payroll	-	(1,068)	(1,233)	165	-13%	2,293	(3,094)	5,387	-174%
510200	Salaries - Overtime	25,000	269	1,118	(849)	-76%	32,967	46,414	(13,447)	-29%
510400	FICA	96,720	5,416	4,807	609	13%	97,089	95,832	1,256	1%
510500	IMRF	58,421	4,654	4,667	(14)	0%	73,574	68,507	5,067	7%
590600	Health Insurance	45,600	3,186	3,906	(719)	-18%	44,848	29,233	15,615	53%
52XXXX	Contractual Services	178,724	15,887	11,679	4,209	36%	225,505	172,471	53,034	31%
53XXXX	Commodities	119,850	10,507	5,609	4,898	87%	140,463	133,500	6,963	5%
	Total Operating Expenses	\$ 1,429,315	\$ 99,154	\$ 76,872	\$ 22,282	29%	\$ 1,589,195	\$ 1,388,590	\$ 200,605	14%
	Operating Income (Loss)	\$ 298,525	\$ (36,199)	\$ (11,518)	\$ (24,681)	214%	\$ 37,885	\$ 171,843	\$ (133,958)	-78%
	Operating Income (Loss) Percentage	12%	-28%	-12%			2%	7%		



RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of December 31, 2017

ORG/ OBJECT	DESCRIPTION	2017 BUDGET	MONTH				YEAR-TO-DATE									
			2017	2016	DIFF	% DIFF	2017	2016	DIFF	% DIFF						
<u>KEY METRICS</u>																
		<u>Goal</u>														
Revenue Source:																
Restaurant/Bar	N/A	\$	66,727	\$	59,445	\$	7,282	12%	\$	1,551,266	\$	1,607,062	\$	(55,796)	-3%	
Banquets	N/A		61,693		39,449		22,244	56%		657,916		530,325		127,591	24%	
Other	N/A		475		-		475	0%		174,769		180,074		(5,305)	-3%	
Total	\$	2,475,500	\$	128,895	\$	98,894	\$	30,002	30%	\$	2,383,951	\$	2,317,461	\$	66,490	3%
Reserve 22 Revenues (Last 12 Months)	\$	2,475,500							\$	2,383,951	\$	2,317,461	\$	66,490	3%	
Reserve 22 Expenses (Last 12 Months)	\$	2,176,975							\$	2,346,067	\$	2,145,618	\$	200,449	9%	
# Guest Checks (Restaurant/Bar)	N/A		1,845		1,663		182			53,969		57,244		(3,275)		
Revenue Per Guest Check	N/A	\$	36.17	\$	35.75	\$	0.42		\$	28.74	\$	28.07	\$	0.67		
# Guests (Restaurant/Bar)	N/A		3,622		3,225		397			95,190		97,791		(2,601)		
Average Guest Spend	N/A	\$	18.42	\$	18.43	\$	(0.01)		\$	16.30	\$	16.43	\$	(0.14)		
# Banquets & Events Held	N/A		31		22		9			380		344		36		
Cost of Goods Sold %	30%		51%		34%		17%			32%		33%		-1%		
Cost of Goods Sold % (By Category):																
Cost of Goods Sold - Beer	27%		54%		50%		3%			26%		28%		-1%		
Cost of Goods Sold - Wine	33%		29%		35%		-6%			31%		41%		-10%		
Cost of Goods Sold - Liquor	16%		10%		34%		-24%			19%		20%		-1%		
Cost of Goods Sold - NA Beverages	37%		536%		48%		488%			44%		45%		-2%		
Cost of Goods Sold - Food	33%		57%		32%		26%			38%		35%		2%		
Personnel Expenses as % of Sales	46%		57%		61%		-4%			51%		47%		4%		
Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	76%		108%		95%		13%			83%		80%		3%		