Agenda
Village of Glen Ellyn
Recreation Commission
Special Meeting
Monday, February 26, 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. Minute Approval

Village Links - Minutes - January 29, 2018

IV. Standing Reports

A. Manager's Report (Jeff Vesevick)

Village Links - Manager's Report - January 2018

B. Financial Report (Commissioner Jourdan)

Village Links - Financial Statements - January 2018

C. Trustee Liaison Report (John Kenwood)

V. Restaurant Design Presentation - Two Hands Interiors

VI. Other Business

VII. Next Meeting Date - March 30, 2018

VIII. Adjournment

January 29, 2018 Special Recreation Commission Meeting Minutes

ATTACHMENTS:

- MN012918AH (PDF)

RECREATION COMMISSION
MINUTES
JANUARY 29, 2018

Board or Commission:	Recreation	**Called to Order:**	7:03 a.m.
Meeting:	Special	**Adjourned:**	9:35 a.m.
Quorum:	Yes		

MEMBER ATTENDANCE:

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

1. **CALL TO ORDER**

   The January 29, 2018 regular meeting of the Recreation Commission was called to order at 7:03 AM at the Village Links of Glen Ellyn; 485 Winchell Way; Glen Ellyn, Illinois by Chairman Browder.

2. **PUBLIC COMMENTS**

   None.

3. **APPROVAL OF MINUTES FROM OCTOBER 27, 2017 AND NOVEMBER 17, 2017 MEETINGS.**

MOVE TO APPROVE MINUTES OF REGULAR MEETINGS FROM 10/27/17 AND 11/17/2017, 7:00 AM

RESULT	**Motion Unanimously Carried**
MOVER:	**Commissioner O'Shea**
SECONDER:	**Commissioner Graham**
AYES:	**Browder, Graham, Jourdan, Kennebeck, Reinke, and O'Shea**
NAYES:	**None**
ABSENT:	**Carroll**

4. **STANDING REPORTS**

A. MANAGER – JEFF GENERAL MANAGER VESEVICK

General Manager Vesevick stated the golf course experienced poor weather in November and December, which trickled over to Reserve 22. The 7th annual Iron Man Open was postponed due to weather and was rescheduled with only 30 participants; reflecting a decrease from the normal 80. Jim Lazarko, Golf Professional, retired after 11 years of service with the Links. The Links is looking to fill two (2) golf professional spots for the upcoming golf season. The golf course closed two (2) weeks earlier than normal on December 5, 2017 because the ground was frozen.

General Manager Vesevick reported Reserve 22 sales rebounded 11% over last December, but were still 4% behind for the entire year. Reserve 22 held a Thanksgiving buffet that was down about 12% from last year. Reserve hosted several holiday events in December including: Breakfast with Santa with 150 guests, an Ugly Sweater party, a New Year's Eve family countdown with about 80 guests and an adult New Year's Eve party with about 90 guests. General Manager Vesevick said Reserve 22 will remain closed on Mondays through the end of February.

A new menu will launch in March and the menu will now change twice per year in the spring and fall going forward. General Manager Vesevick introduced the new Executive Chef Tom Fota. Commissioner Kennebeck asked if the new menu will be publicized. General Manager Vesevick replied yes along with the new Executive Chef. Food and Beverage Director Chapple noted the Links will be offering a specialized menu for the week of Valentine's Day. Commissioner Kennebeck asked how the banquets performed in December 2017. General Manager Vesevick replied banquets increased 24% over the prior year.

B. FINANCIAL – COMMISSIONER JOURDAN

Commissioner Jourdan reported the combined operating income for the Links and Reserve 22 decreased by 10% compared to last year. Commissioner Jourdan was surprised golf rounds declined by 3,000. General Manager Vesevick said despite the number of rounds being down, the Links remained profitable for 2017. The Commission discussed the disparity between Reserve 22's operating income of $171,843 last year to $37,885 this year. Commissioner Kennebeck said bar sales would decrease due to the lower number of rounds played. Also, higher employee turnover costs in 2017 reduced operating income for Reserve 22.

C. TRUSTEE LIAISON – JOHN KENWOOD

Trustee Kenwood had to leave the meeting early so Village Manager Franz updated the Commission on recent Village Board actions and economic development news.

5. **RESTAURANT DESIGN PRESENTATIONS**

Kreska Design & Construction

Joanna Kolakowski of Kreska Design and Construction distributed her design proposal to the Commission. Her design approach builds upon the sports bar, golf theme, and what makes the restaurant unique. Kolakowski designed and built over 150 restaurants. Kolakowski said the Reserve 22 dining room lacks warmth and general ambiance. Detailed below are some of the design highlights.

- A new layout is proposed along with cutting down a wall.
- Revamping the entryway with new seating, transparent bookcases, and removal of the acrylic panels.
- Create a feature wall with the fireplace, because this is the first thing you see as you walk into the restaurant.
- Change some of the seating to banquettes by the fireplace.
- Create an art wall with golf patent drawings.
- Remove the wainscoting.
- Install acoustic plaster in the vaulted ceiling to reduce noise levels. This component can be costly and needs to be done by the manufacturer.
- Install sheer panel curtains on the windows to absorb some of the sound.
- Install new light fixtures.
- Remove some of the televisions in the bar area and replace with artwork.
- Add some couches and new lighting in the bar area.
- Modify the coffered ceilings in the bar area.
- New booths and tables would be purchased and the chairs would be reupholstered.
- Presented a line item budget so the Commission could select items for the project.
- The preliminary working budget was around $103,000.

Two Hands Interiors

Rachel Alcorn of Two Hands Interiors distributed her design proposal to the Commission. Alcorn explained the following goals of the renovation: drive more business in the quieter months, address noise issues, and offer a more unique dining experience in the colder months to match the outside experience in the warmer months. Detailed below are some of the design highlights.

- Pull finishes from the bar into the dining room.
- Modify the seating plan and offer more banquette seating and change the existing booths to u-shaped booths which will seat up to 6 people.
- Remove cafeteria feeling and create more intimacy and comfort.
- Remove televisions from the dining area.
- Make west wall a feature wall with a banquette.
- Change the lighting and the artwork.
- Reupholster the chairs and reuse existing tables and purchase some new longer tables.
- Possibly add some curtains for sound absorption.
- Place some acoustical panels in the vaulted ceiling to absorb some of the sound. A separate company would provide metrics and an estimate for this project.
- The preliminary working budget was around $50,000 not including acoustic improvements.

Commissioner O'Shea asked Ms. Alcorn's what her top three (3) improvements would be for Reserve 22. Alcorn replied new lighting, creating a feature wall, and the removal of the acrylic panels in the entryway. Chairman Browder asked for an estimate for the acoustical improvements. Alcorn replied about $10,000. Alcorn led a walk-through of the restaurant and suggested changes.

6. **OTHER BUSINESS**

The Commission decided to hold a special meeting on Monday, February 12, 2018 at 7AM to review the two (2) design concepts. General Manager Vesevick said the 2018 budget includes $50,000 for this project. In their discussions, the Commission does not think $50,000 is sufficient for the dining room remodel. General Manager Vesevick said the Commission would need approval from the Board if the project exceeds $50,000. Village Manager Franz said this project needs to be approved by the Village Board because it is over $20,000. Village Manager Franz suggested that reserve policies for the Recreation Commission also be discussed at the special February 12, 2018 meeting.

7. **NEXT REGULAR MEETING FRIDAY, FEBRUARY 23, 2018**

8. **ADJOURN**
Commissioner O'Shea moved and Commissioner Reinke seconded, to adjourn the meeting. The meeting was adjourned at 9:35 a.m.

Submitted by Aileen Haslett, Recording Secretary

Reviewed by General Manager Jeff Vesevick

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

SCHEDULED

Meeting: 02/26/18 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

AGENDA ITEM (ID # 3141) DOC ID: 3141

Village Links - Manager's Report - January 2018

ATTACHMENTS:

- Manager's Report - January 2018 (PDF)

VILLAGE LINKS
GLEN ELLYN

RESERVE 22 TWENTY-TWO

Manager’s Report for January 2018

Prepared by Jeff Vesevick, General Manager

The weather during the month saw temperatures frigid temperatures early. The second half of January had milder temperatures. We had 1.51” of rain and 4.7” snow. Normal January snowfall is 10.1”.

High Temperatures In January																				
	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999
70º days																				
60º days						1					2			1	1			2		
50º days	5	1				3	5	1			1	2	3	2		1	2	2		3
40º days	6	7	8	3	2	6	11		2		5	8	16	2	2	16	10	14		14
30º days	8	15	12	17	10	10	7	9	9	8	8	10	11	12	8	9	15	4	10	7
20º days	5	4	8	4	7	8	6	18	14	13	8	11	1	10	14	5	4	6	9	4
10º days	5	3	2	4	7	3	2	2	6	8	4			4	3			3	9	3
0º days	2	1	1	3	4			1		2	3				3				3	
-10º days					1															
Rain	1.5"	2.9"	0.3"			3.2"	0.8"	0.2"	0.6"		0.1"	1.1"	2.6"	2.9"	0.1"	1.9"	1.5"	1.1"		1.2"
Snow	4.7"	0"	2.8"	13.5"	34"	1"	12"	6"	12"	22.3"	11"	3"	6"	28"	15"	2"	6"	0	40"	5"

Golf

The **2018 Events and Lesson Programs** have been scheduled. The 2018 schedule is again a busy one, including **70 events for Men, Women, and Juniors**, and **220 classes and camps of golf instruction scheduled to accommodate up to 2,180 students**, to be conducted by our Golf Professional Staff, which in 2018 will consist of 3 PGA Class A Members, and 3 PGA Apprentices**.**

The Golf Staff has also sent out, and are receiving back, signed contracts for 11 Outside **Leagues**. Leagues are an important part of our programmed golf, and help to boost rounds played. Our Outside Leagues are scheduled for 6,248 9-hole rounds in 2017, about 18% of 9-hole play. In addition, four in-house leagues, three of them 18 holes, are scheduled to play approximately 3,500 rounds.

Golfers are also signing up for the **2018 Weekend Permanent Starting Times**, which run from April 7, through August 26. Golf Staff will again be promoting the addition of golfer perks, including pre-paid cart fees, pre-paid warm-up range balls, and a benefit which will allow those who purchase the 20 round Multi-Play package the privilege of playing a few holes after 5:30pm for no charge.

To date, 44 **golf outings** have been scheduled, of varying sizes, with 28 of those confirmed, and 16 pending. Golf Outings have increasingly become a significant part of our income, in both golf and food.

In 2017, the Golf Staff conducted 106 9-hole and 18-hole outside events, with golf revenues slightly less than $300,000, or about 12% of green fee, cart and range revenues. 2017 outings also produced $116,112 in Food and Beverage revenue, about 20% of all banquets. Many of the larger groups have secured their dates. Smaller groups, which often can be accommodated amidst regular play, generally book closer to their event, 30 – 90 days prior. Outing negotiations continue throughout the season.

Director of Golf Noel Allen has partnered Village Links with the Glen Ellyn Park District to include the Junior Golf Program in the Park District's promotional materials.

The Village Links welcomes new Assistant Golf Professional ***Mark Streeter*** to the Professional Staff. Mark rejoins the Staff

Grounds

January is the time of year the crew takes advantage of the inactivity, to take some time off, and prepare for the season to come. All the holiday lights and decorations, inside and out, were removed and stored.

An important task that is performed in January is the maintenance of equipment for the upcoming season, including the sharpening of mower blades. Sharp mower blades are a key element in maintaining healthy turf throughout the season. The blades are high precision reels and are expensive to replace. They are sharpened with careful attention placed on removing as little steel as possible, to maximize the life of the blade. This can be tedious, time consuming work, but well worth the effort. In addition to sharpening the blades, staff also performs regular maintenance on each unit, extending the life of each unit to its maximum usefulness.

Clubhouse and Halfway House projects, including painting, lighting installation, minor plumbing, carpet cleaning, was done in house, by our 4-man grounds crew.

Reserve 22

Winter business in the Restaurant and Bar continues to be a challenge. In 2018, we enjoyed increased revenue in both banquets and the restaurant and bar. We replaced the popular 2-for1 Dining Card, which had been in place for several years, with a 30% off promotion. The result was a slight increase in customer traffic, the heavy discounting was replaced with more subtle, less costly enticements.

Reserve 22 - January			
Restaurant & Bar	**2017**	**2018**	**+/-**
Beverages	1,180	1,195	*1.3%*
Beer	7,777	7,858	*1.0%*
Wine	6,672	7,388	*10.7%*
Spirits	4,726	5,030	*6.4%*
Food	28,179	29,544	*4.8%*
Total	**48,534**	**51,015**	*5.1%*
Banquet	**2017**	**2018**	**+/-**
Beverages	544	686	*26.2%*
Beer	1,725	3,257	*88.8%*
Wine	1,137	1,549	*36.2%*
Spirits	4,263	2,730	*-36.0%*
Food	13,346	21,476	*60.9%*
Misc.	800	2,155	*169.3%*
Total	**21,815**	**31,852**	*46.0%*
Total Reserve 22	**2017**	**2018**	**+/-**
Total	**70,349**	**82,867**	*17.8%*

Reserve 22 hired ***Thomas Fota*** to replace Manny Hernandez as Executive Chef. Chef Tom brings more than 20 years of experience as Executive Chef and Executive Sous Chef from local dining facilities. Reserve 22 diners have enjoyed Chef Tom's rotating Daily Specials. Look for a new, more diverse menu in early March.

The search is underway to replace Angel Soto as Restaurant Manager. To date, Food & Beverage Director Brad Chapple has received more than 100 resumes for this position.

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

Meeting: 02/26/18 07:00 AM
Department: Recreation Commission
Department Head: Jeff Vesevick
Category: Report
Prepared By: Ann Pedersen

SCHEDULED

AGENDA ITEM (ID # 3142) DOC ID: 3142

Village Links - Financial Statements - January 2018

ATTACHMENTS:

- Village Links - Financial Statements - January 2018 (PDF)

VILLAGE LINKS / RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2018

ORG	DESCRIPTION	2018 BUDGET	MONTH 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	REVENUES:									
5500	Village Links Revenues	$ 3,001,000	$ 8,960	$ 6,394	$ 2,566	40%	$ 8,960	$ 6,394	$ 2,566	40%
5520	Reserve 22 Revenues	2,495,100	86,606	70,379	16,227	23%	86,606	70,379	16,227	23%
	Total Revenues	**$ 5,496,100**	**$ 95,566**	**$ 76,773**	**$ 18,793**	**24%**	**$ 95,566**	**$ 76,773**	**$ 18,793**	**24%**
	EXPENDITURES:									
55700	Administration	$ 388,853	$ 28,892	$ 28,606	$ 286	1%	$ 28,892	$ 28,606	$ 286	1%
55710	Golf Course Maintenance	854,925	31,154	25,047	6,107	24%	31,154	25,047	6,107	24%
55720	Golf Services	722,646	33,682	27,730	5,952	21%	33,682	27,730	5,952	21%
55730	Reserve 22	2,243,966	107,756	89,896	17,859	20%	107,756	89,896	17,859	20%
55740	Stormwater Management	38,415	273	267	6	2%	273	267	6	2%
55750	Pro Shop Merchandise	176,845	1,996	4,160	(2,164)	-52%	1,996	4,160	(2,164)	-52%
55780	Motorized Carts	48,620	-	-	-	0%	-	-	-	0%
557X5	Mechanical Maintenance	164,290	12,983	18,325	(5,342)	-29%	12,983	18,325	(5,342)	-29%
	Total Operating Expenses	$ 4,638,560	$ 216,735	$ 194,031	$ 22,704	12%	$ 216,735	$ 194,031	$ 22,704	12%
	Operating Income (Loss)	**$ 857,540**	**$ (121,169)**	**$ (117,258)**	**$ (3,911)**	**3%**	**$ (121,169)**	**$ (117,258)**	**$ (3,911)**	**3%**
	Debt Service	652,096	-	-	-	0%	-	-	-	0%
	Capital Expenditures	175,172	-	1,322	(1,322)	-100%	-	1,322	(1,322)	-100%
	CHANGE IN NET POSITION	**$ 30,272**	**$ (121,169)**	**$ (118,580)**	**$ (2,589)**	**2%**	**$ (121,169)**	**$ (118,580)**	**$ (2,589)**	**2%**

KEY METRICS

	Goal	MONTH 2018	MONTH 2017	MONTH DIFF	YTD 2018	YTD 2017	YTD DIFF
Personnel Expenses as % of Sales	*46%*	*127%*	*139%*	*-12%*	*127%*	*139%*	*-12%*
Cash Balance (End of Month, in $000's)	*$ 1,438*	*$ 1,182*	*$ 1,529*	*$ (346)*			

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

As of January 31, 2018

ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5500	**VILLAGE LINKS REVENUES:**									
440550	Green Fees	$ 1,850,000	$ 109	$ 275	$ (166)	-60%	$ 109	$ 275	$ (166)	-60%
440554	Pro Shop - Sales	195,000	1,808	2,002	(193)	-10%	1,808	2,002	(193)	-10%
440555	Motor Carts	560,000	-	-	-	0%	-	-	-	0%
440556	Driving Range	260,000	248	556	(308)	-55%	248	556	(308)	-55%
440557	Resident Cards	32,000	3,075	1,265	1,810	143%	3,075	1,265	1,810	143%
460100	Investment Income	9,000	774	534	240	45%	774	534	240	45%
489000	Miscellaneous Revenue	95,000	2,924	1,735	1,189	69%	2,924	1,735	1,189	69%
489100	Miscellaneous - Over/Short	-	21	26	(5)	-19%	21	26	(5)	-19%
	Total Revenues	**$ 3,001,000**	**$ 8,960**	**$ 6,394**	**$ 2,566**	**40%**	**$ 8,960**	**$ 6,394**	**$ 2,566**	**40%**
	COST OF GOODS SOLD:									
520945	Cost of Goods Sold - Pro Shop	$ 147,225	$ (44)	$ 2,195	$ (2,239)	-102%	$ (44)	$ 2,195	$ (2,239)	-102%
	Total Cost of Goods Sold	**$ 147,225**	**$ (44)**	**$ 2,195**	**$ (2,239)**	**-102%**	**$ (44)**	**$ 2,195**	**$ (2,239)**	**-102%**
	Gross Profit	**$ 2,853,775**	**$ 9,004**	**$ 4,199**	**$ 4,805**	**114%**	**$ 9,004**	**$ 4,199**	**$ 4,805**	**114%**
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 865,895	$ 42,243	$ 43,129	$ (886)	-2%	$ 42,243	$ 43,129	$ (886)	-2%
510120	Salaries - Non-Pensionable	219,275	1,793	192	1,601	832%	1,793	192	1,601	832%
510200	Salaries - Overtime	4,500	-	-	-	0%	-	-	-	0%
510400	FICA	83,425	3,253	3,202	50	2%	3,253	3,202	50	2%
510500	IMRF	85,710	4,028	4,308	(281)	-7%	4,028	4,308	(281)	-7%
590600	Health Insurance	109,400	7,846	7,544	302	4%	7,846	7,544	302	4%
52XXXX	Contractual Services	535,664	44,870	38,522	6,348	16%	44,870	38,522	6,348	16%
53XXXX	Commodities	343,500	4,991	5,042	(51)	-1%	4,991	5,042	(51)	-1%
	Total Operating Expenses	**$ 2,247,369**	**$ 109,023**	**$ 101,940**	**$ 7,083**	**7%**	**$ 109,023**	**$ 101,940**	**$ 7,083**	**7%**
	Operating Income (Loss)	**$ 606,406**	**$ (100,019)**	**$ (97,741)**	**$ (2,278)**	**2%**	**$ (100,019)**	**$ (97,741)**	**$ (2,278)**	**2%**
	Operating Income (Loss) Percentage	**20%**	**-1116%**	**-1529%**			**-1116%**	**-1529%**		

KEY METRICS

	Goal	*Month 2018*	*Month 2017*	*Month Diff*	*YTD 2018*	*YTD 2017*	*YTD Diff*
Rounds Played	*72,000*	*24*	*56*	*(32)*	*24*	*56*	*(32)*
Revenue Per Round	*$ 41.68*	*$ 373.33*	*$ 114.18*	*$ 259.15*	*$ 373.33*	*$ 114.18*	*$ 259.15*
Resident Cards Sold	*N/A*	*317*	*129*	*188*	*317*	*129*	*188*
Cost of Goods Sold % - Pro Shop	*76%*	*-2%*	*110%*	*-112%*	*-2%*	*110%*	*-112%*
Personnel Expenses as % of Sales	*46%*	*660%*	*913%*	*-253%*	*660%*	*913%*	*-253%*

VILLAGE LINKS
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
GOLF
(Including Administration, Grounds, & Mechanical Maintenance)
As of January 31, 2018

ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	MISCELLANEOUS REVENUE									
	The following items were recorded as Miscellaneous Revenue. These items don't fit into any of the major revenue categories.									
	Handicap Service		$ 1,500	$ 700	$ 800		$ 1,500	$ 700	$ 800	
	Hand Cart Rentals		-	20	(20)		-	20	(20)	
	Adult & Junior Golf Lessons		50	-	50		50	-	50	
	Club Repair		8	152	(144)		8	152	(144)	
	Golf Club Rentals		-	-	-		-	-	-	
	Locker Rentals		1,200	720	480		1,200	720	480	
	Sales Tax (1.75%)		158	133	25		158	133	25	
	Misc. Tournament Prize		-	-	-		-	-	-	
	Misc. Outing		-	-	-		-	-	-	
	Memorial Tree Donation		-	-	-		-	-	-	
	Foot Golf Ball Rentals		-	-	-		-	-	-	
	ATM Machine Commissions		8	11	(2)		8	11	(2)	
	Caddie Equipment		-	-	-		-	-	-	
	Misc./Misc.		-	-	-		-	-	-	
	Total	$ 95,000	$ 2,924	$ 1,735	$ 1,189		$ 2,924	$ 1,735	$ 1,189	

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2018

ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
5520	**RESERVE 22 REVENUES:**									
441100	Food	$ 1,350,000	$ 51,020	$ 41,554	$ 9,465	23%	$ 51,020	$ 41,554	$ 9,465	23%
441101	Liquor	250,000	7,760	8,989	(1,230)	-14%	7,760	8,989	(1,230)	-14%
441102	Beer	475,000	11,115	9,502	1,613	17%	11,115	9,502	1,613	17%
441103	Wine	200,000	8,937	7,810	1,128	14%	8,937	7,810	1,128	14%
441104	NA Beverages	100,000	1,881	1,724	157	9%	1,881	1,724	157	9%
441106	Room Charges	-	-	-	-	0%	-	-	-	0%
441107	Service Charges	120,000	5,893	800	5,093	637%	5,893	800	5,093	637%
489000	Miscellaneous Revenue	100	-	-	-	0%	-	-	-	0%
	Total Revenues	**$ 2,495,100**	**$ 86,606**	**$ 70,379**	**$ 16,227**	**23%**	**$ 86,606**	**$ 70,379**	**$ 16,227**	**23%**
	COST OF GOODS SOLD:									
530400	Cost of Goods Sold - Beer	$ 131,600	$ 1,149	$ 2,256	$ (1,107)	-49%	$ 1,149	$ 2,256	$ (1,107)	-49%
530401	Cost of Goods Sold - Wine	78,000	1,134	2,193	(1,059)	-48%	1,134	2,193	(1,059)	-48%
530402	Cost of Goods Sold - Liquor	45,000	593	1,712	(1,119)	-65%	593	1,712	(1,119)	-65%
530405	Cost of Goods Sold - NA Beverages	35,000	100	870	(769)	-88%	100	870	(769)	-88%
530420	Cost of Goods Sold - Food	445,500	16,957	13,882	3,075	22%	16,957	13,882	3,075	22%
	Total Cost of Goods Sold	**$ 735,100**	**$ 19,934**	**$ 20,912**	**$ (978)**	**-5%**	**$ 19,934**	**$ 20,912**	**$ (978)**	**-5%**
	Gross Profit	**$ 1,760,000**	**$ 66,672**	**$ 49,467**	**$ 17,205**	**35%**	**$ 66,672**	**$ 49,467**	**$ 17,205**	**35%**
	Gross Profit Percentage	**71%**	**77%**	**70%**			**77%**	**70%**		
	OTHER OPERATING EXPENSES:									
510100	Salaries - Pensionable	$ 570,000	$ 35,651	$ 29,308	$ 6,343	22%	$ 35,651	$ 29,308	$ 6,343	22%
510120	Salaries - Non-Pensionable	358,500	14,801	7,888	6,913	88%	14,801	7,888	6,913	88%
510200	Salaries - Overtime	22,000	57	-	57	0%	57	-	57	0%
510399	Tips Paid Through Payroll	-	2,295	2,326	(31)	-1%	2,295	2,326	(31)	-1%
510400	FICA	101,146	4,567	3,776	791	21%	4,567	3,776	791	21%
510500	IMRF	56,380	3,865	3,562	304	9%	3,865	3,562	304	9%
590600	Health Insurance	70,000	3,186	3,906	(719)	-18%	3,186	3,906	(719)	-18%
52XXXX	Contractual Services	197,840	18,076	12,099	5,978	49%	18,076	12,099	5,978	49%
53XXXX	Commodities	133,000	5,323	6,120	(797)	-13%	5,323	6,120	(797)	-13%
	Total Operating Expenses	**$ 1,508,866**	**$ 87,822**	**$ 68,984**	**$ 18,838**	**27%**	**$ 87,822**	**$ 68,984**	**$ 18,838**	**27%**
	Operating Income (Loss)	**$ 251,134**	**$ (21,150)**	**$ (19,517)**	**$ (1,632)**	**8%**	**$ (21,150)**	**$ (19,517)**	**$ (1,632)**	**8%**
	Operating Income (Loss) Percentage	**10%**	**-24%**	**-28%**			**-24%**	**-28%**		

RESERVE 22
STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION
As of January 31, 2018

ORG/ OBJECT	DESCRIPTION	2018 BUDGET	MONTH 2018	MONTH 2017	MONTH DIFF	MONTH % DIFF	YEAR-TO-DATE 2018	YEAR-TO-DATE 2017	YEAR-TO-DATE DIFF	YEAR-TO-DATE % DIFF
	KEY METRICS									
		Goal								
	Revenue Source:									
	Restaurant/Bar	*N/A*	*$ 51,015*	*$ 48,564*	*$ 2,451*	*5%*	*$ 51,015*	*$ 48,564*	*$ 2,451*	*5%*
	Banquets	*N/A*	*35,591*	*21,815*	*13,776*	*63%*	*35,591*	*21,815*	*13,776*	*63%*
	Other	*N/A*	*-*	*-*	*-*	*0%*	*-*	*-*	*-*	*0%*
	Total	*$ 2,495,100*	*$ 86,606*	*$ 70,379*	*$ 16,227*	*23%*	*$ 86,606*	*$ 70,379*	*$ 16,227*	*23%*
	Reserve 22 Revenues (Last 12 Months)	*$ 2,495,100*					*$ 2,400,178*	*$ 2,310,790*	*$ 89,389*	*4%*
	Reserve 22 Expenses (Last 12 Months)	*$ 2,243,966*					*$ 2,363,926*	*$ 2,137,994*	*$ 225,932*	*11%*
	# Guest Checks (Restaurant/Bar)	*N/A*	*1,688*	*1,445*	*243*		*1,688*	*1,445*	*243*	
	Revenue Per Guest Check	*N/A*	*$ 30.22*	*$ 33.61*	*$ (3.39)*		*$ 30.22*	*$ 33.61*	*$ (3.39)*	
	# Guests (Restaurant/Bar)	*N/A*	*3,110*	*2,752*	*358*		*3,110*	*2,752*	*358*	
	Average Guest Spend	*N/A*	*$ 16.40*	*$ 17.65*	*$ (1.24)*		*$ 16.40*	*$ 17.65*	*$ (1.24)*	
	# Banquets & Events Held	*N/A*	*14*	*14*	*-*		*14*	*14*	*-*	
	Cost of Goods Sold %	*29%*	*23%*	*30%*	*-7%*		*23%*	*30%*	*-7%*	
	Cost of Goods Sold % (By Category):									
	Cost of Goods Sold - Beer	*28%*	*10%*	*24%*	*-13%*		*10%*	*24%*	*-13%*	
	Cost of Goods Sold - Wine	*39%*	*13%*	*28%*	*-15%*		*13%*	*28%*	*-15%*	
	Cost of Goods Sold - Liquor	*18%*	*8%*	*19%*	*-11%*		*8%*	*19%*	*-11%*	
	Cost of Goods Sold - NA Beverages	*35%*	*5%*	*50%*	*-45%*		*5%*	*50%*	*-45%*	
	Cost of Goods Sold - Food	*33%*	*33%*	*33%*	*0%*		*33%*	*33%*	*0%*	
	Personnel Expenses as % of Sales	*47%*	*72%*	*69%*	*3%*		*72%*	*69%*	*3%*	
	Prime Cost (Cost of Goods Sold + Personnel Expenses) as % of Sales	*77%*	*95%*	*99%*	*-4%*		*95%*	*99%*	*-4%*	

Village Links / Reserve 22
Dashboard Financial Report
As of January 31, 2018