

Commissioner Miller brought up the food service numbers year-to-date, noted that it is losing approximately \$100,000 for the year and asked who would manage food service in 2013 and how food service and the golf course will be marketed. Matt Pekarek referred to the latest financial report that showed food service had generated a profit of \$63,000 through August 2012, compared to a \$20,000 loss in the same period in 2011. The improvement in profitability is primarily due to better weather that produced more rounds of golf. He said that Mike Atkins will continue to manage the food service. Many of the ongoing marketing efforts will continue. New marketing initiatives will be tried as the outing, banquet and general dining capability is expanded next year. A database of existing golf outings has been developed and will be expanded. Advertising in a publication directed to visitors, hotels and conventions is planned for 2013. Our goal is to increase outing sales by \$150,000 per year. Various marketing efforts will be tried. Those that produce positive results will be continued. A long discussion on marketing possibilities followed.

TRUSTEE REPORT

Trustee Ladesic reported that a replacement for Matt Dell has been found, and will be on the next Board agenda for approval. He also noted that the Trustees will be discussing Boards and Commissions over their next two meetings. If members of this Commission have comments or concerns, please pass them along.

UPDATE ON VILLAGE LINKS FACILITY IMPROVEMENT PROJECT

Manager Pekarek said that the Village Board approved a construction contract with low bidder E.P. Doyle & Son to build the clubhouse addition and related improvements. E.P. Doyle is working with subcontractors to identify areas in which change orders can reduce the cost of the project. The third preconstruction meeting will be held October 18. Permits are being finalized with the Village, County and State. The project will move quickly when it is allowed to start. Manager Pekarek outlined some of the possible subcontractor coordination scenarios, and tasks that Links staff can take over, that could help save site work time and costs. He used irrigation installation as an example of where the staff could do the work.

The contractor schedule assumes "normal" weather conditions and has the project scheduled for completion by May 31, 2013. Earthwork will start approximately November 12 if the IEPA permit is in hand. Clubhouse demolition will begin in approximately 10 days from this meeting pending IEPA permits.

The \$5 million bond sale closed October 17 with an interest rate of 2.1%. The first fifteen years' rate is 2% with 2.5% being the top rate when the principal is lower. The debt service will be \$25,000 less than budgeted.

In response to questions, Manager Pekarek said that the focus has been on permitting, and not the building interior. As soon as the Health Department determines what, if any architectural

changes are required, staff and architect attention will be turned to the interior. A final scope of work for the interior must be determined, as \$250,000 needs to be cut from the construction estimate.

2013 USER FEES

Manager Pekarek summarized the data in his October 15, 2012 memorandum to Commission members. The golf market does not justify fee increases at this time. Rising expenses will have to be met in other ways.

Commissioner Cornwell moved the following:

A motion to recommend holding user fees at existing levels as recommended by Manager Pekarek in his October 15, 2012 memorandum to Commissioners.

The motion was seconded by Commissioner Graham. There was no discussion. The motion was approved unanimously.

It was suggested that although the research and analysis in the fee recommendation memorandum be continued, the data on rates at other golf courses does not have to be distributed to the Commission.

Commissioners discussed when to commence and when to end permanent tee times at the start and end of the season. The problem of no-shows and possible penalties were also discussed.

ANNOUNCEMENTS AND OTHER BUSINESS

There were no announcements. The next meeting of the Recreation Commission will be on Wednesday, November 14, 2012 at 7:30 PM at the Glen Ellyn Civic Center. This is one week earlier than usual due to the Thanksgiving Holiday.

Manager Pekarek would like to discuss naming and branding of the golf course and restaurant/banquet business. To date, "Village Links of Glen Ellyn" has been the name. However, there will be a bar, a dining room and perhaps other areas that require naming. Based on comments received from Commissioners, Manager Pekarek will set up a meeting to strategize on naming and branding.

ADJOURNMENT:

Commissioner Cornwell moved to adjourn the meeting, with Commissioner Graham seconding the motion, which was agreed to unanimously. The October 17, 2012 meeting adjourned at 8:57 PM.

Submitted by Karen Blake, Recording Secretary

Reviewed and Edited by Matt Pekarek, Recreation Director January 9, 2013

Approved by the Recreation Commission January 16, 2013