

becoming more popular nationally, it will be continued into 2015. The Village Links hosted the IHSA regional Golf Tournament with 54 high schoolers from 9 schools participating in the qualifying event. The 18 hole greens were aerated over two days. A 25% green fee discount was offered during those days, and remains on off-season rates for the remainder of 2014.

GROUNDS

There was an effort to extend the outdoor season on the patio with infrared heaters, but it got too cold too quickly. However, the changes will enable a quicker start to the 2015 season. Additionally, the gas lines were rerouted through the patio walls.

The Village Links was awarded re-certification as a "Certified Audubon Cooperative Sanctuary" by Audubon International. The Links was the first public course to receive the award.

Preparations were made for winter by spreading fertilizer, servicing equipment and draining water lines.

The Grounds Crew also performed outside maintenance at the clubhouse, including storing the tropical plants for winter. In addition, routine maintenance and clean-up was performed at Lambert Lake and Panfish Park.

RESERVE 22

Interim Manager Vesevick said that Food and Beverage operations continue to show consistent growth. For the period of August-October, a period that can be used for a meaningful comparison, sales are up 26.5% from a year earlier. There have been increases in the number of private parties. The issues with processing requests for information and reservations have been resolved. To date, 40 events have been scheduled for November-December 2014, compared with 28 events for the same period a year ago.

Sunday Brunch has been discontinued until March due to bookings not covering costs. Overall traffic is expected to increase in the Spring.

Financial Report

Interim Manager Vesevick reported that golfing continues to decline as the years progress. However, the Links is building momentum for outings, and staff plans to be aggressive over the winter to attract additional outings. Cart revenues have increased, with 40% of golfers on the 9 hole course now renting them. Carts are a good revenue source.

Approximately \$1.7 to \$1.75 million in revenue is anticipated at Reserve 22 for 2014. Two new managerial staff have been hired. They will both be working partially at the front of the house, and partially in sales.

Interim Manager Vesevick presented some of the financial information Commissioners are seeking. Revenues are not yet broken out by golf, banquets, i.e., how much is taken in, how much is spent and how much remains. The bookkeeper is working on such reports. With the fiscal year now moving to the calendar year, some reporting issues will disappear. Staff reports are bi-weekly, but still off on the days and are not a true picture of profitability. There will be a rolling 12 month look going forward. The Links staff needs to know if each day is good or bad.

Because there were three payrolls in October, the results do not look as good as previous months. However, food and beverage revenues are increasing as Reserve 22's reputation grows. The 2014 budget anticipated losing money for the year because of one-time expenses related to the construction. However, the loss is not as large as anticipated, and is projected to be only approximately \$100,000.

Efforts continue to get the permanent sign completely installed. The cost may appear in the December financials, but the cost may be delayed until January financials. The additional cost to erect in cold weather will be included in the bids. The design is not final, but the bids will be based on specifications from the Parvin Clauss design.

TRUSTEE'S REPORT

Trustee O'Shea said that there will be one more budget meeting on Monday. No new levy will be passed, but that the Village will be working within last year's revenue levels. It was noted that the schools will be increasing their levy. The primary discussion has been over capital expenses, the major one being the new police station, but also the downtown streetscape plan. If any major new capital projects are approved, they will be paid through bonds paid through the capital budget by scaling down other capital projects. The Board will decide by Spring 2015 whether to proceed with a \$12 million police station located at Panfish Park. The Police Department has been given permission to proceed with some planning. There will also be a need for retrofitting the civic center after the Police Department moves to their new location.

Trustee O'Shea reported that, although the Board turned down the recent development plan for the McChesney site, other developers have expressed interest in the property. There may also be some interest in the Dominick's site. He also reported that it has proven difficult to find an Assistant Finance Director for Finance Director Coyle.

ANNOUNCEMENTS AND OTHER BUSINESS

Chairman Cornwell expressed desire for Commissioners to develop and review project lists for staff, such as pace of play and attracting non-residents to permanent tee times. After the list is developed, it will be placed on a future agenda for discussion, and identifying the most critical for staff on which to concentrate. There have been several good ideas mentioned in the past by Commissioners, such as wine tastings and casino nights. Now, they need to be seriously considered and presented to staff.

The ideas for the project list suggested by Commissioners included:

- Permanent tee time incentives
- Rewards program
- A cart club by which players can prepay for carts
- A caddy program
- Village golf tournament
- Seasonal parties
- Wine tastings
- Birthday parties

Staff noted that children's Christmas and birthday parties have been booked. The Breakfast with Santa for newcomers to the Glen Ellyn area has grown from two seatings to three. They are anticipating strong November and December for events. There have been several inquiries for the Thanksgiving take out plan, with one confirmed sale. Staff will be more intentional than in previous years to reach out to planners to repeat events for 2015.

The next Commission meeting will be Wednesday, December 17 at the Links.

ADJOURNMENT:

Without a quorum, the meeting ended at 7:55 PM.

Submitted by Karen Blake, Recording Secretary