

Staff has done a good job creating the new caddy program. There are a large number of kids interested. The challenge will be to train them, several who have never golfed. There are many unknowns, including how many golfers will request caddies and how many kids will stay committed. Parental releases have been developed acknowledging the dangers of being on a golf course.

Golf Course Superintendent Chris Pekarek has become a Certified Arborist

For Reserve 22, Interim Manager Vesevick reported that 2015 banquet bookings are already near the number held in all of 2014.

Assistant Manager Soto has been conducting training sessions for Servers, Bartenders and Hostesses, and are tested on menu knowledge. There are also pre-shift meetings prior to each meal. These efforts have contributed to overall increased levels of service to Guests.

As the Links was the first course in the area to open in March, the facility achieved \$18,000 in revenue in March.

The Village Board approved the contract with marketing company "Rule 29". However, the Board did not consider the purchase of a clubhouse generator. It is needed to keep food from spoiling and allow the facility to function when having wedding and similar receptions during power outages. The low bid of \$127,000 would serve the entire facility.

Financial Report

Interim Manager Vesevick reviewed the financial picture. Revenues were good for the first two months of the year, with not much from golf, and expenses were slightly higher. Three persons were moved to full time last year, which raises golf maintenance payroll earlier in the year than usual. The smaller loss for the pro shop resulted mainly from reporting the inventory in a different manner.

In response to questions, Interim Manager Vesevick said that he still feels that there can be a \$200,000 profit for 2015 after all expenses; however, the unanticipated potential purchase of the generator could take up much of that profit. It is achievable with a huge effort from all staff. Chairman Cornwell commented that it is good that there may be no need to dip into reserves, and that the trend is in the right direction.

OTHER BUSINESS

Chef Concepcion said that staff is looking for direction on whether or not to accept reservations. It could be particularly helpful on Saturdays when it is busiest and plans can be better for staff and food amounts. However, it may not maximize revenue potential as

reserved tables remain empty. Call-ahead waiting creates confusion with the perception that it is an actual reservation. Industry research indicates that reserving 25% of the tables is standard for a dining room of this size, with the balance being first come-first served.

Commissioners discussed various scenarios, including the advantage of having patrons wait in the bar unless it is extremely busy, reserving a patio table but charging a \$150 minimum, and reserving tables only for parties of six or more on the weekends. Patrons linger on the patio, and perhaps they can be offered a free drink or dessert to move inside and free up a patio table. Chef Concepcion said there can be waits between 15 and 45 minutes on Friday nights. A reservation system would guarantee 30% of the dining room, and the balance can be walk-ins. Staff and Commissioners discussed service issues both when it is very busy, and also very slow. Additionally, patrons waiting at the bar need quicker service.

The consensus was to take reservations for parties of 8 or more, with a call-back number so that it can be confirmed at a later time. The policy will also apply to the patio.

Chairman Cornwell said that interviews for the General Manager position are scheduled for March 26 with two teams of interviewers. Recommendations will be made to the Board of Trustees for a final decision.

Commissioner Graham mentioned his experience on a Friday night busy with basketball, live music and a function in the banquet room. He suggested that perhaps live music should not be scheduled when major sports events or tournaments are on the televisions. Staff discussed the situation in a recent meeting and determined that live entertainment would not start until after 9:00 PM on Fridays during Lent, and no live music during the NCAA tournament.

There was discussion about recognizing Matt Pekarek and his presentation during the "Have One on Us" weekend, probably at the cookout on that Friday night.

ANNOUNCEMENTS

The next Commission meeting will be Wednesday, April 15, 2015 at the Links.

Commissioner Graham moved, and Commissioner Carroll seconded adjourning the meeting. Without objection, the meeting ended at 7:53 PM.

Submitted by Karen Blake, Recording Secretary
Reviewed by Interim Manager Jeff Vesevick