

VILLAGE OF GLENCOE  
GOLF ADVISORY COMMITTEE

February 17, 2014

7:00 p.m.

Glencoe Village Hall  
675 Village Court  
Glencoe, IL, 60022

A G E N D A

*The Village of Glencoe is subject to the requirements of the Americans with Disabilities Act of 1990. Individuals with disabilities who plan to attend this meeting and who require certain accommodations in order to allow them to observe and/or participate in this meeting, or who have questions regarding the accessibility of the meeting or the facilities, are requested to contact the Village of Glencoe at least 72 hours in advance of the meeting at (847) 835-4114, or please contact the Illinois Relay Center at (800) 526-0844, to allow the Village of Glencoe to make reasonable accommodations for those persons.*

1. CALL TO ORDER AND ROLL CALL  
Dale Thomas, Chairman  
Jim Hirsch  
Joe Keefe  
Mitch Melamed  
John Nesbitt  
Ron Schmidt  
Scott Shore
2. APPROVAL OF JANUARY 2014 MEETING MINUTES
3. PUBLIC COMMENT TIME
4. MANAGER'S MONTHLY REPORT
  - JANUARY 2014 SUMMARY REPORT
5. 2014 BUDGET REVIEW: REVENUE, EXPENSES AND PAYROLL
6. CLUBHOUSE TASKFORCE UPDATE
7. OTHER BUSINESS
8. ADJOURNMENT

VILLAGE OF GLENCOE  
GOLF ADVISORY COMMITTEE  
Meeting Minutes  
January 13, 2014

1. CALL TO ORDER AND ROLL CALL

The Golf Advisory Committee was called to order at 7:06 p.m. at Village Hall. The following members were present:

Dale Thomas, Chairman  
Joe Keefe  
John Nesbitt  
Scott Shore  
Ron Schmidt  
Jim Hirsch  
Mitch Melamed

Village Manager Phil Kiraly, Head Golf Professional Matt Radde and Assistant Golf Professional Caesar Noriega were also in attendance.

2. APPROVAL OF THE DECEMBER MINUTES

The December Golf Advisory Committee meeting minutes were approved as amended to reflect the following changes:

- Approval of 'May' minutes was changed to 'December.'
- The "trees on the 12<sup>th</sup> tee will not have been removed" was changed to the trees on the 12<sup>th</sup> tee will not be removed.

3. PUBLIC COMMENT TIME

None.

4. MANAGERS MONTHLY REPORT

- Snow fell on December 8<sup>th</sup> and prevented any additional rounds for the season.
- A new teaching instructor, Geoff Lound, has been hired for the golf academy. Geoff will be the lead instructor for the junior camps as well as an instructor for private lessons.
- Dale Thomas asked why we needed to bring on additional instructors. Stella replied that we lost a full time instructor last season and Geoff has extensive junior camp as well as individual lesson experience and is eager to help us grow the programs.
- Dale asked if we are building in indoor space in the new clubhouse. Stella answered that an indoor teaching facility is included in the space plan.
- The capital reserve fund is projected to be \$400,000 for FY2014, this number is similar to last year's total and reflects a very strong business model.
- Glenview's public golf course will be closed next year for a renovation and we have been contacted by league members and golfers from Glenview to

set up tee times for the 2014 season. Stella informed the committee that the Glenview residents will be welcome and may take advantage of the senior membership; no additional special discounts will be given.

- Stella informed the committee that this year we had 52 fewer days of operation compared to last year. March 2012 had 19 more days of operation than March 2013.
- There were 500 fewer rounds than last year, the majority of the decrease occurring in the off season months.
- Joe Keefe suggested that staff collect financial data from its competitors in order to show that the Glencoe Golf Club is solvent and successful while others are struggling. This could be a valuable tool when it comes time to sell the new clubhouse idea. Dale added that this will be important from a financing point of view as well as selling the quality of the management team at the course.

#### 5. 2014 BUDGET PREVIEW: RATES, COMPETITION AND ROUNDS

- Stella presented the competition's rates by player type including weekend/weekday, and power cart rates. The review included the rates/fees of Sportsman, Winnetka, Wilmette, Highland Park, Deerfield and Sunset Valley.
- Stella commented that Club is one of the only public courses not to offer resident / non-resident memberships.
- Stella stated that the surrounding clubs offer memberships that bring the dollar per round down to \$17.00 per round for prime time. Stella added that we will never be able to compete with the resident memberships sold by other golf courses and it wouldn't be financially beneficial to do so.
- Dale asked what the reasons are for other courses doing worse than Glencoe financially. Stella answered that most courses are managed by their respective park districts and sell a great deal of resident memberships. Their management and pricing structures are set up more as a service to their residents than as a business. Many facilities look to just break even at the end of the year versus our strategy of maximizing potential capital funds.
- Dale asked Stella what she thought attracts golfers to the Glencoe Golf Club. Stella answered that we have concentrated on improving our product, the golf course, over the last 7 years. We have invested over \$1.8 million on the golf course through capital projects and purchasing necessary equipment and the results are superior conditioning. Customer service and having a professional staff in place also adds to the experience we deliver.
- Mitch Melamed asked if there is any way to find out how many Glencoe residents purchase memberships at competitor's courses. Stella replied she has no way of finding out but has not heard from any Glencoe residents that they purchase playing memberships elsewhere.
- John Nesbitt added that municipalities such as Winnetka support their park district facilities through tax dollars, including the golf course, in order to keep prices low for their residents. Municipalities also cover any shortfall at the end of the year from the Park District's general fund.

- Stella explained why we have stayed away from the third party discount sites such as GolfNow. Any facility that uses these sites gives up control over their tee sheet and will eventually see their dollar per round drop considerably. The golfers using these sites are also transient golfers that are following the deals and are very unlikely to be a repeat golfer at regular rates.
- Joe added that his experience using GolfNow was frustrating including poor customer service, starting times, and an unorganized staff.
- Stella reviewed the current rates as well as the 9 year rate history for all greens fees, golf cart rates and pull cart rates.
- Comparable rates for competitors were all presented. Stella reviewed the proposed increases for 2014 it was recommended that prime time weekday, prime time weekend, weekend twilight, and senior weekday and weekend rates be increased by \$1.00.
- Stella presented the budgeted rounds breakdown for the year as well as a historical rate analysis to the committee.
- Dale asked if the idea of starting our discounted times earlier than our competitors is to fill otherwise unsold spots. Stella answered that the strategy was to start our twilight times earlier than our competition in order to attract golfers to weak times on the tee sheet.
- Dale asked how much junior play we have. Stella told him that since Green To Tee left a couple years ago junior play has been decreasing. The Club does see a lot of junior play from surrounding high schools in the fall and we hope to grow the junior rounds in conjunction with the junior camp.
- Stella reviewed the senior membership program with the committee. This year we sold over 900 membership cards and the program has been extremely successful.
- The permanent tee time program was very successful in 2013. This program is an important segment of our rounds mix as the permanent tee times are paid for in March and it is guaranteed revenue for the season.
- August experienced the highest round count the Glencoe Golf Club has ever had and it's directly related to Wilmette being closed. While we hope to attract Wilmette players for a few rounds annually we can't compete with the resident rate they receive. Rounds will be budgeted lower next year, especially in August, due to Wilmette re-opening.
- Stella presented a zip code study of current Glencoe Golf Club customers. Mitch pointed out that Skokie's participation seemed very low compared to their proximity to Glencoe and added that there may be an opportunity to market towards Skokie residents. Dale added that for Chicago residents we are one of the easiest courses to get to and it doesn't surprise him how many Chicago residents we get.
- Stella updated the committee on the new golf course app that was introduced this last season. The app was downloaded over 100 times and 660 rounds were booked through the app which resulted in \$25,000 in revenue and 63% were repeat bookings. The GPS feature was very popular as well.

## 6. CLUBHOUSE TASK FORCE UPDATE

- An agreement with W.B. Olson has been signed to review the feasibility study and present a more realistic budget number. Our expectation is to have Olson's report in the next two months so we can begin negotiations with Partners and Sirny Architects.
- Mitch asked Dale if there are any other big projects on the horizon that may affect the bond issue for the clubhouse. Dale answered that the water plant is the most visual and controversial but isn't sure of the time frame of that project.
- Joe asked if it was possible to set a schedule of meetings for the Clubhouse Task Force. Stella replied that at this point there is nothing new to report. There will be information to report after the negotiation with the Architect is complete.
- Joe asked if the clubhouse Task Force was charged with financing and fundraising options. Stella replied that the financing will be generally handled by staff but fundraising options may become an element that staff will look to the Task Force for assistance.
- Dale requested that the plans for the new clubhouse include designs for a new croquet court. Stella said that the croquet court is included in the list of requests for the architect in the event that the expense will be funded by an outside source.
- The next meeting will be held on Monday, February 17<sup>th</sup>.

## 7. OTHER BUSINESS

- The March 2014 meeting date was changed to Monday, March 24<sup>th</sup>. Stella will send out a meeting schedule for the year to all the members.

## 8. ADJOURNMENT

There being no further business for discussion, the meeting was adjourned at 8:06 p.m.



# Glencoe Golf Club

To: Golf Advisory Committee  
From: Stella Nanos, General Manager  
Date: February 14, 2014  
Subject: January 2013 Monthly Report

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**Financial Overview:** Total revenues were \$8,934 versus the budget of \$1,120.

	2014 Actual	2013 Actual
Rounds	0	0
Average Rate		
FYTD Rounds	33,166	33,657

## **Departmental Overview:**

**Golf Shop:** There were no rounds played in January.

**Merchandise:** Merchandise sales totaled \$265 vs. a budget of \$0.

**Driving Range:** The driving range has been closed for the season.

**Rentals:** Power cart rental revenue was \$0 vs. a budget of \$0; pull cart rental revenue was \$0 vs. a budget of \$0.

**Food & Beverage:** The restaurant is closed for the season and will reopen April 1<sup>st</sup>, 2014.

## **Golf Course:**

- Routine equipment repairs as well as preventative maintenance were performed on all mowing units.
- Tee signs were sanded down and re-painted in preparation for the season.
- Blades were sharpened on all mowers.
- A full inventory of all equipment was performed.
- Minimal tree trimming took place with the use of contracted climbers. Work on the trees has been delayed due to the excessive snowfall and will be completed in March.

**2014 Weather:** The high temperature for the month was 44 degrees and the low was -15 degrees. The average high for the month is 32 degrees and the average low is 16 degrees. Total precipitation was 3.35 inches against an average of 1.81 inches.

**Marketing Notes:**

- Permanent Tee Time contracts and applications for the 2014 season were sent out to current Permanent Tee Time members via email and mail.
- A story was printed on the successful 2013 season in the Tribune Local publication.
- The website was updated with 2014 Glencoe Golf Academy Summer Camp schedule and descriptions as well as 2014 permanent tee time information.
- Social media website updates via Twitter and Facebook.
- Google places ad is running online.

**Miscellaneous:**

- A used electric utility vehicle was purchased for use by the maintenance department.
- New Senior Membership cards were created for the 2014 season.
- A contract has been signed for the 2014 season with Wildlife & Waterfowl Solutions for goose control on the golf course.
- A projector and impact screen were purchased which in combination with our launch monitor creates a virtual golf simulator for use during indoor lessons.
- A report comparing our rates and rounds by player type with our competition was presented to the Golf Advisory Board.
- The preliminary FY2015 Golf Budget was presented to the Village Board.

Sincerely,

Stella Nanos  
General Manager  
Glencoe Golf Club

**GLENCOE GOLF CLUB  
MONTHLY FINANCIAL REPORT**

**January 2014**



Glencoe Golf Club INCOME STATEMENT Summary of All Units For the Month Ending January 31, 2014											
	This Period Actual	This Period Budget	+/- Budget	This Period Last Year	+/- Last Year	Year To Date Actual	Year To Date Budget	+/- Budget	Year To Date Last Year	+/- Last Year	Annual Budget
<b>REVENUE</b>											
GOLF ACADEMY	1,960	-	1,960	560	1,400	85,835	75,000	10,835	65,640	20,195	75,000
GREENS FEES	-	-	-	-	-	1,126,674	1,060,896	65,778	1,114,597	12,077	1,060,896
LEASES	-	-	-	-	-	22,600	22,000	600	22,795	(195)	22,000
MERCHANDISE	265	-	265	-	265	62,587	48,035	14,552	56,412	6,175	48,035
OTHER	6,709	1,120	5,589	10,500	(3,791)	33,996	22,475	11,521	39,954	(5,958)	22,475
OUTINGS	-	-	-	-	-	45,745	21,805	23,940	47,828	(2,083)	21,805
POWER CARTS	-	-	-	-	-	252,487	230,000	22,487	259,046	(6,559)	230,000
RANGE	-	-	-	-	-	65,752	42,700	23,052	54,120	11,632	42,700
<b>TOTAL</b>	<b>8,934</b>	<b>1,120</b>	<b>7,814</b>	<b>11,060</b>	<b>(2,126)</b>	<b>1,695,676</b>	<b>1,522,911</b>	<b>172,765</b>	<b>1,660,392</b>	<b>35,284</b>	<b>1,522,911</b>
<b>EXPENSES</b>											
C&G PAYROLL	23,733	25,079	(1,346)	22,711	1,022	363,702	427,657	(63,955)	376,152	(12,450)	451,624
CHEM/FERTILIZER	-	-	-	-	-	69,162	75,000	(5,838)	77,551	(8,389)	75,000
COGS	224	-	224	-	224	47,247	31,102	16,145	32,988	14,259	31,102
COMMUNICATIONS	1,212	500	712	1,628	(416)	10,419	10,771	(352)	9,945	474	11,521
CREDIT CARD FEES	85	30	55	85	-	31,483	25,035	6,448	29,263	2,220	25,115
DEPRECIATION - EST.	-	-	-	-	-	-	-	-	-	-	80,000
EQUIPMENT R&M	2,903	4,000	(1,097)	2,733	170	17,371	20,500	(3,129)	16,657	714	23,500
GASOLINE	-	-	-	48	(48)	17,229	16,500	729	16,482	747	16,500
GOLF ACADEMY	2,120	430	1,690	873	1,247	56,021	51,150	4,871	54,290	1,731	51,580
LIABILITY INSURANCE	2,981	1,492	1,489	1,894	1,087	20,004	17,409	2,595	23,351	(3,347)	18,901
MAINTENANCE SUPPLIES	304	40	264	288	16	16,285	24,392	(8,107)	18,376	(2,091)	24,932
MANAGEMENT FEE	3,432	3,432	-	3,333	99	37,752	37,752	-	36,667	1,085	41,184
MARKETING	75	1,500	(1,425)	-	75	19,990	20,250	(260)	17,560	2,430	22,750
OTHER	2,418	564	1,854	924	1,494	42,747	47,657	(4,910)	33,201	9,546	50,361
POWER CART LEASE	-	-	-	-	-	33,000	33,300	(300)	22,066	10,934	33,300
RANGE	-	-	-	-	-	3,780	3,900	(120)	4,477	(697)	3,900
SHOP PAYROLL	26,792	26,327	465	25,711	1,081	371,853	375,562	(3,709)	362,099	9,754	401,947
UTILITIES	4,231	4,016	215	1,058	3,173	32,494	37,957	(5,463)	27,664	4,830	41,907
WATER-SEWER-GARBAGE	5,087	-	5,087	2,060	3,027	24,677	50,520	(25,843)	38,315	(13,638)	50,520
<b>TOTAL</b>	<b>75,597</b>	<b>67,410</b>	<b>8,187</b>	<b>63,346</b>	<b>12,251</b>	<b>1,215,216</b>	<b>1,306,414</b>	<b>(91,198)</b>	<b>1,197,104</b>	<b>18,112</b>	<b>1,455,644</b>
<b>OPERATING INCOME (LOSS)</b>	<b>(66,663)</b>	<b>(66,290)</b>		<b>(52,286)</b>		<b>480,460</b>	<b>216,497</b>		<b>463,288</b>		<b>67,267</b>
INTEREST	433	167	266	190	243	1,857	1,837	20	1,981	(124)	2,004
SALE OF ASSETS	-	-	-	-	-	2,500	-	2,500	7,350	(4,850)	-
INTEREST EXPENSE	-	-	-	-	-	-	-	-	-	-	(5,000)
<b>TOTAL</b>	<b>433</b>	<b>167</b>	<b>266</b>	<b>190</b>	<b>243</b>	<b>4,357</b>	<b>1,837</b>	<b>2,520</b>	<b>9,331</b>	<b>(4,974)</b>	<b>(2,996)</b>
CHANGE IN NET ASSETS	(66,230)	(66,123)		(52,096)		484,817	218,334		472,619		64,271
<b>DAYS OF OPERATION</b>	-	-	-	-	-	215.00	238.00	(23.00)	267.00	(52)	238.00
<b>ROUNDS</b>	-	-	-	-	-	33,166	30,741	2,425	33,657	(491)	30,741
<b>AVERAGE GF PER ROUND</b>	N/A	N/A	N/A	N/A	N/A	33.97	34.51	(0.54)	33.12	(24.60)	34.51

## Revenue Summary & Detail

**Glencoe Golf Club**  
**Monthly Revenue Activity Summary**

activity key acct title	January 2014 Activity				Year-To-Date Activity (FY 2014)						
	This Period Actual	This Period Budget	\$ of Period Budget	This Period Last Year	This Period Last Year	YTD Actual	YTD Budget	\$ of YTD Budget	YTD Last Year	\$ of Last Year	Annual Budget
GOLF ACADEMY	1,960	0	1,960	560	1,400	85,835	75,000	10,835	65,640	20,195	75,000
GREENS FEES	0	0	0	0	0	1,126,674	1,060,896	65,778	1,114,597	12,077	1,060,896
INTEREST	433	167	266	190	243	1,857	1,837	20	1,981	-124	2,004
LEASES	0	0	0	0	0	22,600	22,000	600	22,795	-195	22,000
MERCHANDISE	265	0	265	0	265	62,587	48,035	14,552	56,412	6,175	48,035
OTHER	6,709	1,120	5,589	10,500	-3,791	33,996	22,475	11,521	39,964	-5,958	22,475
OUTINGS	0	0	0	0	0	45,745	21,805	23,940	47,828	-2,083	21,805
POWER CARTS	0	0	0	0	0	252,487	230,000	22,487	259,046	-6,559	230,000
RANGE	0	0	0	0	0	65,752	42,700	23,052	54,120	11,632	42,700
SALE OF ASSETS	0	0	0	0	0	2,500	0	2,500	7,350	-4,850	0

**Glencoe Golf Club  
Monthly Revenue Activity Detail**

activity key acct title	January 2014 Activity				Year-To-Date Activity (FY 2014)			
	This Period		\$ of Period		This Period		\$ of Period	
	Actual	Budget	Budget	Last Year	Actual	YTD Budget	YTD Last Year	\$ of Last Year
<b>GOLF ACADEMY</b>								
60-166-600-32517 GOLF ACADEMY REVENUE	1,760	0	1,760	0	1,760	52,000	44,250	39,870
60-166-600-32927 GOLF PRO LESSONS	200	0	200	560	-360	23,000	21,390	-19,675
<b>GOLF ACADEMY</b>	1,960	0	1,960	560	1,400	75,000	65,640	20,195
<b>GREENS FEES</b>								
60-166-600-32480 SENIOR MEMBERSHIPS	0	0	0	0	0	19,650	21,664	1,551
60-166-600-32485 GREEN FEES - WEEK DAYS	0	0	0	0	0	533,811	538,339	-4,528
60-166-600-32490 GREEN FEES - WEEKENDS	0	0	0	0	0	368,569	388,245	-19,676
60-166-600-32495 PERM TIMES & FEES	0	0	0	0	0	201,079	166,350	34,729
<b>GREENS FEES</b>	0	0	0	0	0	1,126,674	1,114,597	12,077
<b>INTEREST</b>								
60-166-600-32805 INTEREST ON INVESTMENTS	142	125	17	168	-26	1,341	1,540	-199
60-166-600-32810 IMET EARNINGS	290	42	248	22	269	462	441	75
<b>INTEREST</b>	433	167	266	190	243	1,837	1,981	-124
<b>LEASES</b>								
60-166-600-32920 FOOD SERVICE FEE	0	0	0	0	0	22,600	22,795	-195
<b>LEASES</b>	0	0	0	0	0	22,600	22,795	-195
<b>MERCHANDISE</b>								
60-166-600-32705 FOOD SALES	0	0	0	0	0	113	1,287	-1,174
60-166-600-32710 GOLF BALLS	0	0	0	0	0	18,352	20,812	-2,460
60-166-600-32715 CLOTHING	0	0	0	0	0	6,812	4,881	1,930
60-166-600-32720 MERCHANDISE	265	0	265	0	265	37,310	29,431	7,879
<b>MERCHANDISE</b>	265	0	265	0	265	62,587	56,412	6,175
<b>OTHER</b>								
60-166-600-32500 ANNUAL LOCKER RENTAL	0	0	0	0	0	150	290	-140
60-166-600-32510 PULL CART RENTAL	0	0	0	0	0	15,956	15,035	921
60-166-600-32520 CDGA REVENUE	960	1,120	-160	200	760	1,940	3,720	-1,780
60-166-600-32525 LEAGUE FEES	0	0	0	0	0	3,355	2,360	995
60-166-600-32530 RENTAL CLUBS	0	0	0	0	0	3,422	3,151	271

Revenue List

2/12/2014

**Glencoe Golf Club**  
**Monthly Revenue Activity Detail**

activity key acct	title	January 2014 Activity				Year-To-Date Activity (FY 2014)						
		This Period Actual	This Period Budget	This Period Last Year	This Period Last Year	YTD Actual	YTD Budget	\$ of YTD Budget	YTD Last Year	\$ of Last Year	Annual Budget	
60-166-600-32995	SUNDRY	200	0	200	6,705	-6,505	3,624	0	3,624	11,804	-8,180	0
60-166-600-35115	IRMA SURPLUS CREDIT	5,549	0	5,549	3,594	1,955	5,549	0	5,549	3,594	1,955	0
OTHER		6,709	1,120	5,589	10,500	-3,791	33,996	22,475	11,521	39,954	-5,958	22,475
<b>OUTINGS</b>												
60-166-600-32475	GOLF OUTING REVENUE	0	0	0	0	0	45,745	21,805	23,940	47,828	-2,083	21,805
OUTINGS		0	0	0	0	0	45,745	21,805	23,940	47,828	-2,083	21,805
<b>POWER CARTS</b>												
60-166-600-32505	ELECTRIC CART RENTAL	0	0	0	0	0	252,487	230,000	22,487	259,046	-6,559	230,000
POWER CARTS		0	0	0	0	0	252,487	230,000	22,487	259,046	-6,559	230,000
<b>RANGE</b>												
60-166-600-32515	PRACTICE RANGE REVENUES	0	0	0	0	0	65,752	42,700	23,052	54,120	11,632	42,700
RANGE		0	0	0	0	0	65,752	42,700	23,052	54,120	11,632	42,700
<b>SALE OF ASSETS</b>												
60-166-600-35110	SALE OF ASSETS	0	0	0	0	0	2,500	0	2,500	7,350	-4,850	0
SALE OF ASSETS		0	0	0	0	0	2,500	0	2,500	7,350	-4,850	0

Revenue List

2/12/2014

Expenditure Report  
Summary Report by Type  
Expenditure Detail

**Glencoe Golf Club  
Monthly Expenditure Activity Summary**

activity sub_1 sub1_title key acct title	January 2014 Period Activity				Year-To-Date Activity (FY 2014)						
	This Period Actual	This Period Budget	\$ of Period Budget	This Period Last Year	\$ of Period Last Year	YTD Actual	YTD Budget	\$ of YTD Budget	YTD Last Year	\$ of Last Year	Annual Budget
C&G PAYROLL	23,733	25,079	-1,346	22,711	1,022	363,702	427,657	-63,955	376,152	-12,450	451,624
CAPITAL	3,248	25,000	-21,752	18,317	-15,069	175,167	244,482	-69,315	291,969	-116,801	244,482
CHEM/FERTILIZER	0	0	0	0	0	69,162	75,000	-5,838	77,551	-8,389	75,000
COGS	224	0	224	0	224	47,247	31,102	16,145	32,988	14,258	31,102
COMMUNICATIONS	1,212	500	712	1,628	-416	10,419	10,771	-352	9,945	474	11,521
CREDIT CARD FEES	85	30	55	85	0	31,483	25,035	6,448	29,263	2,221	25,115
DEPRECIATION	0	0	0	0	0	0	0	0	0	0	80,000
EQUIPMENT R&M	2,903	4,000	-1,097	2,733	169	17,371	20,500	-3,129	16,657	713	23,500
GASOLINE	0	0	0	48	-48	17,229	16,500	729	16,482	747	16,500
GOLF ACADEMY	2,120	430	1,690	873	1,247	56,021	51,150	4,871	54,290	1,731	51,580
INTEREST EXPENSE	0	0	0	0	0	0	0	0	0	0	5,000
LIABILITY INSURANCE	2,981	1,492	1,489	1,894	1,087	20,004	17,409	2,595	23,351	-3,347	18,901
MAINTENANCE SUPPLIES	304	40	264	288	16	16,285	24,392	-8,107	18,376	-2,092	24,932
MANAGEMENT FEE	3,432	3,432	0	3,333	99	37,752	37,752	0	36,667	1,085	41,184
MARKETING	75	1,500	-1,425	0	75	19,990	20,250	-260	17,560	2,430	22,750
OTHER	2,418	564	1,854	924	1,495	42,747	47,657	-4,910	33,201	9,546	50,361
POWER CART LEASE	0	0	0	0	0	33,000	33,300	-300	22,066	10,934	33,300
RANGE	0	0	0	0	0	3,780	3,900	-120	4,477	-698	3,900
SHOP PAYROLL	26,792	26,327	465	25,711	1,081	371,853	375,562	-3,709	362,099	9,754	401,947

Glencoe Golf Club

Monthly Expenditure Activity Summary

activity sub_1 key acct	sub1_title title	January 2014 Period Activity				Year-To-Date Activity (FY 2014)					
		This Period Actual	This Period Budget	\$ of Period Budget	This Period Last Year	YTD Actual	YTD Budget	\$ of YTD Budget	YTD Last Year	\$ of Last Year	Annual Budget
		4,231	4,016	215	1,058	32,494	37,957	-5,463	27,664	4,830	41,907
5,087	0	5,087	2,060	24,677	50,520	-25,843	38,315	-13,639	50,520		



**Glencoe Golf Club  
Monthly Expenditure Activity Detail**

activity sub_1 key acct	sub1_title title	January 2014 Period Activity				Year-To-Date Activity (FY 2014)				Annual Budget		
		This Period Actual	This Period Budget	\$ of Period Budget	This Period Last Year	\$ of Period Last Year	YTD Actual	YTD Budget	\$ of YTD Budget		YTD Last Year	\$ of Last Year
<b>C&amp;G PAYROLL</b>												
60-166-387-42110	SALARIES - REGULAR	12,514	12,456	58	12,289	225	140,948	137,016	3,932	138,022	2,925	149,472
60-166-387-42120	SALARIES - RHS PAY	0	0	0	0	0	3,292	2,000	1,292	2,008	1,285	2,000
60-166-387-42210	SALARIES - TEMPORARY	2,640	2,923	-283	2,508	132	114,010	164,783	-50,773	114,787	-777	167,423
60-166-387-42310	OVERTIME	0	0	0	0	0	2	0	2	932	-930	0
60-166-387-42610	EMPLOYEE BENEFITS	4,257	3,962	295	3,966	291	43,957	43,581	376	41,922	2,035	47,542
60-166-387-46115	SOCIAL SECURITY ADMIN.	926	772	154	905	21	15,669	18,531	-2,862	15,451	218	19,303
60-166-387-46120	MEDICARE ONLY	217	57	159	212	5	3,920	4,211	-291	3,614	307	4,430
60-166-387-46125	ILL MUNI. RET. FUND	1,799	1,947	-148	1,696	103	23,990	33,029	-9,039	34,043	-10,054	34,940
60-166-387-47110	UNEMPLOYMENT	1,380	2,961	-1,581	1,136	244	17,915	24,508	-6,593	25,373	-7,458	26,514
	<b>C&amp;G PAYROLL</b>	<b>23,733</b>	<b>25,079</b>	<b>-1,346</b>	<b>22,711</b>	<b>1,022</b>	<b>363,702</b>	<b>427,657</b>	<b>-63,955</b>	<b>376,152</b>	<b>-12,450</b>	<b>451,624</b>
<b>CAPITAL</b>												
60-166-387-81120	BUILDING ALTERATIONS	0	0	0	0	0	5,220	13,500	-8,280	14,055	-8,835	13,500
60-166-387-81130	GOLF COURSE	1,381	0	1,381	18,317	-16,936	70,281	65,000	5,281	127,442	-57,162	65,000
60-166-387-81135	FORESTRY &	1,867	25,000	-23,133	0	1,867	2,667	25,000	-22,333	0	2,667	25,000
60-166-387-82140	GOLF EQUIPMENT	0	0	0	0	0	24,984	70,000	-45,016	84,421	-59,437	70,000
60-166-387-89105	CAPITAL SALARIES	0	0	0	0	0	60,071	59,000	1,071	61,356	-1,285	59,000
60-166-387-89110	CAPITAL SOCIAL SEC.	0	0	0	0	0	3,724	3,658	66	3,804	-80	3,658
60-166-387-89115	CAPITAL MEDICARE	0	0	0	0	0	616	855	-239	890	-274	855
60-166-387-89120	CAPITAL IMRF	0	0	0	0	0	7,605	7,469	136	0	7,605	7,469
	<b>CAPITAL</b>	<b>3,248</b>	<b>25,000</b>	<b>-21,752</b>	<b>18,317</b>	<b>-15,069</b>	<b>175,167</b>	<b>244,482</b>	<b>-69,315</b>	<b>291,969</b>	<b>-116,801</b>	<b>244,482</b>
<b>CHEM/FERTILIZER</b>												
60-166-387-61240	CHEMICALS/SEED/FERTILI	0	0	0	0	0	69,162	75,000	-5,838	77,551	-8,389	75,000
	<b>CHEM/FERTILIZER</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>69,162</b>	<b>75,000</b>	<b>-5,838</b>	<b>77,551</b>	<b>-8,389</b>	<b>75,000</b>
<b>COGS</b>												
60-166-386-63140	COGS-FOOD SUPPLIES	0	0	0	0	0	0	75	-75	185	-185	75
60-166-389-63105	COGS-GOLF BALLS	0	0	0	0	0	12,447	11,900	547	13,942	-1,495	11,900
60-166-389-63120	COGS-CLOTHING	0	0	0	0	0	5,430	3,592	1,838	3,342	2,088	3,592
60-166-389-63135	COGS-MERCHANDISE	224	0	224	0	224	29,369	15,535	13,834	15,520	13,849	15,535
	<b>COGS</b>	<b>224</b>	<b>0</b>	<b>224</b>	<b>0</b>	<b>224</b>	<b>47,247</b>	<b>31,102</b>	<b>16,145</b>	<b>32,988</b>	<b>14,258</b>	<b>31,102</b>

Glencoe Golf Club

Monthly Expenditure Activity Detail

activity sub_1 sub1_title key acct title	January 2014 Period Activity				Year-To-Date Activity (FY 2014)				Annual Budget		
	This Period Actual	This Period Budget	\$ of Period Budget	This Period Last Year	\$ of Period Last Year	YTD Actual	YTD Budget	\$ of YTD Budget		YTD Last Year	\$ of Last Year
<b>COMMUNICATIONS</b>											
60-166-385-52205 TELECOM/INTERNET	1,212	500	712	1,628	-416	10,419	10,771	-352	9,945	474	
11,521											
<b>COMMUNICATIONS</b>											
60-166-388-52195 CREDIT CARD FEES	1,212	500	712	1,628	-416	10,419	10,771	-352	9,945	474	
11,521											
<b>CREDIT CARD FEES</b>											
60-166-388-52195 CREDIT CARD FEES	85	30	55	85	0	31,483	25,035	6,448	29,263	2,221	
25,115											
<b>CREDIT CARD FEES</b>											
60-166-388-52195 CREDIT CARD FEES	85	30	55	85	0	31,483	25,035	6,448	29,263	2,221	
25,115											
<b>DEPRECIATION</b>											
60-166-385-95105 DEPRECIATION	0	0	0	0	0	0	0	0	0	0	
80,000											
<b>DEPRECIATION</b>											
60-166-385-95105 DEPRECIATION	0	0	0	0	0	0	0	0	0	0	
80,000											
<b>EQUIPMENT R&amp;M</b>											
60-166-387-51180 GENERAL EQUIPMENT R/M	2,903	4,000	-1,097	2,733	169	13,507	17,000	-3,493	11,940	1,567	
20,000											
60-166-387-51230 IRRIGATION SYSTEM R/M	0	0	0	0	0	3,864	3,500	364	4,717	-853	
3,500											
<b>EQUIPMENT R&amp;M</b>											
60-166-387-51180 GENERAL EQUIPMENT R/M	2,903	4,000	-1,097	2,733	169	17,371	20,500	-3,129	16,657	713	
23,500											
<b>GASOLINE</b>											
60-166-387-61185 GASOLINE-OIL-GREASE	0	0	0	48	-48	17,229	16,500	729	16,482	747	
16,500											
<b>GASOLINE</b>											
60-166-387-61185 GASOLINE-OIL-GREASE	0	0	0	48	-48	17,229	16,500	729	16,482	747	
16,500											
<b>GOLF ACADEMY</b>											
60-166-386-42210 SALARIES - TEMPORARY	0	0	0	0	0	0	7,000	-7,000	5,215	-5,215	
7,000											
60-166-386-46115 SOCIAL SECURITY ADMIN.	0	0	0	0	0	0	434	-434	323	-323	
434											
60-166-386-46120 MEDICARE ONLY	0	0	0	0	0	0	100	-100	76	-76	
100											
60-166-386-46125 ILL MUNI. RET. FUND	0	0	0	0	0	0	886	-886	268	-268	
886											
60-166-386-52110 LEASE OF EQUIPMENT	0	0	0	0	0	0	400	-400	0	0	
400											
60-166-386-52290 MISC CONTRACTUAL	1,320	250	1,070	573	747	52,514	39,050	13,464	44,379	8,135	
39,300											
60-166-386-61155 SUPPLIES	0	0	0	0	0	1,308	1,300	8	2,144	-836	
1,300											
60-166-386-62115 MISC COMPUTER	800	180	620	300	500	2,200	1,980	220	1,448	752	
2,160											
60-166-386-62130 MISC EQUIPMENT	0	0	0	0	0	0	0	0	18	-18	
0											
60-166-386-64105 UNIFORMS/WORK	0	0	0	0	0	0	0	0	419	-419	
0											
<b>GOLF ACADEMY</b>											
60-166-386-42210 SALARIES - TEMPORARY	2,120	430	1,690	873	1,247	56,021	51,150	4,871	54,290	1,731	
51,580											



Glencoe Golf Club

Monthly Expenditure Activity Detail

activity sub_1 sub1_title key acct title	Year-To-Date Activity (FY 2014)										
	January 2014 Period Activity										
	This Period Actual	This Period Budget	\$ of Period Budget	This Period Last Year	\$ of Period Last Year	YTD Actual	YTD Budget	\$ of YTD Budget	YTD Last Year	\$ of Last Year	Annual Budget
60-166-385-55110	0	400	-400	0	0	193	1,300	-1,107	0	193	1,500
60-166-385-61165	0	0	0	0	0	1,753	1,750	3	1,844	-91	1,750
60-166-385-62105	0	0	0	0	0	1,518	2,050	-532	0	1,518	2,050
60-166-385-93125	0	0	0	0	0	0	300	-300	0	0	300
60-166-387-51105	187	0	187	685	-498	2,258	4,238	-1,980	2,207	51	4,738
60-166-387-52110	0	0	0	0	0	0	800	-800	0	0	800
60-166-387-52160	0	0	0	0	0	5,375	5,640	-265	5,249	126	5,640
60-166-387-52180	0	0	0	0	0	660	2,500	-1,840	1,422	-762	2,500
60-166-387-52185	223	44	179	91	132	7,170	9,412	-2,242	9,007	-1,837	9,456
60-166-387-52290	0	0	0	0	0	0	400	-400	0	0	400
60-166-387-55105	180	0	180	0	180	545	520	25	540	5	610
60-166-387-55110	0	0	0	50	-50	1,420	2,500	-1,080	2,463	-1,042	3,000
60-166-387-61115	0	0	0	0	0	0	0	0	86	-86	0
60-166-388-52290	13	20	-7	0	13	2,347	2,771	-424	0	2,347	2,791
60-166-388-55105	0	0	0	0	0	675	0	675	0	675	0
60-166-388-55110	0	0	0	0	0	308	0	308	100	208	0
60-166-388-61145	0	0	0	0	0	1,465	1,800	-335	1,792	-327	1,800
60-166-388-61155	69	0	69	-73	142	2,668	2,344	324	2,302	366	2,344
60-166-389-52150	0	0	0	0	0	1,860	1,340	520	1,340	520	1,340
60-166-389-64105	0	0	0	0	0	1,573	1,724	-151	1,170	403	1,724
OTHER	2,418	564	1,854	924	1,495	42,747	47,657	-4,910	33,201	9,546	50,361
<b>POWER CART LEASE</b>											
60-166-388-74010	0	0	0	0	0	33,000	33,300	-300	22,066	10,934	33,300
POWER CART LEASE	0	0	0	0	0	33,000	33,300	-300	22,066	10,934	33,300
<b>RANGE</b>											
60-166-388-61160	0	0	0	0	0	1,001	500	501	4,477	-3,477	500
60-166-388-61250	0	0	0	0	0	2,779	3,400	-621	0	2,779	3,400
RANGE	0	0	0	0	0	3,780	3,900	-120	4,477	-698	3,900
<b>SHOP PAYROLL</b>											
60-166-385-42110	10,724	10,424	300	10,224	500	119,007	114,664	4,343	112,174	6,833	125,088
60-166-385-42120	0	0	0	0	0	2,723	2,700	23	2,608	115	2,700

# Glencoe Golf Club Monthly Expenditure Activity Detail

activity sub_1 sub1_title key acct title	January 2014 Period Activity				Year-To-Date Activity (FY 2014)						
	This Period Actual	This Period Budget	\$ of Period Budget	This Period Last Year	\$ of Last Year	YTD Actual	YTD Budget	\$ of YTD Budget	YTD Last Year	\$ of Last Year	Annual Budget
	60-166-385-42610 EMPLOYEE BENEFITS	1,931	1,794	137	1,799	132	20,133	19,861	272	19,195	938
60-166-385-46115 SOCIAL SECURITY ADMIN.	659	646	12	628	30	6,451	6,403	48	6,250	202	7,049
60-166-385-46120 MEDICARE ONLY	154	151	3	147	7	1,711	1,663	48	1,612	99	1,814
60-166-385-46125 ILL MUNI. RET. FUND	1,209	1,320	-110	1,215	-6	14,125	14,516	-391	12,793	1,332	15,836
60-166-388-42110 SALARIES - REGULAR	7,281	7,281	0	7,057	224	84,634	80,091	4,543	77,958	6,676	87,372
60-166-388-42120 SALARIES - RHS PAY	0	0	0	0	0	955	0	955	1,108	-152	0
60-166-388-42210 SALARIES - TEMPORARY	0	0	0	9	-9	63,197	77,351	-14,154	72,133	-8,936	77,351
60-166-388-42310 OVERTIME	0	0	0	0	0	28	0	28	383	-355	0
60-166-388-42610 EMPLOYEE BENEFITS	3,528	3,290	238	3,297	231	36,527	36,188	340	34,828	1,699	39,477
60-166-388-46115 SOCIAL SECURITY ADMIN.	413	451	-39	408	5	8,826	9,761	-935	9,019	-193	10,213
60-166-388-46120 MEDICARE ONLY	96	48	49	95	1	2,064	2,225	-161	2,109	-45	2,331
60-166-388-46125 ILL MUNI. RET. FUND	797	922	-124	831	-34	11,471	10,139	1,332	9,930	1,541	11,061
<b>SHOP PAYROLL</b>	<b>26,792</b>	<b>26,327</b>	<b>465</b>	<b>25,711</b>	<b>1,081</b>	<b>371,853</b>	<b>375,562</b>	<b>-3,709</b>	<b>362,099</b>	<b>9,754</b>	<b>401,947</b>
<b>UTILITIES</b>											
60-166-387-52270 ELECTRICAL - LIGHT/AC	1,162	1,766	-604	1,058	104	23,346	26,100	-2,754	23,583	-237	27,800
60-166-387-52275 NATURAL GAS	3,069	2,250	819	0	3,069	9,148	11,856	-2,709	4,081	5,067	14,106
<b>UTILITIES</b>	<b>4,231</b>	<b>4,016</b>	<b>215</b>	<b>1,058</b>	<b>3,173</b>	<b>32,494</b>	<b>37,957</b>	<b>-5,463</b>	<b>27,664</b>	<b>4,830</b>	<b>41,907</b>
<b>WATER-SEWER-GARBAGE</b>											
60-166-387-52255 WATER AND SEWER	5,087	0	5,087	2,060	3,027	23,128	49,440	-26,312	37,362	-14,234	49,440
60-166-387-52260 GARBAGE SERVICE	0	0	0	0	0	1,549	1,080	469	954	595	1,080
<b>WATER-SEWER-GARBAGE</b>	<b>5,087</b>	<b>0</b>	<b>5,087</b>	<b>2,060</b>	<b>3,027</b>	<b>24,677</b>	<b>50,520</b>	<b>-25,843</b>	<b>38,315</b>	<b>-13,639</b>	<b>50,520</b>

Balance Sheet Detail  
Deferred Revenue  
    Cash Balance  
Due to VOG Report

## Deferred Revenue

### Glencoe Golf Club

For Period Ending 01/31/2014

Acct No	Description	Balance
60-166-600-24105	RAIN CHECKS OUTSTANDING	10,377.00
60-166-600-24110	GIFT CERTS OUTSTANDING	8,248.17
60-166-600-24145	DEF REV-RESERVED STARTING TIME	16,385.00
60-166-600-24175	DEF REV GOLF ACADEMY	5,351.48
Total Def. Rev.		<u>40,361.65</u>

# Cash Report

## Glencoe Golf Club

For Period Ending 01/31/2014

Acct No	Description	Balance
<b>Balance Sheet</b>		
60-166-600-11111	CASH - NSCB	918,747.70
60-166-600-11190	IMET	205,010.21
60-166-600-11210	PETTY CASH	700.00
Total		<u>1,124,457.91</u>



# Due To VOG Report

## Glencoe Golf Club

For Period Ending 01/31/2014

Acct No	Description	Balance
60-166-600-22190	GOLF MGMT FEE PAYABLE	418,657.00
60-166-600-25105	INT PAYABLE ON ADVANCE	222,288.51
60-166-600-25115	DUE TO GENERAL FUND	960,006.11
Total		<u>1,600,951.62</u>

Friends of the Glencoe Golf Club

Monthly Report  
Cash Balance

## Monthly Report - Friends Glencoe Golf Club

For Period Ending 01/31/2014

Acct No.	Description	FY Mo.	FY Mo. Bud.	PY Mo.	FY YTD	FY YTD Bud.	PY YTD	FY Bud.
<b>Operating Revenue</b>								
	Total Other Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Total Operating Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Operating Expenses</b>								
65- 170- 395- 52215	MARKETING/ADVERTISING	0.00	0.00	0.00	2,852.24	0.00	0.00	0.00
	Total Service Fees	0.00	0.00	0.00	2,852.24	0.00	0.00	0.00
	Total Professional Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Total Event Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Total Service Expense	0.00	0.00	0.00	2,852.24	0.00	0.00	0.00
	Total Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Total Equipment	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Total Commodities	0.00	0.00	0.00	0.00	0.00	0.00	0.00

	0.00	0.00	0.00	2,852.24	0.00	0.00	0.00
Total Operating Expense							0.00
	0.00	0.00	0.00	(2,852.24)	0.00	0.00	0.00
Operating Excess (Deficit)							0.00
65- 170- 395- 32805	0.50	0.00	1.45	6.87	0.00	0.00	0.00
INTEREST ON INVESTMENTS							13.87
Total Nonoperating Revenue	0.50	0.00	1.45	6.87	0.00	0.00	13.87
Total Interest Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Nonoperating Activity	0.50	0.00	1.45	6.87	0.00	0.00	13.87
Total Excess (Deficit)	0.50	0.00	1.45	(2,845.37)	0.00	0.00	13.87
65- 170- 395- 81130	0.00	0.00	0.00	0.00	0.00	0.00	0.00
GOLF COURSE IMPROVEMENTS							975.95
Total Capital	0.00	0.00	0.00	0.00	0.00	0.00	975.95

## Cash Report - Friends

### Glencoe Golf Club

For Period Ending 01/31/2014

Acct No	Description	Balance
<b>Balance Sheet</b>		
65-170-395-11111	CASH - NSCB	3,352.65
	Total	<u>3,352.65</u>