

Glendale Lakes Golf Club Committee Meeting Minutes
January 12th, 2022 at Glendale Lakes Golf Club

Meeting called to order at 7:00pm by Chairman Pat Maritato

Attendance: Chester Pojack (Trustee District 5), Mr. Ed Lambke, Mr. Bill Schmidt (Trustee District 1 via Zoom), Mr. Doug Flint (Acting Village Administrator), Mr. Bill Poling (Finance Director via Zoom) and Jennifer Ferrell.

Others present: Steve Solesky, Brian Trifilio, Rosemary Russell (Notes/Minutes). Guests in attendance at the meeting were: Mayor Chodri Khokhar, Mr. Michael Light (Trustee District 3), Mr. Christopher Epstein, Mr. Matthew Epstein, Ms. Jennifer Hopwood and Ms. Kim Darlin.

Welcome/Communications: Chairman Maritato welcomed everyone to the first meeting of the year for the Glendale Lakes Golf Club Committee and asked everyone to please introduce themselves to the Committee.

Public Discussion: None

Approval of Minutes 5/13/2021: Mr. Bill Schmidt motioned to approve the Minutes and Mr. Ed Lambke seconded. The Minutes were approved.

Monthly Management Report April to November 2021: Jennifer Ferrell discussed the Monthly Management Reports from April to November. She gave an overview of the months and discussed banquets for 2021 with the impact of COVID-19 and its restrictions. The annual Mother's Day Brunch was canceled, along with Easter Brunch and also one Friday Fish Fry. Spring Fling was done in the same manner as the Turkey Shoot for 2020 which was modified due to the indoor dining restrictions of the State of Illinois from Covid-19. In May, the new fiscal year went into effect and the golf course purchased a new TV for the golf patio. In June full capacity was returned for banquet events. Also, Trustee Siddiqi formed an Ad Hoc Banquet Committee at the golf course to investigate what the best banquet options for all patrons of the golf course should be. In June, David Genty, Public Affairs Coordinator, brought a drone to the golf course in order to take a video of the course. This drone video was then uploaded to the golf course website where any golfer could view it to see the layout of course. Throughout the entire year of 2021 we remained short staffed. We still need wait staff, bartenders and kitchen staff. In August golf season for the high schools began. We are the home golf course for 5 teams and have been since approximately 2007. We believe this is great exposure for our golf course. In September, the CDGA came to Glendale Lakes to re-rate the course. This procedure is done approximately every ten years and is used to rate each course by the CDGA. We also hosted the VOGH Annual Charity Classic Golf Outing in September. The monies raised from this event were donated to Make-A-Wish Illinois, FOP Lodge #52 Community Enrichment Fund, Glendale Heights Chamber of Commerce Scholarship Fund and the Glendale Heights Foundation. Additionally, the Public Works Department came out to the golf course to overlay new asphalt in certain areas along the golf cart paths. We also began partnering with High School District #87 and their Transition Program which teaches marketable job skills for the future. In October the 6-month budget was review and evaluated. In November, Turkey Shoot was held with 287 participants and the second meeting of the Glendale Lakes Ad Hoc Banquet Committee was held. Chairman Maritato asked if there were any questions regarding the information given by Jennifer Ferrell.

2022 Golf Outing Bookings: There are currently 12 golf outings booked for the 2022 calendar year. Mr. Steve Solesky stated that he is currently in contact with other potential groups that would like to book their outing here. Please see handout attached to Agenda Packet.

FY 2022 Banquet Bookings: To date, there are currently 69 events booked for the calendar year 2022. Of those, 13 are wedding receptions that have been booked for the months of September, October and November. That leaves only one open Saturday during the three month period.

Other Discussion Items: Chairman Maritato then asked if there were any other discussion items to which there was no response. He then began to explain the purpose of the Glendale Lakes Ad Hoc Banquet Committee that was formed late in 2021. The purpose of this Committee was to investigate the possibility of allowing clients to hire their own caterers for ethnic parties at the golf course. Currently, clients are now allowed to do so. Jennifer Ferrell then began to speak about the recommendations that were made by the Ad Hoc Banquet Committee to Mr. Doug Flint in a memo dated 12/20/2021. These recommendations included what a client would pay for the room rental to the golf course: depending on the day of the week and the number of guests in the party. It also included additional costs for miscellaneous items that can be added if desired: chair covers, and bar packages. Mr. Flint stated these costs would be if the Village ran the banquet hall. Trustee Schmidt believes that Bill Poling and Jennifer Ferrell did a great job compiling all of this data and presenting it to the Ad Hoc Banquet Committee. Mr. Flint pointed out that the golf course (according to this report) is \$25 less (per person) on wedding packages than any other facility and that this would be a great option for the Village if they retain control of the golf course. Additionally, it was agreed that the golf course should entertain the possibility of turning over the operations of the Food & Beverage Department to a 3rd party vendor while still allowing clients the option of having their food catered to the golf course.

Chairman Maritato stated he would like to see the golf course turn over the operations of the Food & Beverage Department to a third party vendor. The Village could post a "put out to bid" for qualified vendors. Mr. Flint stated that any vendor would have to be able to provide culturally appropriate food for any ethnicity and have to be able to meet the needs of the residents. Mayor Khokhar agreed with Mr. Flint and stated he would like the third party vendor to keep all current employees of the Food & Beverage Department. Trustee Schmidt stated he likes the idea of a third party vendor taking over the food preparation. Chairman Maritato then reiterated that the new company will have to allow residents to bring in their own cultural food from a third party vendor.

Mayor Khokhar stated he believes the banquet rooms need to be renovated. Mr. Lambke stated he believes there needs to be further investigation on these issues.

Mr. Doug Flint spoke to the Committee about one additional slide in the presentation that related to green fees for the fiscal year 2021. He stated the total revenue for green fees, minus salaries and administrative fees, showed a positive revenue. He believes that the "rate of play" will stay the same until all people go back to work. Mr. Lambke stated all golf courses are make money now due to COVID and hopes the numbers keep growing. Mr. Flint then asked the Committee to take a couple of weeks to make a decision. Chairman Maritato stated he always wanted to separate golf from food and beverage. Trustee Schmidt agrees to waiting another week or two so that an informed decision can be made.

Public discussion began with a resident questioning what is the percentage of our food costs at the golf course? Jennifer Ferrell stated they are more than 33% but with rising prices that could climb higher. Additionally the resident stated he would vote "yes" to lease out the facility but wants to see multiple bids for leasing the golf course.

Mr. Doug Flint asked for a date to be set for a meeting to decide how to proceed. Chairman Maritato agreed that the next meeting will be held in two weeks which is the first week of February. The date agreed upon is February 2, 2022.

Without further discussion Chairman Maritato asked for an adjournment of the meeting. Mr. Ed Lambke motioned to adjourn and Trustee Schmidt seconded.

The meeting adjourned at 8:30pm.