



## Golf Course Operations Village of Bloomingdale

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### MEMORANDUM

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**Date:** February 14, 2022

**To:** Pietro Scalera, Village Administrator

**From:** Gary L. Szott, Finance Director/Treasurer *GS*

**Subject:** Golf Course Fund Proposed FY23 Budget and 5-Year Forecast

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Annually and coincident with the annual budget process and in cooperation with golf course management the Golf Course Fund's (the "Fund") annual budget and 5-Year Forecast (the "Forecast") is updated. The purpose of this is to assess the Fund's financial position and its ability to sustain operations, service levels and finance anticipated capital improvements. The annual budget and Forecast provides the structure to measure the Fund's short-term fiscal objective to "operate with a net income from operations of \$100,000, before depreciation". The 5-Year Forecast provides a means to assess the long-term fiscal objective which is for the Fund to be self-sustaining.

Ultimately, the annual budget and Forecast provides a financial framework from which collaborative discussion amongst elected officials, Village staff, and golf course management can evolve to provide guidance and direction in refining and furthering strategic plans - both operating and capital. These efforts assist in ensuring adherence to the Village's Vision and Mission, financial strength and viability, and avoidance of unwelcome financial situations.

The Government Finance Officers Association recommends to regularly engage in long-term financial planning that encompass key elements. These elements are listed below and are incorporated into the Forecast to varying degrees.

- A. Time Horizon** – A plan should look at least five to ten years into the future.
- B. Scope** – A plan should consider all appropriated funds.
- C. Frequency** – A plan should be updated as needed in order to provide direction to the budget process.
- D. Content** – A plan should include an analysis of the financial environment, revenue and expenditure forecast, debt position and other key points.
- E. Visibility** – The public and elected officials should be able to easily learn about the long-term financial prospects of the government and strategies for financial balance.

**February 14, 2022**  
**Pietro Scalera, Village Administrator**  
**Golf Course Fund Preliminary FY23 Budget and 5-Year Forecast**

The annual budget and Forecast are meant to provide guidance in prioritizing and aligning service objectives and capital improvements with financial resources, but it is not a final, static plan. It is a framework from which further discussions can evolve to better assure that desired service levels are attained, capital improvements are completed, and financial position remains strong. The Forecast has been developed using the data available, an awareness of the current economy, and assumptions that are based on the knowledge and instincts of staff and golf course management, as well as historical trends specific to the golf course operations. No obligation or commitment is established by the Forecast and continuous adjustments and improvements are considered a normal part of the "process."

To arrive at the results of this Forecast the following data, assumptions and methodologies were used.

1. **Greens fees** for the 2022 golf season will increase between 4% and 20% depending on the type of round (i.e. - 9-holes or 18 holes, day of the week and time of day) of golf. This equates to approximately \$1 - \$5 per round of golf. Thereafter greens fees remain at their FY23 levels through FY27. The above increase is estimated to generate an additional \$68,000.
2. **Golf cart rental fees** for the 2022 golf season will remain the same as in 2021 and through to FY27.
3. **Operating expenses** for FY24 through FY27 will increase 3.00% annually. The actual average annual increase in operating expenses for the past five years (FY18 through FY22) has been 2.12%.
4. **Capital improvements** (equipment replacement and acquisition) will occur as scheduled, be funded through cash financing (i.e. – pay-as-you-go), and reflect a complete and comprehensive assessment from golf course management.

The preliminary FY22 End-of-Year projection indicates that the Fund will attain an operating income of \$258,345, before depreciation. The proposed FY23 Budget indicates the Fund will attain an operating income of \$146,960, before depreciation. The fiscal objective is to operate with a net income from operations of \$100,000, before depreciation.

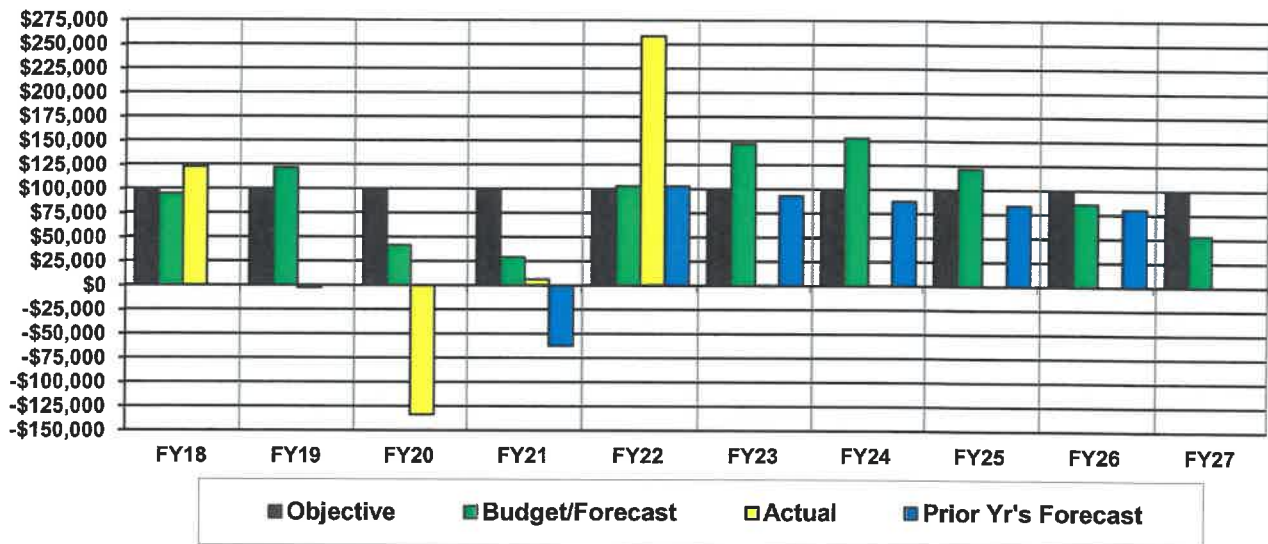
FY22 benefitted from a full golf season and a continued high demand and revitalized interest in golf. Greens fees were increased in FY22 and drove this revenue source to its highest, in terms of dollars, since FY09. Cart rental fees were also increased in FY22 and responded by generating revenue levels not seen since the Village began operating the golf course in 1997. Management has also been keenly aware of the need to control expenses and operate within budget while continuing to deliver an exceptional customer experience. End-

**February 14, 2022**  
**Pietro Scalera, Village Administrator**  
**Golf Course Fund Preliminary FY23 Budget and 5-Year Forecast**

of-year FY22 expenses, adjusted for revenue driven expenses and golf cart battery replacements, are projected to be 1% under budget.

The graph below reflects the golf course’s financial performance for the previous five fiscal years (FY18 through FY22) as well as the next five fiscal years (FY23 through FY27). The previous five fiscal years provided an annual average net income, before depreciation, of approximately \$50,100. Over the next five fiscal years, and based on the assumptions stated previously, the Fund is forecasted to achieve an average annual net income of approximately \$112,200, before depreciation. The fiscal objective is to operate with a net income from operations of \$100,000, before depreciation.

**Bloomington Golf Club**  
**Actual and Forecasted Financial Performance from Operations**



In addition to measuring operating income as a means to monitor financial health, maintaining an operating reserve level of 25% of operating expenses is critical to providing operational continuity. Operating reserves provide for the delivery of ongoing services, short-term cash flow disparities, unbudgeted and unexpected system repairs or equipment replacements and other unforeseen events. In FY22 and FY23 the Fund will attain this target. In previous year’s the Fund struggled to maintain reserves greater than 14%. The projections have improved over last year’s 5-year forecast; however, the Fund will again be challenged to maintain the target level of reserves in future years’ with a low point of 5% projected in FY26. The situation will have to be closely monitored to avoid any hardships on operations, as well as the capital improvements plan.

Golf course management and staff must continue to be cognizant of developing additional rounds of golf and cart rentals and continuing to control expenses while maintaining the condition of the course as well as the golf course clubhouse.

**Village of Bloomingdale**  
**Fiscal Year 2022/23 Budget**  
**Golf Course Fund (45)**  
**Statement of Revenues, Expenses and Changes in Fund Balance**

	Golf Course Operations Fund		
	FY22 Budget	FY22 EOY	FY23 Budget
<b>Operating Revenues:</b>			
<b>Charges for Services</b>			
Green Fees	\$ 780,000	915,695	919,350
Cart Rental Fees	394,500	475,285	420,000
Other Fees	220,245	235,375	236,925
<b>Total Operating Revenues</b>	<b>1,394,745</b>	<b>1,626,355</b>	<b>1,576,275</b>
<b>Operating Expenses excluding Depreciation:</b>			
Personal Services	0	0	0
Purchased Services	972,080	1,001,765	1,010,105
Training & Education	760	760	760
Maintenance	106,720	107,470	180,420
Commodities	187,285	233,015	215,530
Other Charges	25,000	25,000	22,500
<b>Total Operating Expenses</b>	<b>1,291,845</b>	<b>1,368,010</b>	<b>1,429,315</b>
<b>Operating Income before Depreciation</b>	<b>102,900</b>	<b>258,345</b>	<b>146,960</b>
<b>Depreciation</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Operating Income (Loss)</b>	<b>102,900</b>	<b>258,345</b>	<b>146,960</b>
<b>Non-Operating Revenues (Expenses)</b>			
Taxes	0	0	0
Intergovernmental	0	0	0
Fines	0	0	0
Fees, Licenses & Permits	0	0	0
Grants	0	2,780	0
Investment Income	250	1,055	2,500
Gain (Loss) on Disposal of Assets	700	700	0
Miscellaneous Revenue	7,150	20,235	9,210
Interest Expense and Executory Costs	0	0	0
<b>Total Non-Operating Revenues (Expenses)</b>	<b>8,100</b>	<b>24,770</b>	<b>11,710</b>
<b>Income (Loss) before Contributions and Transfers</b>	<b>111,000</b>	<b>283,115</b>	<b>158,670</b>
<b>Contributions</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Operating Transfers In</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Operating Transfers Out</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Bond Proceeds/Advances</b>	<b>(33,860)</b>	<b>(33,860)</b>	<b>(33,860)</b>
<b>Total Contributions and Transfers</b>	<b>(33,860)</b>	<b>(33,860)</b>	<b>(33,860)</b>
<b>Capital Outlays and Debt Service Expenses:</b>			
Capital Outlays	85,540	86,540	112,155
Debt Service	0	0	0
<b>Total Capital Outlay and Debt Service</b>	<b>85,540</b>	<b>86,540</b>	<b>112,155</b>
<b>Change in Fund Balance</b>	<b>(8,400)</b>	<b>162,715</b>	<b>12,655</b>
<b>Fund Balance at Beginning of Year</b>	<b>112,506</b>	<b>182,493</b>	<b>345,208</b>
<b>Fund Balance at End of Year</b>	<b>\$ 104,106</b>	<b>345,208</b>	<b>357,863</b>

**Village of Bloomingdale**  
**Fiscal Year 2022/23 Budget**  
**Golf Course Fund (45)**  
**Revenue Summary**

2/14/2022

45-00-000-0000		FY19	FY20	FY21	FY22	FY22 EOY	FY23
Account	Line Item Description	Actual	Actual	Actual	Budget	Projected	Budget
<b>Grants</b>							
47199	Federal Grants	\$0	\$0	\$0	\$0	\$2,780	\$0
<b>Total Grants</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$2,780</b>	<b>\$0</b>
<b>Investment Income</b>							
48010	Interest Income	\$19,127	\$13,993	\$5,146	\$250	\$1,055	\$2,500
<b>Total Investment Income</b>		<b>\$19,127</b>	<b>\$13,993</b>	<b>\$5,146</b>	<b>\$250</b>	<b>\$1,055</b>	<b>\$2,500</b>
<b>Charges for Services</b>							
49201	Green Fees	\$736,172	\$646,281	\$807,325	\$780,000	\$915,695	\$919,350
49202	Cart Rental Fees	\$371,456	\$322,510	\$379,031	\$394,500	\$475,285	\$420,000
49204	Golf Club Rental Fees	\$2,720	\$2,305	\$1,795	\$2,200	\$3,455	\$2,520
49205	CDGA Fees	\$500	\$295	\$570	\$500	\$810	\$700
49206	Practice Range Fees	\$24,347	\$24,977	\$36,125	\$33,200	\$46,090	\$39,600
49207	Incentive Card Fees	\$1,645	\$500	\$1,605	\$1,500	\$1,475	\$2,300
50031	Facility Rental Fees	\$139,191	\$144,399	\$101,641	\$155,445	\$155,445	\$161,305
50047	GC Contract Reimbursements	\$30,816	\$29,753	\$23,860	\$27,400	\$28,100	\$30,500
<b>Total Charges for Services</b>		<b>\$1,306,847</b>	<b>\$1,171,020</b>	<b>\$1,351,952</b>	<b>\$1,394,745</b>	<b>\$1,626,355</b>	<b>\$1,576,275</b>
<b>Other Revenues</b>							
50071	Contributions	\$0	\$0	\$0	\$0	\$0	\$0
50990	Miscellaneous	\$11,930	\$10,285	\$22,101	\$7,150	\$20,235	\$9,210
<b>Total Other Revenues</b>		<b>\$11,930</b>	<b>\$10,285</b>	<b>\$22,101</b>	<b>\$7,150</b>	<b>\$20,235</b>	<b>\$9,210</b>
<b>Total Operating Revenues</b>		<b>\$1,337,904</b>	<b>\$1,195,298</b>	<b>\$1,379,200</b>	<b>\$1,402,145</b>	<b>\$1,650,425</b>	<b>\$1,587,985</b>
<b>Other Financing Sources</b>							
50010	Sale of Assets	(\$22,415)	\$100	\$5,402	\$700	\$700	\$0
59020	Bond Proceeds/Advances	(\$33,858)	(\$33,858)	(\$33,858)	(\$33,860)	(\$33,860)	(\$33,860)
<b>Total Other Financing Sources</b>		<b>(\$56,273)</b>	<b>(\$33,758)</b>	<b>(\$28,456)</b>	<b>(\$33,160)</b>	<b>(\$33,160)</b>	<b>(\$33,860)</b>
<b>Total Inflows</b>		<b>\$1,281,631</b>	<b>\$1,161,540</b>	<b>\$1,350,744</b>	<b>\$1,368,985</b>	<b>\$1,617,265</b>	<b>\$1,554,125</b>

**Village of Bloomingdale**  
**Fiscal Year 2022/23 Budget**  
**Golf Course Fund (45)**  
**Expense Summary by Object**

2/14/2022

**Golf Course**

**45-05-000-0000**

<b>Account</b>	<b>Line Item Description</b>	<b>FY19 Actual</b>	<b>FY20 Actual</b>	<b>FY21 Actual</b>	<b>FY22 Budget</b>	<b>FY22 EOY Projected</b>	<b>FY23 Budget</b>
<b><u>Purchased Services</u></b>							
61001	Attorney & Counsel	\$0	\$68	\$1,395	\$0	\$0	\$500
61009	Banking Services	\$13,257	\$12,758	\$21,546	\$18,500	\$28,825	\$29,200
61010	Audit Services	\$1,290	\$1,100	\$1,075	\$1,010	\$1,010	\$885
61012	Professional Services	\$19,830	\$10,544	\$7,911	\$9,235	\$10,420	\$11,855
61013	Management Services	\$841,129	\$841,129	\$841,129	\$841,130	\$841,130	\$841,130
61014	Promotion & Public Relations	\$59,829	\$40,637	\$88,542	\$67,825	\$85,890	\$86,955
61015	Liability Insurance	\$22,977	\$22,092	\$19,685	\$20,655	\$17,870	\$21,245
61024	Leasing & Rental	\$11,881	\$10,865	\$20,814	\$10,325	\$13,365	\$14,335
61025	Internet Services	\$2,967	\$3,237	\$3,334	\$3,400	\$3,255	\$3,500
61026	Deductible-Liability Insurance	\$0	\$9,721	\$0	\$0	\$0	\$500
<b>Sub-Total</b>		<b>\$973,160</b>	<b>\$952,151</b>	<b>\$1,005,431</b>	<b>\$972,080</b>	<b>\$1,001,765</b>	<b>\$1,010,105</b>
<b><u>Training &amp; Education</u></b>							
63001	Conferences & Seminars	\$125	\$0	\$0	\$0	\$0	\$0
63003	Membership Dues & Fees	\$1,240	\$550	\$550	\$760	\$760	\$760
<b>Sub-Total</b>		<b>\$1,365</b>	<b>\$550</b>	<b>\$550</b>	<b>\$760</b>	<b>\$760</b>	<b>\$760</b>
<b><u>Maintenance</u></b>							
64110	Bldgs & Grnds	\$36,885	\$40,611	\$49,464	\$25,500	\$14,630	\$94,000
64117	Vehicle	\$2,795	\$264	\$62	\$400	\$0	\$400
64119	Equipment	\$66,446	\$73,971	\$79,297	\$72,570	\$86,615	\$79,770
64123	Tree Trimming & Removal	\$7,500	\$17,038	\$6,622	\$8,250	\$6,225	\$6,250
<b>Sub-Total</b>		<b>\$113,626</b>	<b>\$131,884</b>	<b>\$135,445</b>	<b>\$106,720</b>	<b>\$107,470</b>	<b>\$180,420</b>
<b><u>Commodities</u></b>							
66001	Office Supplies	\$0	\$0	\$0	\$0	\$0	\$0
66002	Printed Supplies	\$2,663	\$92	\$2,994	\$3,695	\$3,865	\$2,680
66004	Operating Materials	\$16,223	\$22,152	\$22,134	\$20,680	\$17,265	\$20,145
66005	Operating Equipment	\$18,241	\$7,039	\$6,560	\$3,500	\$56,010	\$25,300
66011	Trees & Plantings	\$9,186	\$2,064	\$5,307	\$6,300	\$2,930	\$6,000
66501	Electricity	\$58,738	\$57,225	\$51,263	\$60,100	\$55,100	\$60,100
66502	Natural Gas	\$13,048	\$11,069	\$11,988	\$11,950	\$13,300	\$15,000
66503	Vehicle Fuel	\$12,097	\$13,214	\$11,703	\$10,580	\$14,060	\$13,950
66504	Water	\$7,490	\$7,985	\$5,749	\$6,810	\$7,140	\$7,575
66506	Sewer	\$776	\$901	\$937	\$920	\$895	\$920
66507	Telephones-Land Based	\$4,156	\$4,917	\$2,052	\$2,750	\$2,150	\$2,160
66509	Chemicals	\$38,845	\$55,290	\$52,166	\$57,500	\$57,500	\$57,500
66513	Oil, Lubricants & Fluids	\$2,271	\$3,226	\$1,497	\$2,500	\$2,500	\$3,000
66514	Cable TV	\$0	\$0	\$0	\$0	\$300	\$1,200
<b>Sub-Total</b>		<b>\$183,734</b>	<b>\$185,174</b>	<b>\$174,350</b>	<b>\$187,285</b>	<b>\$233,015</b>	<b>\$215,530</b>
<b><u>Other Charges</u></b>							
71300	Administrative Services	\$37,000	\$35,000	\$30,000	\$25,000	\$25,000	\$22,500
<b>Sub-Total</b>		<b>\$37,000</b>	<b>\$35,000</b>	<b>\$30,000</b>	<b>\$25,000</b>	<b>\$25,000</b>	<b>\$22,500</b>
<b>Total Operating Expenses</b>		<b>\$1,308,885</b>	<b>\$1,304,759</b>	<b>\$1,345,776</b>	<b>\$1,291,845</b>	<b>\$1,368,010</b>	<b>\$1,429,315</b>

**Village of Bloomingdale**  
**Fiscal Year 2022/23 Budget**  
**Golf Course Fund (45)**  
**Expense Summary by Object**

2/14/2022

**Golf Course**

**45-05-000-0000**

<b>Account</b>	<b>Line Item Description</b>	<b>FY19 Actual</b>	<b>FY20 Actual</b>	<b>FY21 Actual</b>	<b>FY22 Budget</b>	<b>FY22 EOY Projected</b>	<b>FY23 Budget</b>
<b>Capital Outlays</b>							
69101	Equipment	\$63,923	\$11,033	\$22,917	\$35,540	\$47,600	\$92,155
69104	Buildings & Grounds Improvem	\$91,967	\$0	\$0	\$50,000	\$38,940	\$0
69108	Street Lights	\$0	\$0	\$0	\$0	\$0	\$20,000
	<b>Sub-Total</b>	<b>\$155,890</b>	<b>\$11,033</b>	<b>\$22,917</b>	<b>\$85,540</b>	<b>\$86,540</b>	<b>\$112,155</b>
	<b>Total Capital Outlays</b>	<b>\$155,890</b>	<b>\$11,033</b>	<b>\$22,917</b>	<b>\$85,540</b>	<b>\$86,540</b>	<b>\$112,155</b>
<b>Total</b>		<b>\$1,464,775</b>	<b>\$1,315,792</b>	<b>\$1,368,693</b>	<b>\$1,377,385</b>	<b>\$1,454,550</b>	<b>\$1,541,470</b>

**BLOOMINGDALE GOLF CLUB  
GOLF COURSE OPERATIONS FUND  
5 YEAR FORECAST**

Statement of Revenues, Expenses and Available Balances


	(A) FYE 4/30/2021	(B) (budget) FYE 4/30/2022	(C) (EOY) FYE 4/30/2022	(E) (budget) FYE 4/30/2023	(F) (forecast) FYE 4/30/2024	(G) (forecast) FYE 4/30/2025	(H) (forecast) FYE 4/30/2026	(I) (forecast) FYE 4/30/2027	SOURCE, COMMENTS or ASSUMPTION
<b>OPERATING REVENUES</b>									
1	807,325	780,000	915,695	919,350	919,350	919,350	919,350	919,350	FY23 budget; no future rate changes
2	379,031	394,500	475,285	420,000	420,000	420,000	420,000	420,000	FY23 budget; no future rate changes
3	1,795	2,200	3,455	2,520	2,600	2,500	2,700	2,800	5 yr average
4	570	500	810	700	600	600	600	700	5 yr average
5	36,125	33,200	46,090	39,600	34,200	36,200	36,200	38,500	5 yr average
6	1,605	1,500	1,475	2,300	1,500	1,500	1,500	1,700	5 yr average
7	101,641	155,445	155,445	161,305	167,400	173,800	180,400	187,300	Pro Shop and Banquet facilities
8	23,860	27,400	28,100	30,500	28,600	28,200	29,000	28,900	5 yr average
9	1,351,952	1,394,745	1,626,355	1,576,275	1,574,250	1,582,150	1,589,750	1,599,250	
<b>OPERATING EXPENSES</b>									
10	1,005,431	972,080	1,001,765	1,010,105	1,040,400	1,071,600	1,103,700	1,136,800	5 yr average annual increase = 2.12%
11	596	760	760	760	800	800	800	800	5 yr average annual increase = 2.12%
12	135,445	106,720	107,470	180,420	135,400	139,500	143,700	148,000	5 yr average annual increase = 2.12%
13	174,350	187,285	233,015	215,530	222,000	228,700	235,600	242,700	5 yr average annual increase = 2.12%
14	30,000	25,000	25,000	22,500	22,500	20,000	20,000	17,500	
15	1,345,822	1,291,845	1,368,010	1,429,315	1,421,100	1,460,600	1,503,800	1,545,800	
<b>OPERATING INCOME BEFORE DEPRECIATION</b>									
16	6,130	102,900	258,345	146,960	153,150	121,550	85,950	53,450	<b>FISCAL POLICY OBJECTIVE \$100,000</b>
17	260,734	0	265,000	0	265,000	265,000	265,000	265,000	Non-cash expense
<b>OPERATING INCOME/(LOSS) AFTER DEPRECIATION</b>									
18	(254,604)	102,900	(6,655)	146,960	(111,850)	(143,450)	(179,050)	(211,550)	GAAP Basis
<b>NON-OPERATING REVENUE/(EXPENSE)</b>									
19	5,146	250	1,055	2,500	4,500	3,000	1,400	1,100	FY17-FY21 - 1.45%; FY22-FY27 - 1.25%
20	(8,296)	700	700	0	0	0	37,500	0	Various equipment disposals/sales
21	22,078	7,150	23,015	9,210	12,400	13,400	13,200	14,200	5 Yr ave - Misc, IRMA surplus, FEMA
22	18,928	8,100	24,770	11,710	16,900	16,400	52,100	15,300	
<b>NET INCOME/(LOSS) BEFORE TRANSFERS &amp; CAPITAL OUTLAY</b>									
23	(235,676)	111,000	18,115	158,670	(94,950)	(127,050)	(126,950)	(196,250)	
<b>Capital Outlay -</b>									
24									
25	22,917	35,540	47,600	92,155	382,500	63,855	75,000	30,000	FY23-FY27 - See Listing of CIP Projects
26	0	50,000	38,940	0	5,000	65,000	105,000	5,000	FY23-FY27 - See Listing of CIP Projects
27	0	0	0	20,000	0	0	0	0	FY23-FY27 - See Listing of CIP Projects
28	0	0	0	0	0	0	0	0	FY23-FY27 - See Listing of CIP Projects
29	22,917	85,540	86,540	112,155	387,500	128,855	180,000	35,000	
<b>NET CHANGE from OPERATIONS, CAPITAL OUTLAY &amp; TRANSFERS</b>									
30	(258,593)	25,460	(68,425)	46,515	(482,450)	(255,905)	(306,950)	(231,250)	



**BLOOMINGDALE GOLF CLUB  
GOLF COURSE OPERATIONS FUND  
5 YEAR FORECAST  
Summary of Cash Position**

[A] (audited) FYE	[B] (budget) FYE	[C] (EOY Budget) FYE	[E] (budget) FYE	[F] (forecast) FYE	[G] (forecast) FYE	[H] (forecast) FYE	[I] (forecast) FYE	SOURCE, COMMENTS or ASSUMPTION
4/30/2021	4/30/2022	4/30/2022	4/30/2023	4/30/2024	4/30/2025	4/30/2026	4/30/2027	

**SUMMARY OF CASH POSITION**

Net Change from Operations, Capital										
1	Outlay & Transfers	(258,593)	25,460	(68,425)	46,515	(482,450)	(255,905)	(306,950)	(231,250)	Annual Net Change - row 29
2	Add: Depreciation Expense	260,734	0	265,000	0	265,000	265,000	265,000	265,000	Non-cash expense
3	Clubhouse roof financing, net	(33,860)	(33,860)	(33,860)	(33,860)	(33,860)	(16,930)	0	0	Repay roof loan through FY25
4	Change in Cash & Investments	(31,719)	(8,400)	162,715	12,655	(251,310)	(7,835)	(41,950)	33,750	NET CASH FLOW
5	Total Cash & Investments - Beginning	214,212	194,086	194,086	356,801	369,456	118,146	110,311	68,361	
6	Total Cash & Investments - Ending	182,493	185,686	356,801	369,456	118,146	110,311	68,361	102,111	
<b>Allocation of Ending Cash &amp; Investments</b>										
7	Operating Reserves	14%	14%	25%	25%	8%	8%	5%	7%	Operating Reserve %
8	Cash Over/(Under) Op Reserves & Capital	182,493	185,686	342,000	357,000	118,146	110,311	68,361	102,111	Target = 25% of Operating Expenses
		0	0	14,801	12,456	0	0	0	0	After reserves & scheduled capital
9	Total Cash & Investments - Ending	182,493	185,686	356,801	369,456	118,146	110,311	68,361	102,111	

# Village of Bloomingdale

## Listing of CIP by Department by Category

Project #	Department	Equipment	Replacement	# of Projects	Prior Yrs Actual	FY23 Budget	FY24 Projected	FY25 Projected	FY26 Projected	FY27 Projected	Total
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585	Irrigation Pump Computer Control (PLC) Board				\$0	\$31,000	\$0	\$0	\$0	\$0	\$31,000
327	Sandtrap Rake Equipment				\$0	\$25,600	\$0	\$0	\$0	\$0	\$25,600
344	Large Scale Turf Lawnmower				\$0	\$23,200	\$0	\$0	\$0	\$0	\$23,200
593	Golf Club Entrance Sign				\$0	\$12,355	\$0	\$0	\$0	\$0	\$12,355
215	Golf Carts				\$0	\$0	\$300,000	\$0	\$0	\$0	\$300,000
245	Fairway Mower - two (2)				\$0	\$0	\$62,500	\$0	\$0	\$0	\$62,500
216	Veranda and Grill Room Furniture				\$0	\$0	\$20,000	\$0	\$0	\$0	\$20,000
251	Hybrid Diesel Mower - two (2)				\$0	\$0	\$0	\$20,000	\$0	\$0	\$20,000
214	GPS Irrigation System Computer				\$0	\$0	\$0	\$35,000	\$35,000	\$0	\$70,000
256	JD Turf Gator Utility Carts - four (4)				\$0	\$0	\$0	\$8,855	\$0	\$0	\$8,855
335	JD Turf Gator Utility Carts - three (3)				\$0	\$0	\$0	\$0	\$40,000	\$0	\$40,000
330	Ryan Grounds Airrifer				\$0	\$0	\$0	\$0	\$0	\$30,000	\$30,000
337	Utility Cart				\$0	\$0	\$0	\$0	\$0	\$0	\$0
202	Ford Tractor				\$0	\$0	\$0	\$0	\$0	\$0	\$0
559	Golf Clubhouse Wi-Fi System				\$0	\$0	\$0	\$0	\$0	\$0	\$0
342	Cushman Utility Cart				\$0	\$0	\$0	\$0	\$0	\$0	\$0
278	Lightning Warning System				\$0	\$0	\$0	\$0	\$0	\$0	\$0
346	Intermediate Mower				\$0	\$0	\$0	\$0	\$0	\$0	\$0
347	Wireless Microphone and Audio System				\$0	\$0	\$0	\$0	\$0	\$0	\$0
436	Practice Range Equipment				\$0	\$0	\$0	\$0	\$0	\$0	\$0
467	HVAC System - Replace Heat Exchangers				\$0	\$0	\$0	\$0	\$0	\$0	\$0
345	Greens Aerification Machine				\$0	\$0	\$0	\$0	\$0	\$0	\$0
246	Lake Street Monument Identification Sign				\$0	\$0	\$0	\$0	\$0	\$0	\$0
203	Bernard Dualspin Grinder				\$0	\$0	\$0	\$0	\$0	\$0	\$0
204	Bernard Bedknife Grinder				\$0	\$0	\$0	\$0	\$0	\$0	\$0
207	Fieldworks Topdresser				\$0	\$0	\$0	\$0	\$0	\$0	\$0
212	Landall All Flex Mower				\$0	\$0	\$0	\$0	\$0	\$0	\$0
213	Multi-Pro Sprayer				\$0	\$0	\$0	\$0	\$0	\$0	\$0
242	Front End Loaders with Implement				\$0	\$0	\$0	\$0	\$0	\$0	\$0
209	New Holland Skid Steer Loader				\$0	\$0	\$0	\$0	\$0	\$0	\$0
211	Pond Aerators (3)				\$0	\$0	\$0	\$0	\$0	\$0	\$0
220	Walking Greens Mowers - seven (7)				\$0	\$0	\$0	\$0	\$0	\$0	\$0

<b>Total Equipment - Replacement</b>	<b>32</b>	<b>\$0</b>	<b>\$92,155</b>	<b>\$382,500</b>	<b>\$63,855</b>	<b>\$75,000</b>	<b>\$30,000</b>	<b>\$643,510</b>
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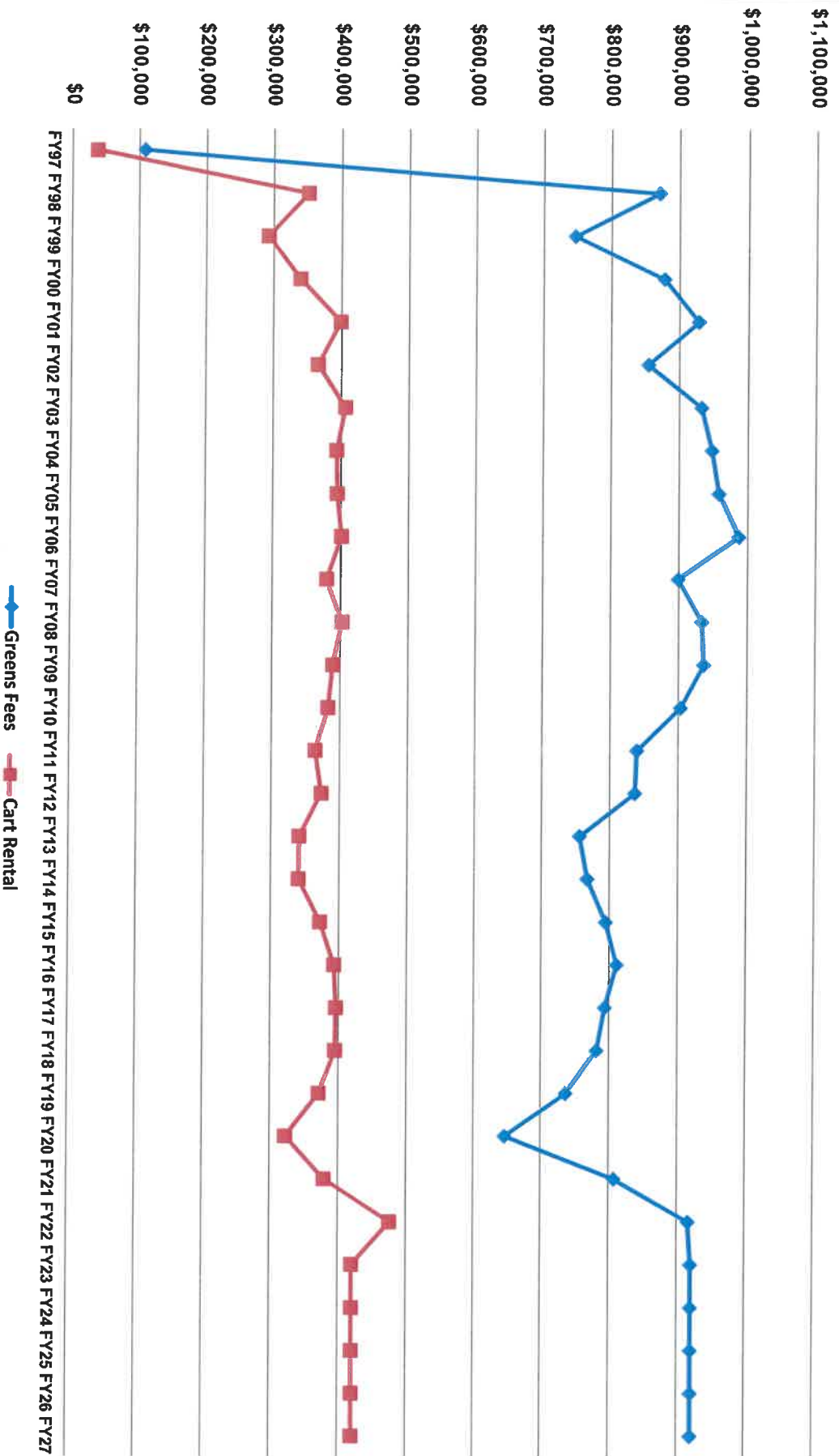
# Village of Bloomingtondale

## Listing of CIP by Department by Category

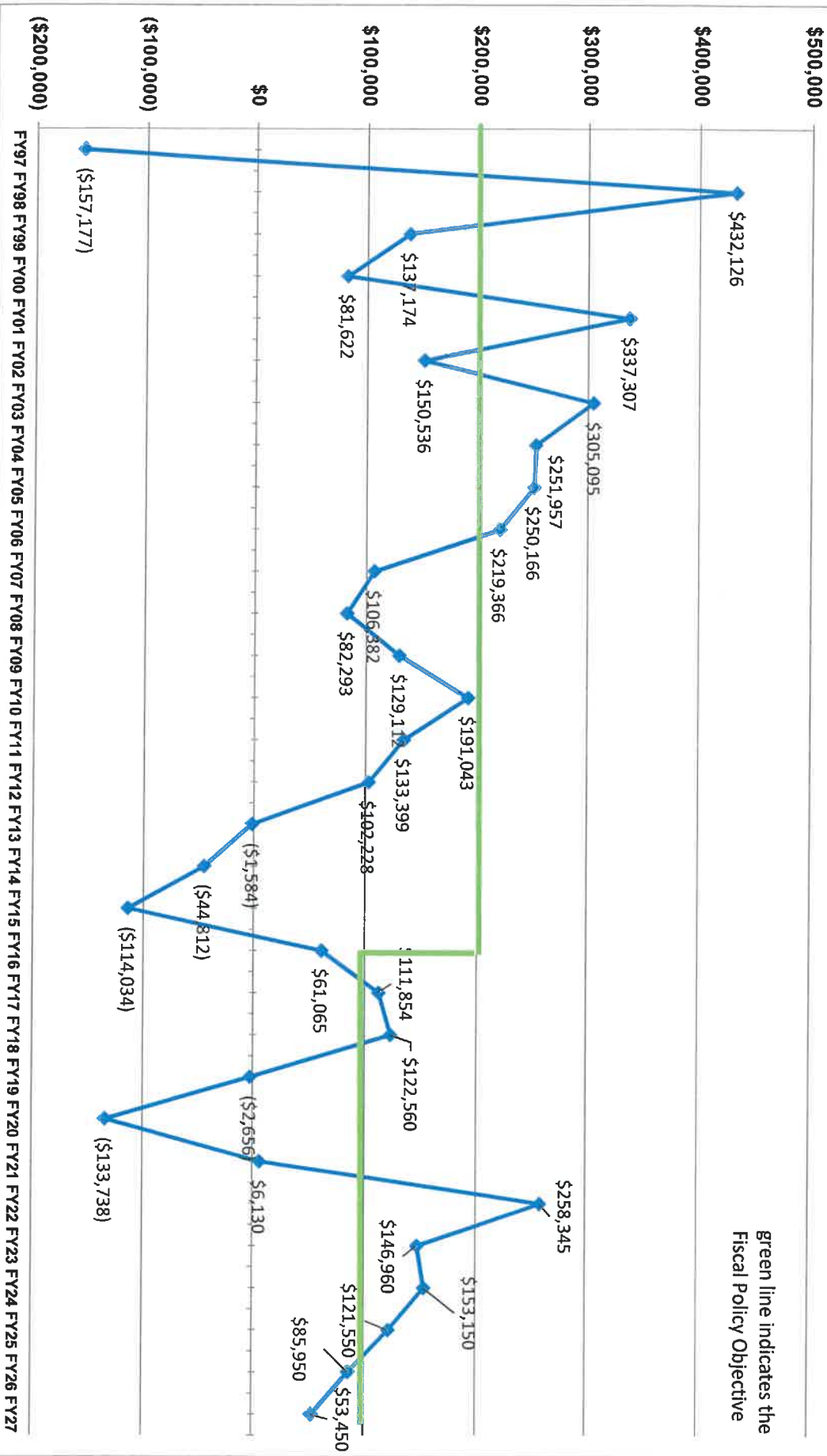
Project #	Department	Golf Course	Equipment - New	# of Projects	Prior Yrs	FY23	FY24	FY25	FY26	FY27	Total	
					Actual	Budget	Projected	Projected	Projected	Projected		
538	Riding Greens Mower				\$0	\$0	\$0	\$0	\$0	\$0	\$0	
219	Chemical Recycling System				\$0	\$0	\$0	\$0	\$0	\$0	\$0	
<b>Total Equipment - New</b>					<b>2</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	
<b>Category Golf Course</b>												
481	Golf Course Mtc Bldg Roof Replacement				\$38,940	\$0	\$0	\$0	\$0	\$0	\$38,940	
592	Upgrade Parking Lot Lights to LED				\$0	\$20,000	\$0	\$0	\$0	\$0	\$20,000	
263	Various, Miscellaneous, As-Needed GC Projects				\$0	\$0	\$5,000	\$5,000	\$0	\$0	\$20,000	
508	Club House Exterior Painting				\$0	\$0	\$0	\$40,000	\$5,000	\$5,000	\$20,000	
487	Sealcoat Clubhouse & Mtc Bldg Parking Lots & Drive				\$0	\$0	\$0	\$20,000	\$0	\$0	\$20,000	
480	Golf Course Bridgework Repair				\$0	\$0	\$0	\$0	\$100,000	\$0	\$100,000	
557	Veranda Floor Repair				\$0	\$0	\$0	\$0	\$0	\$0	\$0	
506	Maintenance Building Heating units				\$0	\$0	\$0	\$0	\$0	\$0	\$0	
507	Irrigation Pump Shaft				\$0	\$0	\$0	\$0	\$0	\$0	\$0	
201	Club House Interior Remodel/Update				\$0	\$0	\$0	\$0	\$0	\$0	\$0	
222	Bunker & Pond Improvements				\$0	\$0	\$0	\$0	\$0	\$0	\$0	
221	Club House Roof Replacement				\$0	\$0	\$0	\$0	\$0	\$0	\$0	
<b>Total Golf Course</b>					<b>12</b>	<b>\$38,940</b>	<b>\$20,000</b>	<b>\$5,000</b>	<b>\$65,000</b>	<b>\$105,000</b>	<b>\$5,000</b>	<b>\$238,940</b>
<b>Total Golf Course</b>					<b>47</b>	<b>\$38,940</b>	<b>\$112,155</b>	<b>\$387,500</b>	<b>\$128,855</b>	<b>\$180,000</b>	<b>\$35,000</b>	<b>\$882,450</b>



## Bloomingdale Golf Club History of Greens Fees and Cart Rental Revenue



## Bloomingdale Golf Club History of Operating Income/(Loss) before Depreciation



# Review of 2021 Golf SEASON and Anticipation for 2022

## Rounds of Golf

	2021/2022	2020/2021	2019/2020
Actual/projected	34,735/37,735	37,357	25,952

Using Projected figure:

Increase of 378 round compared to last fiscal year : Flat \*  
Increase of 11,782 rounds compared to two fiscal years ago : 45% increase\*\*

\*Fiscal period 2020/2021, this # is significantly high due to 2- 9 hole course during covid period (4300 more 9hole rds than norm.)  
\*Fiscal period 2019/2020, rounds of golf severely effected due to **limited golf in March and no golf in APRIL**

## Revenues

	2021/2022	2020/2021	2019/2020
Actual/projected	\$1,321,759/\$1,430,139	\$1,229,974	\$988,159

Using Projected figure:

Increase of \$200,165 revenue compared to last fiscal year: 16% increase  
increase of \$441,980 revenue compared to two fiscal years ago: 45% increase

Over the past two fiscal periods we have seen a tremendous increase in golf participation, especially during this Covid period

## Take from last year's golf season:

- \*\* Golf continues to be an activity that has increased in participation. Covid has triggered this new found sport.
- \*\*Continue to turn away people due to unavailable tee times.
- \*\* 10 minute tee time intervals continue to help with the enjoyment and pace of play. Less complaints.
- \*\*Great number of compliments on the course and conditions
- \*\*Had a tremendous influx of new customers playing our course for the 1st time. Enjoyed it!

# UPCOMING 2022 Golf Season

## GOLF

- \* Covid will continue to be a daily part our lives this season, and will continue to make golf a great activity option as it is outdoors.
- \* With the popularity and growth of the game, we are cautiously optimistic demand continues to look strong.
- \* After reviewing course fees in our area, we plan to increase our green fee rates anywhere from 4%-20%. Increases will be based on time and type of round being played. This puts us more in line with our competitors.
- \* Even with these increases, we are staying conservative with projected revenues for FY23 (remaining flat) due to the uncertainty of how our customers will react to the increases and whether we can continue to sustain the level of activity seen over the past 2 season.
- \* We continue to re-book and take on new golf outings this season.
- \* We have implemented more stringent requirements for golf outings (due to demand for teetimes).
- \* Based on what we have seen the past 2 years, we should see around 36,000 - 37,000 rounds of golf.

## Marketing &

### Events

- \*\* We will be focused on utilizing the CDGA as our primary means of marketing. Golf Now, email blasts, social media will also be in mix, but after what we saw last season we believe that finding golfers to play our course will not be a concern.
- \*\* Working with the CDGA, we will host a CDGA Senior Amateur qualifying tournament in April 2022.
- \*\* We continue to host two scramble events, and an ever growing junior tournament. The JGA will also be host an event.
- \*\* We plan to continue with our couples 9 and Dine events (4 events) this season.
- \*\* Would like to consider a Military discount for our servicemen - TBD

## Misc.

- \*\* Installed security camera's in our parking lot this winter
- \*\* working to replace our 20++ year phone system in the clubhouse



# BLOOMINGDALE GOLF CLUB

## 2022 GOLF FEES SPRING and FALL

Reservations can be made 8 days in advance.

### MONDAY -SPECIAL

18 HOLES **OPEN until 2PM**

### MONDAY-FRIDAY

**\*\*EARLY-BIRD 18 (1st hour of play)**  
 18 HOLES  
 18 HOLES **AFTER 2PM** (subject to change with daylight)  
 18 HOLES (SENIORS)  
 JUNIORS\*\* (Price is for 9 or 18 holes)  
 9 HOLES  
 9 HOLES (SENIORS)

### SAT., SUN. & Holidays

18 HOLES  
 18 HOLES **AFTER 2PM**(subject to change with daylight)  
 18 HOLES (SENIORS)  
 JUNIORS\*\* (Price is for 9 or 18 holes)  
 9 HOLES  
 9 HOLES (SENIORS)

DAILY	
<u>Green Fee</u>	<u>W/Carts</u>
\$23.00	\$38.00

DAILY	
<u>Green Fee</u>	<u>W/Cart</u>
\$23.00	\$38.00
\$30.00	\$45.00
\$23.00	\$35.00
\$23.00	\$38.00
Pay your Age	<i>add \$10.</i>
\$16.00	\$25.00
\$14.00	\$23.00

DAILY	
<u>Green Fee</u>	<u>W/Cart</u>
\$32.00	\$47.00
\$25.00	\$37.00
\$24.00	\$39.00
Pay your Age	<i>add \$10.</i>
\$16.00	\$25.00
\$14.00	\$23.00

#### RIDING CART FEE (per person)

18 HOLES - \$15.00  
 9 HOLES - \$ 9.00  
 18 HOLES after 2pm - \$12.00

#### PULL CART FEE

18 HOLES - \$4.00  
 9 HOLES - \$2.00

#### RENTAL CLUB FEE

18 HOLES - \$20.00  
 9 HOLES - \$10.00

#### Miscellaneous Information

\*\*Proper golf attire is strongly encouraged.      \*\* 18 yrs of age required to rent a cart.      \*\* No more than two people in a cart.  
 \*\* Children under the age of 7 years old are not allowed on the golf course.  
 \*\* An adult MUST accompany all children between 7 yrs and 12 yrs of age.

### "COMMUNITY CARD"

Annual Fee - \$15 for Bloomingdale Residents. \$20 for Selected Area Residents (**Roselle, Medinah, Addison and Itasca**)  
 Card Holders receive a discount on GREEN FEES, 10% discount on pro shop Merchandise and more.

\*\* Save \$8 on Regular 18 Hole Rounds before 2pm (In season only)  
 \*\* Save \$5 on Regular 18 Hole Rounds after 2pm and ALL Spring and Fall 18 Hole Rounds  
 \*\* Save \$5 on Senior 18 Hole Rounds  
 \*\* Save \$3 on All 9 Hole Rounds

(Excludes 18 Hole Early-bird, Monday Special, League Play, and Special Rate offerings - when applicable)  
 Specific Details and Guidelines available from golf shop associate

# BLOOMINGDALE GOLF CLUB - 2022 GOLF FEES

Reservations can be made 8 days in advance.

## MONDAY - SPECIAL

18 HOLES **ALL DAY**

## DAILY

### Green Fee

\$23.00

### W/Half Cart

\$38.00

## MONDAY - FRIDAY

### 18 HOLES

### Green Fee

### W/Half Cart

EARLY-BIRD (1st hour of play)

\$23.00

\$38.00

PRIOR to 2PM

\$31.00

\$50.00

SENIOR - PRIOR to 2PM

\$27.00

\$42.00

JUNIORS\*\* (Price is for 9 or 18 holes)

Pay your Age

add \$10.00

AFTER 2 PM

\$27.00

\$42.00

AFTER 5:30 PM SPECIAL (9 or 18 holes w/ no guarentees)

\$18.00

\$24.00

### 9 HOLES

### Green Fee

### W/Half Cart

EARLY-BIRD 9 (1st hour of Play off the Back 9)

\$14.00

\$24.00

SENIOR

\$15.00

\$25.00

ANYTIME

\$17.00

\$27.00

\*\* Junior Must be with Adult to Ride in Cart

## SAT., SUN., & HOLIDAY

## DAILY

### 18 HOLES

### Green Fee

### W/Half Cart

PRIOR to 11 AM

\$44.00

\$63.00

BETWEEN 11:01 AM - 2:00 PM

\$34.00

\$53.00

AFTER 2 PM

\$29.00

\$44.00

AFTER 5:30 PM SPECIAL (9 or 18 holes w/ no guarentees)

\$18.00

\$24.00

JUNIORS\*\* (After 11 am) (Price is for 9 or 18 holes)

Pay your Age

add \$10.00

\*\* Junior Must be with Adult to Ride in Cart

### 9 HOLES

EARLY-BIRD 9 (1st hour of play off the Back 9)

\$21.00

\$31.00

AFTER 11 AM

\$19.00

\$29.00

JUNIORS\*\* (After 11 am) (Price is for 9 or 18 holes)

Pay your Age

add \$10.00

## RIDING CARTS ARE REQUIRED BEFORE 11 AM ON SATURDAY, SUNDAY AND HOLIDAYS

### PULL CART FEE

### RENTAL CLUB FEE

### AGES

18 HOLES - \$4.00

18 HOLES - \$20.00

SENIORS - 60 years and up

9 HOLES - \$2.00

9 HOLES - \$10.00

JUNIORS - 17 years and younger

### Miscellaneous Information

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