

MEETING MINUTES

February 20, 2014

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<p style="text-align: right;">5</p> <p>1 bills in the amount of \$873,730.67. 2 COMMISSIONER MAHONEY: Second. 3 COMMISSIONER CUSHING: Roll call, please. 4 MS. RANK: Ms. Souter. 5 COMMISSIONER SOUTER: Aye. 6 MS. RANK: Ms. Mahoney. 7 COMMISSIONER MAHONEY: Aye. 8 MS. RANK: Mr. Cushing. 9 COMMISSIONER CUSHING: Aye. 10 MS. RANK: Mr. Gelwicks. 11 COMMISSIONER GELWICKS: Aye 12 COMMISSIONER CUSHING: Motion is approved. On 13 to action items. 14 MR. MCADAM: First two action items are both in 15 regards to a park tennis court renovation. First 16 action item, we're seeking a motion to reject the 17 bid from Hard Surface Solutions as nonresponsive. I 18 think Geoff will pitch in for Paul who is home with 19 his new son. 20 MR. PENMAN: Good evening. I know I'm a little 21 harder to look at than Paul, I guess. But anyway, 22 yes, we went out to bid and found Hard Surface 23 Solutions to not be a responsive bidder in that 24 case, so we're looking for two things. Also, to</p>	<p style="text-align: right;">7</p> <p>1 seeking a motion to authorize the executive director 2 to enter into an agreement with J & R 1st in 3 Asphalt, Incorporated for the Doerhoefer Park tennis 4 court renovation for the base bid and alternate one 5 for a total contract price of \$102,863. 6 COMMISSIONER GELWICKS: I'll move to authorize 7 the executive director to enter into an agreement 8 with J & R 1st in Asphalt, Incorporated for the 9 Doerhoefer Park tennis court renovation, including 10 the base bid and alternate one for a total amount of 11 \$102,863. 12 COMMISSIONER SOUTER: Second. 13 COMMISSIONER CUSHING: Roll call, please. 14 MS. RANK: Mr. Gelwicks. 15 COMMISSIONER GELWICKS: Aye. 16 MS. RANK: Ms. Souter. 17 COMMISSIONER SOUTER: Aye. 18 MS. RANK: Mr. Cushing. 19 COMMISSIONER CUSHING: Aye. 20 MS. RANK: Ms. Mahoney. 21 COMMISSIONER MAHONEY: Aye. 22 COMMISSIONER CUSHING: Motion is approved. 23 MR. MCADAM: Our next item for your 24 consideration tonight, approval of the resolution</p>
<p style="text-align: right;">6</p> <p>1 reject the bid first, and then, second, to authorize 2 executive director to enter into an agreement with 3 J & R 1st in Asphalt, Incorporated. This is for 4 Doerhoefer Park. This is for the resurfacing of the 5 tennis courts. 6 COMMISSIONER GELWICKS: How are they not 7 responsive? 8 MR. PENMAN: They didn't follow all of the 9 instructions in submitting the bid. 10 COMMISSIONER MAHONEY: I'll move to reject the 11 bid from Hard Surface Solutions as being 12 nonresponsive. 13 COMMISSIONER GELWICKS: Second. 14 COMMISSIONER CUSHING: Roll call, please. 15 MS. RANK: Ms. Mahoney. 16 COMMISSIONER MAHONEY: Aye. 17 MS. RANK: Mr. Gelwicks. 18 COMMISSIONER GELWICKS: Aye. 19 MS. RANK: Mr. Cushing. 20 COMMISSIONER CUSHING: Aye. 21 MS. RANK: Ms. Souter. 22 COMMISSIONER SOUTER: Aye. 23 COMMISSIONER CUSHING: Motion approved. 24 MR. MCADAM: Secondly, on the same topic,</p>	<p style="text-align: right;">8</p> <p>1 for authorization that applies for 2014 PARC Grant. 2 This is an acronym that stands for Park and 3 Recreational Facility Construction Act, and that 4 grant was announced funding mid-January and has a 5 early March deadline for submittal. Part of the 6 grant applications requirements requires the Board 7 to authorize Staff to actually apply for the grant. 8 I'll turn it over to Geoff and Jay as well on what 9 we're proposing to go for the grant. It's pretty 10 much a bricks and mortar-type grant. We had to look 11 at projects that we had been talking about that we 12 bid, and then I'll let them lay out where we're at 13 at this point. 14 MR. PENMAN: All right. Good evening. The 15 project that we've looked at and feel that is most 16 competitive is to do some work at the Lincoln 17 Center, specifically redoing the roof and also 18 replaces the HVAC units. Jay and his staff has 19 looked also on reconfiguring the fifth floor, doing 20 some different things, moving the offices down to 21 the first floor, and being able to create some 22 opportunities for drama and music opportunities up 23 there as well as some multipurpose space. In 24 addition we're looking at trying to get the</p>

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<p style="text-align: right;">9</p> <p>1 gymnasium resurfaced within that, so those we 2 anticipate totally right around a million dollars, 3 and that's what we anticipate submitting the grant 4 for. 5 Now, it's a 75/25 grant, so we would be 6 responsible for the 25 percent, and that's really 7 what the resolution is for tonight is just 8 authorization that in the case that we got the grant 9 that we'd have the 25 percent to go forward. 10 COMMISSIONER SOUTER: What's the approximate 11 time line of this project roughly? 12 MR. PENMAN: Well, as far as submittal of the 13 grant we're trying to wrap everything up for March 14 1st, and it's due on the 11th, but we've got to get 15 it out of our office by the 1st. It really depends 16 on how these are awarded. The last batch actually 17 in 2009 -- they were applied for in 2009 and awarded 18 in 2011, so it just depends on how it goes. 19 It was a brand new grant program in 2009. 20 It was kind of dumped on the DNR to manage, so they 21 tried to manage it as they do their outlet grant, 22 and so it's kind of making this fit a process that 23 maybe wasn't exactly right, but they were swarmed 24 with applications, and that's part of the reason</p>	<p style="text-align: right;">11</p> <p>1 that would come to that, we would be making that 2 decision at that point in time. I do agree with 3 Geoff. I don't anticipate it taking as long as it 4 did before, that it was part of the Build Illinois 5 Project. DNR who was in charge of getting this out 6 pretty quickly really didn't have a process in place 7 to do that. It just took them some time, and they 8 do grant processes very well, and I think they did 9 it well, but it just took them a lot longer than 10 they normally do. 11 My understanding from what I hear is that 12 they've got that experience now. They'll make the 13 recommendation to the Governor's office. Same with 14 other grants. We're never real sure exactly when 15 they're going to get released. They're typically 16 released somewhere in the spring, but I've seen them 17 as late as January too, and that depends what the 18 government does on a timing standpoint. A lot of 19 the project, particularly the roof and the air 20 conditioning units. We'll highlight that a little 21 bit later, but Staff spent a considerable amount of 22 time on the roof in the last few days, and both the 23 roof and the air conditioning we already knew were 24 on our list for useful life. Again, what we've been</p>
<p style="text-align: right;">10</p> <p>1 that it took until 2011 to get it awarded. So at 2 this point it's \$25 million is what they're saying 3 they're going to give out at this point. A certain 4 percentage of that is restricted for the Chicago 5 Park District, and then some for disadvantaged 6 communities, so, you know, we anticipate there's a 7 little over 17 million that's going to be spread 8 throughout the rest of the State. So the maximum we 9 could apply for was 2.5 million. We're trying to 10 keep it around a million to try to, you know, give 11 us our best chance to be competitive. So as far as 12 time line, it really just depends when it would be 13 approved and how it would go. 14 COMMISSIONER SOUTER: Okay. Thank you. 15 COMMISSIONER GELWICKS: Would you have to wait 16 until it's granted to start the project? 17 MR. PENMAN: That's a great question. I 18 anticipate that they probably would want us to wait 19 until we started with that, but if -- you know, I 20 don't have a good answer for that. 21 MR. MCADAM: Based on the last go around, 22 because it did take so long, there were some 23 communities that made some decisions to go ahead 24 with the project and pull the application. So if</p>	<p style="text-align: right;">12</p> <p>1 seeing up there now, not only it's useful life, but 2 the drainage system is -- dates back to the 3 originality of that addition, so that's a 4 100-year-old system, and that's part of the problems 5 we're having now. So those are -- they're not 6 glamorous projects. They're projects that maintain 7 the integrity of the building we're going to have to 8 do one way or the other. Either without the grant 9 funding, or we're going to have to figure out a way 10 to do it ourselves. 11 COMMISSIONER GELWICKS: That was the reason for 12 my question was given the fact that we may have to 13 do something in the next -- within the next year 14 does this project really meet that qualification if 15 it's going to be an extended period of time? Would 16 you have to wait until then to do it? In which 17 case, is there something else we ought to be looking 18 at? I mean, I understand the timeline here and the 19 fact that you're under a very short period and we 20 want to get something in, so I applaud you for that. 21 It's just -- I'm just concerned that we could get 22 caught here in a situation where we have to move 23 forward. 24 MR. MCADAM: And we've been talking about this.</p>

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<p style="text-align: right;">13</p> <p>1 We're getting some what we believe are really good 2 estimates to do those projects. With that said, 3 there's multiple ways for us to do that, and I think 4 in the timing between applying for the grant and 5 then awarding, we can do all that base work, so if 6 we do get the grant awarded we would be ready to go, 7 and if we don't get the grant awarded we'll also 8 know that's going to be, and we're going to have to 9 tackle that.</p> <p>10 We don't anticipate the roof failing 11 tomorrow. We're having issues. They're clearly 12 going to need to be addressed. The HVAC, one 13 building is not even near being balanced. They're 14 at the end of their life. I think the long answer 15 to a short question is I think we've got some time. 16 Not three or four years, but a couple years to do 17 that.</p> <p>18 COMMISSIONER CUSHING: Just so we're clear, if 19 you were forced to proceed before that then we have 20 to pull --</p> <p>21 MR. MCADAM: Then we would contact DNR and let 22 them know what the situation was and pull that from 23 -- say the roof fails between now and then. That 24 becomes an emergency situation where we just have to</p>	<p style="text-align: right;">15</p> <p>1 MS. RANK: Ms. Souter. 2 COMMISSIONER SOUTER: Aye. 3 COMMISSIONER CUSHING: Motion is approved. 4 COMMISSIONER GELWICKS: You know, just as an 5 aside, this is just a thought, that as we move 6 forward with the capital project planning that we 7 have items like this on a wish list that we're ready 8 to -- not ready from in terms of the documentation, 9 but at least know what it is that we would go for, 10 because, you know, every few years somehow the State 11 decides to do things like this, and it would be nice 12 to just be picking it off a list because we're ready 13 for it.</p> <p>14 MR. MCADAM: Well, I'll speak for Geoff. I 15 think it's music to his ears. He's been spending a 16 lot of time going through all of our facilities and 17 looking at these very items from all of our 18 building, our air conditioning, all those basic kind 19 of things that we just need to maintain to maintain 20 the integrity of our building. Yeah, they're not 21 glamorous, but there's things that need to be done, 22 and roofs and things are pretty big ticket items, so 23 that I know was on some of the goals and objectives. 24 The next item is requesting authorization</p>
<p style="text-align: right;">14</p> <p>1 take care of it, and DNR would be very understanding 2 if we told them that, that we have to proceed with 3 the roof, and we need to pull that because it failed 4 and we have to take care of it.</p> <p>5 COMMISSIONER CUSHING: Could they come back and 6 -- for less than what was applied for?</p> <p>7 MR. MCADAM: Yes. Which is different than what 8 the OSLAD Program is.</p> <p>9 COMMISSIONER CUSHING: Okay. Anybody else have 10 any concerns or questions?</p> <p>11 COMMISSIONER GELWICKS: Do you need a motion?</p> <p>12 MR. MCADAM: To adopt the resolution for the 13 2014 PARC Grant.</p> <p>14 COMMISSIONER MAHONEY: I move to adopt the 15 resolution for the 2014 PARC Grant Program for 16 improvements at Lincoln Center.</p> <p>17 COMMISSIONER GELWICKS: Second.</p> <p>18 COMMISSIONER CUSHING: Roll call, please.</p> <p>19 MS. RANK: Ms. Mahoney. 20 COMMISSIONER MAHONEY: Aye. 21 MS. RANK: Mr. Gelwicks. 22 COMMISSIONER GELWICKS: Aye. 23 MS. RANK: Mr. Cushing. 24 COMMISSIONER CUSHING: Aye.</p>	<p style="text-align: right;">16</p> <p>1 to bid the two CNG fleet vehicles. And it's just 2 the Geoff show tonight.</p> <p>3 MR. PENMAN: It is tonight, isn't it? These we 4 had put in last year's budget or this current year's 5 budget -- excuse me -- instead of replacing the two 6 2002 GMC vehicles that we have in fleet. At that 7 point in time we had the discussion of making those 8 compressed natural gas vehicles, and that's what 9 we're recommending we go forward with tonight, and 10 we're just looking for authorization to bid for 11 those. We do expect that the conversion is an 12 additional \$10,000 for those to be compressed 13 natural gas. About four of it is available back in 14 grant program from the State, but, again, as we 15 talked about with the PARC Grant, we never really 16 know exactly how quickly that comes back, so with a 17 \$6,000 price on those we anticipate probably seven 18 to eight years to pay back on the -- with the 19 savings is what we figured on those vehicles.</p> <p>20 COMMISSIONER GELWICKS: Savings from a gas 21 standpoint?</p> <p>22 MR. PENMAN: Yes.</p> <p>23 COMMISSIONER GELWICKS: I assume that we either 24 have or can have an agreement with the Village to</p>

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<p style="text-align: right;">17</p> <p>1 use their gas, some of their CNG. 2 MR. PENMAN: Yes. We've had those discussions. 3 COMMISSIONER GELWICKS: We do have an agreement 4 on that? I don't know if we do or not, but just as 5 an aside, my only concern here is -- I'm totally in 6 support of doing this kind of thing. I just know 7 that the industry's bouncing between CNG and LNG 8 and, of course, the electric side of the world too, 9 but as long as the Village is going to continue to 10 provide CNG, since they have those kind of vehicles, 11 this makes sense to me, but I just -- they could be 12 very costly if we were doing it totally on our own, 13 so I think we need to make sure that we're linked in 14 with the Village on this. 15 MR. MCADAM: And both Geoff and I have had 16 multiple discussions with the Village administrator 17 and operations. Specifically we went to CNG 18 vehicles that we would be able to purchase the gas 19 through them. We both agreed that it didn't make 20 sense for the community to bill basically two fuel 21 depots for one community. It made more sense to 22 share that community resource. 23 COMMISSIONER CUSHING: Is there a motion? 24 COMMISSIONER GELWICKS: I'll move that the</p>	<p style="text-align: right;">19</p> <p>1 MR. KELLY: Yes. As mentioned, Ian Everett is 2 now our new marketing and creative development 3 supervisor, so he's here tonight to speak with you 4 regarding the website update, and he'll also provide 5 us with his marketing report for the first time as 6 well. 7 MR. EVERETT: Good evening. 8 MR. MCADAM: Ian comes to us way of 9 St. Charles? 10 MR. EVERETT: Carol Stream. 11 MR. MCADAM: Carol Stream. And Wales before 12 that, right? 13 MR. EVERETT: Yeah. 14 MR. MCADAM: Hence the accent. 15 MR. KELLY: So as you're aware, the website has 16 been somewhat outdated for some time, and we have 17 solicited input from three different companies on 18 the update of our website, three of which were Idea 19 Marketing, Pure Imagination, and Visionary Webworks. 20 We interviewed all three of these companies, and 21 through the interview process and what they brought 22 to the table in conjunction with the price up front 23 in totality versus what the ongoing relationship 24 would bring to the table, we felt the best fit for</p>
<p style="text-align: right;">18</p> <p>1 Board grant authorization to bid for the purchase of 2 two fleet vehicles for the recommendation with CNG. 3 COMMISSIONER SOUTER: Second. 4 COMMISSIONER CUSHING: Roll call, please. 5 MS. RANK: Mr. Gelwicks. 6 COMMISSIONER GELWICKS: Aye. 7 MS. RANK: Ms. Souter. 8 COMMISSIONER SOUTER: Aye. 9 MS. RANK: Mr. Cushing. 10 COMMISSIONER CUSHING: Aye. 11 MS. RANK: Ms. Mahoney. 12 COMMISSIONER MAHONEY: Aye. 13 COMMISSIONER CUSHING: Motion is approved. 14 MR. PENMAN: Thank you. 15 COMMISSIONER GELWICKS: Now don't tell me 16 you're the website guy too. 17 MR. MCADAM: We would be in big trouble. And 18 our next item is the website. Seeking authorization 19 for the executive director to enter into a contract 20 with Pure Imagination for a new website design and 21 hosting in the amount of \$20,670. And there's a new 22 face standing out there next to Jay, so I'm going to 23 let Jay take this opportunity to introduce our new 24 Staff person.</p>	<p style="text-align: right;">20</p> <p>1 our organization would be Pure Imagination out of 2 Batavia, and we're asking the Board to authorize the 3 executive director to enter into a contract with 4 Pure Imagination in the amount of \$19,530 for the 5 design -- I'm sorry -- for \$20,670. 6 MR. MCADAM: That includes 19,530 for the 7 design and development, and 1,140 for the first 8 year's license fee and hosting. 9 MR. KELLY: Correct. Thank you. 10 COMMISSIONER GELWICKS: I've got a couple 11 questions. The current hosting is done by whom? 12 MR. EVERETT: The current hosting is done by 13 Visionary Webworks. 14 COMMISSIONER GELWICKS: So they actually do the 15 hosting for us? 16 MR. EVERETT: Yes. 17 COMMISSIONER GELWICKS: Okay. Are we 18 comfortable with Pure Imagination from a contingency 19 perspective with hosting? How do they do 20 contingency? Meaning, is it backed up someplace 21 that it's going to be able to run? I mean, how -- 22 is it done on site or is it done through a 23 third-party hosting service? 24 MR. EVERETT: I don't have an answer for that</p>

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<p style="text-align: right;">21</p> <p>1 at this moment. 2 MR. MCADAM: I do. I started this project, so 3 Ian has kind of inherited it a little bit. When we 4 went through the interview process they host on 5 site, but then they also mirror it off site, so if 6 something goes down at their end they have a 7 duplicate copy of it. 8 COMMISSIONER GELWICKS: Not a good answer, but, 9 I mean, understand the answer from a technician 10 perspective only because they're not big enough to 11 host it on site. They are not the kind of company 12 that would have all of the power back up and all of 13 the networking back up and everything else to do it, 14 to keep you running on-site. That's -- if I 15 understand the way it's being described to you. 16 MR. MCADAM: The conversation was that they 17 host it on site, but they also had a copy to the 18 backup just incase the worst case scenario, their 19 building blew up, something happened, that data 20 would be at an off-site facility. 21 COMMISSIONER GELWICKS: Having had to go 22 through several of those exercises -- they're not 23 fun -- and the reason why I'm so concerned about it 24 is the website becomes so critical to your business,</p>	<p style="text-align: right;">23</p> <p>1 to make those kind of design changes ourselves as 2 well, so in the future we can give a new look to the 3 site without having to go through a complete 4 redesign process each time, so I think the system 5 they have, it has a lot of design capabilities. 6 MR. KELLY: That was one of the reasons we 7 choose Pure Imagination, because of the fact that 8 it's not a cookie cutter industry, just website. 9 It's something that we can give them a vision to go 10 with and create it to what our needs are. 11 COMMISSIONER GELWICKS: The other, I think, 12 important aspect to that has to do with Vermont 13 Systems. Because of the online registration. 14 Batavia wasn't easy. I mean, I played with it the 15 other day, and that's one of my concerns, because I 16 know Vermont's not easy, okay. So being able to 17 have that integration go smoothly is going to be 18 pretty critical to the success of this. So I'd just 19 throw that as a caution. Although we've had Vermont 20 Systems for quite a while now too, so maybe you have 21 some other ideas there too, but that's a subject for 22 another meeting. 23 MR. KELLY: That is a very good point though. 24 And, yes, VSI is definitely outdated in the fact</p>
<p style="text-align: right;">22</p> <p>1 and we need to make sure that it's just not a one 2 off hosting, it's somebody who understands that this 3 is really integral to your business, and that they 4 designed that from a content hosting perspective and 5 from a networking perspective in the way that makes 6 sure that you're operational all the time. To 7 handle backup on off site but it takes you two weeks 8 to get it up and running, that's problematic, but, 9 you know, you have to understand those things as you 10 move forward here. It's one thing to have the front 11 end look really nice and from your perspective be 12 able to use it and be able to update it, but 13 operating it and making sure that it's very well 14 done is my concern just because I've seen too many 15 disasters in that area. My understanding is they do 16 at least the Bartlett Park District; is that right? 17 MR. EVERETT: The Batavia Park District. 18 COMMISSIONER GELWICKS: The Batavia Park 19 District. I've looked at Batavia's site. Do you 20 have total flexibility on that front end, or is it 21 going to look similar to their front end? 22 MR. EVERETT: They use a custom management 23 system so they can create the look to be anything we 24 want, and what I'm really looking for is the ability</p>	<p style="text-align: right;">24</p> <p>1 that they're not a web-based program right now, and 2 they're estimated to be that way fall of this year, 3 but until then, you're right, integration becomes 4 difficult and the esthetic value and the user 5 friendliness of that program remains the same. 6 MR. MCADAM: And they're closed data, closed 7 content, so they don't share the data with a third 8 party, so you have to basically exit the site and 9 enter their site because they won't share the data 10 to put in. 11 COMMISSIONER SOUTER: I have a question. I see 12 in here that there's obviously different options for 13 pushing different information out, social media, 14 e-mails, et cetera. Does this contract allow for 15 the ability to segment out different information? 16 In other words, there's a few different ways you can 17 do this, and I'm not sure what's currently being 18 done. You know, having identified golf enthusiasts. 19 Is there a way within the data base to pull 20 information that's specifically golf related to 21 those who we know are golf enthusiasts? 22 MR. EVERETT: Yes. And I feel that with the 23 website what we're asking for is different news 24 feeds in particular, so that will cover some of the</p>

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<p style="text-align: right;">25</p> <p>1 different segments of the Park District, and we can 2 also do that segmentation to -- in use that is much 3 more and certainly to social media, and that's one 4 of the areas I touched on in my report. 5 COMMISSIONER SOUTER: Great. Thank you. 6 COMMISSIONER MAHONEY: What's the timeline for 7 this? 8 MR. KELLY: We would like to have this up and 9 running by the end of May. As quickly as possible. 10 COMMISSIONER CUSHING: Do we have a motion 11 then? Further discussion? Any concerns? 12 COMMISSIONER MAHONEY: I'll move the Board 13 authorize the executive director to enter into a 14 contract with Pure Imagination in the amount of 15 \$19,530 for design and development and \$1,140 for a 16 yearly license fee for a total amount of \$20,670. 17 COMMISSIONER SOUTER: Second. 18 COMMISSIONER CUSHING: Roll call, please. 19 MS. RANK: Ms. Mahoney. 20 COMMISSIONER MAHONEY: Aye. 21 MS. RANK: Ms. Souter. 22 COMMISSIONER SOUTER: Aye. 23 MS. RANK: Mr. Cushing. 24 COMMISSIONER CUSHING: Aye.</p>	<p style="text-align: right;">27</p> <p>1 calendar year, and another way I've gone over some 2 of these numbers previously, but I'd like to 3 reintroduce them just to kind of get the ball 4 rolling for the budget process. And slide number 5 three here pertains to the program highlights in the 6 2013 season. And as you can see by the numbers 7 here, we didn't destroy last year's numbers. We 8 were right on par with it. And from attending a 9 recent NGCOA seminar and also attending some local 10 seminars as well we realize that we have a very 11 solid junior golf program and also a very solid 12 program that pertains to lady and women golfers, and 13 we're not really going to change or do much with a 14 lot of our programs this year, because if it ain't 15 broke, don't fix it type of mentality. 16 What we would like to focus on a little 17 bit would be some more drop-in opportunities for 18 adults with some of our adult programming and 19 realizing that some of our adult programs are a 20 three or four-week commitment which can be 21 difficult, you know. It's once a week. So maybe to 22 offer maybe once a month, you know, whether it's 23 driving, with your mid irons, or with your short 24 game on the driving range and give some adults an</p>
<p style="text-align: right;">26</p> <p>1 MS. RANK: Mr. Gelwicks. 2 COMMISSIONER GELWICKS: Aye. 3 COMMISSIONER CUSHING: Motion is approved. 4 COMMISSIONER GELWICKS: If we need help asking 5 the right questions with those guys, I'd be happy to 6 make them sweat a little bit. 7 MR. KELLY: Absolutely. Thank you. 8 MR. MCADAM: We're seeking approval of the 9 fiscal year 2014/2015, Downers Grove Golf Club 10 budget, and Ryan is here for the presentation. We 11 do have in front of you updated budget books revised 12 with a few numbers that we will correct. 13 COMMISSIONER GELWICKS: Are you also in charge 14 of the weather? 15 MR. STULGIN: Yeah. I'm doing my best 16 definitely. 17 COMMISSIONER CUSHING: Really? I hope not. 18 MR. STULGIN: Well, it's all right right now, 19 but I don't know about tomorrow and next week. 20 Sorry. I'm having some technical 21 difficulties. All right. Like I said, this is 22 going to be a budget presentation for the 2014/2015 23 fiscal year, and slide number two is an 24 introduction, more of a summary, of the 2014</p>	<p style="text-align: right;">28</p> <p>1 opportunity to drop in, see our facility, and then 2 hopefully turn them on to the golf course and then 3 retain them as golfers. 4 We're also going to introduce a new 5 feature this year and we're going to have in 6 conjunction with our demo day. On Saturday, May 3rd 7 we're going to have an open house and a spring 8 scramble tournament with maybe a shotgun start, and 9 the primary focus of this entire day is to really 10 reach outside of, you know, the Downers Grove 11 community and some of the real neighboring 12 communities and get our product out there, so we are 13 very confident that if somebody does come out and 14 play our course they will come back again. And we 15 didn't really have a signature event, you know, 16 outside of maybe the firefly outing that we had in 17 the fall, so we figured this would be a good 18 opportunity to feature a new event like a demo day, 19 and we feel, you know, with the proper marketing and 20 the proper exposure that it could be a very 21 successful endeavor in 2014. 22 MR. MCADAM: Let me interrupt for one second. 23 I commend these guys. This really kind of came out 24 of the discussion we had with the Board two months</p>

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<p style="text-align: right;">29</p> <p>1 ago when we had the initial discussion on the budget 2 with the recognition that a lot of our own residents 3 don't even know that the golf course is there and 4 what could we do both from a marketing approach and 5 as a way just to introduce people, families, 6 golfers, non-golfers that the facility is there. So 7 that's really where this is coming from, taking an 8 existing program and try to create a little more 9 community buzz about it that we get the word out a 10 little bit more to the community that the golf 11 course is there.</p> <p>12 MR. STULGIN: And the event would be in 13 conjunction with Golfsmith, and they would invite 14 vendors out during the day to allow participants to 15 demo different clubs, and considering, you know, we 16 are the only golf course in Downers Grove I figured 17 it would be nice to have a working relationship with 18 some of the local golf vendors.</p> <p>19 Slide number four is a financial summary 20 for the 2013 season, and as we recall it was a 21 forgettable season, especially in the spring, but we 22 did rebound and, you know, finished strong in the 23 summer and the fall, but as we can see here the 2013 24 revenue topped out at \$938,596, and the total 2013</p>	<p style="text-align: right;">31</p> <p>1 looking ahead then further down to the gas cart 2 rental. Suggesting to adjust the single, the 3 one-rider, gas cart rental, adjusting it from \$12 4 down to \$10, and then the double gas cart rider back 5 up to \$20 from 18, and part of that is just based 6 upon simplicity sake, you know, a simple 10 and \$20, 7 you know, splits a little easier than 12 and 18, and 8 it may sound petty, but sometimes in rhetoric, 9 rhetoric can get extended at the front desk when 10 you're trying to explain, you know, splitting a cart 11 with somebody, with something like that we figure 12 the 10 and \$20 increments work a little bit easier 13 with that.</p> <p>14 Going forward. The club rental. We don't 15 really see a necessity to adjust the rental rates 16 for clubs. And then transitioning into the driving 17 range rates. Suggesting actually dropping the small 18 bucket rates from \$5 down to 4, a medium bucket rate 19 from \$7 down to 6, and the large bucket rate from \$9 20 up to 10, but with the large buckets we're proposing 21 to increase the ball allotment from 90 to 120. And 22 a little bit of background regarding those 23 adjustments, especially with the small baskets, a 24 lot of our residents or our consumers were tied to</p>
<p style="text-align: right;">30</p> <p>1 expenses totalled at \$925,052, and had a total 2 expense of net operating of \$112,160 excluding 3 capital expenses.</p> <p>4 Now, looking ahead to the fiscal year 5 2014-2015. Slide number six is a market analysis 6 that we had done with ourselves and some other 7 nine-hole courses within our market, and based upon 8 this research we had rediscovered some opportunities 9 to adjust some of our rates here regarding resident 10 rates and non-resident rates as well. As you can 11 see by this chart here, you know, the weekday 12 residents we're a little bit above, you know, what 13 some of the other courses currently offer for their 14 greens fees, so we're proposing to drop our weekday 15 resident rates by 50 cents, as well as the resident 16 junior and senior rates by 50 cents, but looking at 17 the non-resident rates we're very competitive with 18 the local market, and we feel that we offer superior 19 golf experience and a superior value with our course 20 and really see an opportunity to adjust our rates, 21 and we're suggesting to increase non-resident rates 22 by \$1 for non-resident juniors and seniors, 23 non-resident weekday and non-resident weekend. We 24 would not like to adjust the replay rates. And</p>	<p style="text-align: right;">32</p> <p>1 the idea when we used to have the tokens, and if you 2 purchased a large basket of balls you would receive 3 three tokens for \$9, so if you did the math you 4 would get a small basket for \$3, and last year when 5 we adjusted it and introduced the ball machine 6 dispenser people were actually paying \$5 for their 7 small bucket when they were accustomed to purchasing a 8 large basket, getting three tokens and using those 9 three tokens whenever they wanted to. And I 10 understood that it was kind of a sticker shock to 11 them, and obviously many residents voiced their 12 opinion, so I think to, I guess, alleviate some of 13 those costs, I'd like to introduce the \$4 rates as 14 opposed to 5. Like I said, adjust the medium basket 15 from \$7 down to 6, but then offer a larger basket at 16 120 balls at \$10 instead of the 90 balls at \$9.</p> <p>17 COMMISSIONER GELWICKS: If you take the number 18 of rounds and usage in 2013 and apply the new rates, 19 what's the impact?</p> <p>20 MR. STULGIN: We see about \$30,000 roughly 21 generated in revenue.</p> <p>22 COMMISSIONER GELWICKS: So it will generate 23 more revenue based on last years rounds.</p> <p>24 MR. STULGIN: That's correct. Looking at our</p>

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<p style="text-align: right;">33</p> <p>1 rounds that we had last year, these are paid rounds. 2 It doesn't take into consideration any pass holders 3 or anything like that. Non-residents paid rounds 4 accounted for 10,184, while paid resident rounds 5 accounted for 7,124, so there is a pretty distinct 6 difference there, almost about 30 percent difference 7 in terms of non-residents, and I feel by, you know, 8 dropping the resident rates but also raising the 9 non-resident rates we'll do more than break even and 10 generate more revenue. 11 COMMISSIONER GELWICKS: I think it's critical 12 given that this is a great game and adventure and 13 we're not putting any tax dollars into it that you 14 be able to at least demonstrate that a rate 15 structure doesn't impact you negatively, and I think 16 if that's the case then I'm fine with it. 17 MR. STULGIN: And just additional information 18 as well. The majority of our buckets that we see 19 sold are large baskets, and we sold roughly 64 20 hundred last year compared to 4,242 in small baskets 21 and 5,012 with the medium. So, once again, I think, 22 you know, we're safe in making these adjustments and 23 we will generate revenue and it will reflect 24 positively on the golf course.</p>	<p style="text-align: right;">35</p> <p>1 balls, not getting the same turnover of patrons. 2 MR. STULGIN: I understand. No. Not too 3 entirely concerned, because, you know, lots of them, 4 they dedicate time, you know, to be out there, and, 5 you know, like I said, I think a lot of them are 6 committed, they're avid golfers, and I think this 7 will be a, you know, better draw, and I feel that a 8 lot of the golfers, you know, know what they can and 9 cannot hit, and some of the ones who are maybe not 10 as physically capable will be very satisfied seeing 11 the dollars drops in the small basket range, and I 12 think that we'll find a nice niche in the market and 13 it will work out well for everyone involved. 14 Okay. Slide number seven then touches on 15 the capital project and equipment considerations for 16 the 2014 season, and what Jeff has on tap is looking 17 at a Toro rough mower costing roughly \$38,000, and 18 some of the capital projects that we have in mind 19 are replacing the south section of the driving range 20 and that, which would cost roughly \$8,000, and the 21 last of the tee and renovation projects on hole 22 number three, four, six, and nine totaling \$18,000, 23 and some further drainage work on number seven 24 fairway totaling \$12,000.</p>
<p style="text-align: right;">34</p> <p>1 COMMISSIONER MAHONEY: Do you think that -- not 2 that I golf, but 30 more balls takes more time and 3 wear on the body. Do you feel that's going to be a 4 problem or -- 5 MR. STULGIN: A deterrent of sorts? 6 COMMISSIONER MAHONEY: Yeah. 7 MR. STULGIN: You know, with some of our 8 golfers maybe during the -- you know, the lunchtime 9 guys who come out when they don't have a whole lot 10 of time, but, you know, as some of you may know, a 11 lot of golfers are completely and utterly dedicated 12 to it, and, you know, they hit until their hands 13 bleed, and this 120 ball allotment is on par with 14 what Flag Creek has done, and I've spoken with their 15 management, and it seems to go over pretty well. 16 People will adjust. I don't think this -- this may 17 deter some people who are coming in on a flag to hit 18 some baskets, but I think the dedicated, avid golfer 19 would take advantage of it and actually be more 20 prone to purchase a large basket. 21 COMMISSIONER MAHONEY: Okay. 22 COMMISSIONER SOUTER: So you're not concerned 23 at all, at least it doesn't sound like it, about the 24 time -- the extra time commitment for 30 extra</p>	<p style="text-align: right;">36</p> <p>1 Okay. And slide number eight pertains to 2 2014-2015 proposed budget -- proposed revenues, and 3 as we can see here, the vast majority of the 4 proposed revenue will be generated from greens fees, 5 but going through the line items we're anticipating 6 \$16 hundred in interest earned, a little over 7 \$109,000 in registration fees, season passes 8 totaling \$47,998, greens fees totaling at \$494,168, 9 driving range at 124,123, gas cart rentals at 10 \$96,421, building and other rentals that includes 11 golf club rentals at \$19,748, concession sales 12 roughly at \$82,084, pro shop merchandise at \$12,012, 13 and miscellaneous receipts at \$7,500. The total 14 revenue of \$994,736 projected for the 2014-2015 15 proposed budget year. 16 COMMISSIONER CUSHING: The greens fees are 17 about 51 percent of the total revenue? Is there, 18 you know, an industry goal or industry standard for 19 percentage of revenue that your greens fees makes 20 out? 21 MR. STULGIN: Generally you want to be around 22 about that 50 percent mark, and I think 51.4 might 23 be a little bit on the high side, but I also know 24 that we are trying to have more of a revenue-minded</p>

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<p style="text-align: right;">37</p> <p>1 approach as opposed to maybe a rounds approach when 2 considering finances and revenue for the next 3 upcoming season, but I do know that at the seminars 4 and stuff I had you roughly want to be about 50 5 percent or so. 6 COMMISSIONER CUSHING: Okay. 7 COMMISSIONER MAHONEY: In case someone is 8 watching us tonight and wants to think about golf, 9 would you explain how you're changing the rental of 10 the golf carts for the deposit? 11 MR. STULGIN: Oh, yes. Absolutely. I'll just 12 kind of put a hypothetical situation where if a 13 customer wanted to come in and rent a gas cart there 14 would be a one dollar key deposit at the beginning 15 of that transaction, so you pay for your greens fees 16 and whatever items you would at point of sale. You 17 would be charged one dollar for a key deposit, at 18 which point you would sign off on a card, and you 19 would receive your key. Then at the end of your 20 round, you would come back, and there could be 21 nobody in line, there could be five or six people in 22 line, but at that point you would get back in line 23 to go to the register, turn in your key, and get 24 your one dollar back. And it just seemed like it's</p>	<p style="text-align: right;">39</p> <p>1 MR. STULGIN: You know, from some of the 2 seminars and things that I've seen, you know, gas 3 carts, I think, utilize us well at least right now, 4 because from what I've seen, electrical carts -- 5 initially it works out great where you have the 6 batteries and you can charge them and all that, but 7 after a while you have to recharge those batteries, 8 you would have to replace the batteries, and it can 9 be kind of a cumbersome process, but unfortunately 10 I'm not really well versed in that knowledge, so I 11 can't really, you know, explain it really any 12 further or have much more knowledge about that. 13 COMMISSIONER GELWICKS: We currently rent them 14 on a multiyear lease. When does that come up? 15 MR. STULGIN: I believe our lease is every 16 three years. It's a three-year lease, and we signed 17 it last year, and we rent each individual cart for 18 \$625 for the year. 19 COMMISSIONER GELWICKS: So that would be 20 something we should look at when that lease comes 21 up, I mean, at least understanding. 22 MR. MCADAM: What we face is the charging of 23 that. They need to be charged, not exposed to the 24 elements, and currently they sit outside right now,</p>
<p style="text-align: right;">38</p> <p>1 a lot of effort that's not really worth it, so we 2 are doing away with the one dollar key deposit and 3 simply just having the customer sign our waiver 4 agreement for the gas cart rental and simply get 5 them out to the carts, then at which point we will 6 also have a drop-off area. That way the customers 7 are not responsible for driving all the way back and 8 parking them in their allocated spots in the lineup 9 of the gas carts, so we would have a dedicated staff 10 person, and we are going to create a specific 11 position for somebody to kind of clean up the carts 12 and do some general maintenance like that, but it 13 should be much easier for the consumer, much 14 smoother, and less waiting in lines for the most 15 part, and I think that will, you know, ease things 16 at point of sale and also kind of just make the 17 experience from, you know, check in and paying for 18 your round to going out to the course a little bit 19 smoother and a little bit easier. 20 COMMISSIONER MAHONEY: Okay. Thanks. 21 MR. STULGIN: You're welcome. 22 COMMISSIONER GELWICKS: From a green 23 perspective, environment green, gas versus electric 24 carts. Is there any thought about that?</p>	<p style="text-align: right;">40</p> <p>1 so we would have to resolve the cart barn issue to 2 get into the electrical charger. 3 COMMISSIONER GELWICKS: I understand. Any 4 other technology implementations that you foresee at 5 the golf course? 6 MR. STULGIN: Well, I know within DSI, they 7 check and process. We currently take names and 8 phone numbers, but what we would like to do is also 9 retain some more information, e-mail address and zip 10 code, to really get an understanding of -- you know, 11 with phone numbers and things now, people can be 12 living -- area codes don't really mean as much as 13 they used to, and a zip code is a better indicator 14 of, you know, determining whether or not are people 15 traveling to come to our course, is everybody in our 16 backyard, are they all Downers, so we've been trying 17 to choose that, and we're also talking about with 18 the beverage carts using a tablet or an ipad with a 19 credit card swiper, and loading our point of sale 20 program onto that tablet and using that then out at 21 the course, and, you know, being able to, you know, 22 provide credit card services and also ring up those 23 items right then and there on the spot instead of 24 going in at the end of evening or the end of the day</p>

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<p style="text-align: right;">41</p> <p>1 and closing out the credit card transactions through 2 the point of sale at the close of the evening. 3 COMMISSIONER GELWICKS: I think that's a great 4 idea. Great idea. 5 MR. MCADAM: We need also to have that 6 capability out there so if somebody is finishing on 7 nine, wants to play again, they can just go right up 8 to them, pay for their round, and go. 9 COMMISSIONER GELWICKS: There was also some 10 discussion about changing the online reservation 11 process this year. 12 MR. STULGIN: Correct. 13 COMMISSIONER GELWICKS: Do you want to explain 14 that in case anybody's watching. Actually, so the 15 newspaper publishes this as the headline. 16 MR. STULGIN: Absolutely. We are going to be 17 allowing customers to book a tee time seven days a 18 week, seven days in advance, and they can do so 19 through our websites, and they can also call ahead 20 and do that as well, but that's going to be a new 21 feature that we're going to offer this year. It 22 used to be strictly on Fridays, Saturdays, Sundays, 23 and holidays, but we are going to open that up to 24 seven days a week and are looking forward to the</p>	<p style="text-align: right;">43</p> <p>1 do, what the course is all about, so we definitely 2 noticed that at a seminar that we were at recently 3 down in Orlando. You know, the integrity of 4 maintaining the rates and maintaining your course, 5 you shouldn't sacrifice that simply to sell a greens 6 fee, so we stayed away from that. It was very 7 popular in the industry. Everybody was jumping on 8 board, and the golf industry kind of plateaued a 9 little bit, and a lot of people in the industry were 10 nervous, and they said, all right, we've got to sell 11 greens fees, let's do this, and we kind of stayed 12 behind and were a little leery, and now we're seeing 13 in the industry that a lot of people want out, and, 14 you know, I'd like to commend our staff in some of 15 the decisions that we've made. It was a good no 16 decision, and we're starting to see that now in the 17 industry as well. 18 MR. MCADAM: That's what happens when you're 19 discounting the rates. You're selling the product 20 for less than it costs to produce it, and that's not 21 sustainable. I think that's what the industry has 22 found out. You know, you can cut for a while, but 23 you can't continually cut equipment, cut the 24 maintenance, and the product starts to diminish, and</p>
<p style="text-align: right;">42</p> <p>1 response with that and, you know, seeing what their 2 feedback is from the community and the local golfers 3 as well. 4 COMMISSIONER CUSHING: Is that independent of 5 our website? Is that through a third party? 6 MR. STULGIN: They have to go through our 7 website, through our website which is provided 8 through VSI or Vermont Systems, and, yes, they can 9 -- they funnel through our system and make a 10 reservation that way. 11 MR. MCADAM: And we started looking at some 12 other products and some other things that are out 13 there in the field too to continually make that 14 process easier for not only making the reservation 15 tee time but connecting with your friends that golf 16 as well, so I think this is a great first step that 17 these guys put together, and looking down the road 18 you can see improvements coming with that. 19 MR. STULGIN: Absolutely. And staying away 20 from -- well, I actually golf now, and some of these 21 online providers that essentially kind of force you 22 to devalue our golf rounds and, you know, chop rates 23 and chop prices simply to sell a greens fee, and in 24 the long run that devalues what Jeff does, what we</p>	<p style="text-align: right;">44</p> <p>1 you get yourself into a position that you can't 2 sustain that, so -- 3 COMMISSIONER GELWICKS: Well, I think we just 4 need to be very cautious in making any drastic 5 changes. We have an excellent product, and we have a 6 balanced budget. On an annual basis we've put money 7 back into it every year, and there's no tax dollars 8 given to that golf course. There aren't many people 9 that can say that, so you don't want to make any 10 changes. You don't want to mess that up. 11 MR. MCADAM: Don't fix it if it ain't broke. 12 MR. STULGIN: With that being said, let's go to 13 expenses. 14 COMMISSIONER GELWICKS: I thought we were just 15 going to approve the budget. 16 MR. STULGIN: We'll make this a quick slide. 17 Slide number nine is expenses laid out for the 18 2014-2015 fiscal year, and you can see roughly half 19 of the expenses are the salaries and wages, and this 20 has taken into consideration some adjustments that 21 we'd like to make, you know, staff-wise. Like I had 22 alluded to, dedicating a particular position to deal 23 with cart maintenance and also some general 24 maintenance around the clubhouse and course, and</p>

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<p style="text-align: right;">45</p> <p>1 also anticipating hopefully a longer season this 2 year and more staff in comparison to last year, but 3 I'm not holding my breath right now. And looking 4 ahead to salaries and wages, roughly \$479,582, 5 contractual services, \$127,450, utilities roughly 6 \$27,350, maintenance and repairs at \$18,600, 7 materials and supplies at \$163,850, the capital 8 outlay, which we had discussed previously, \$79,600, 9 and our transfers to FICA, IMRF, and liability 10 insurance at \$32,400, \$35,665 and \$24,000 for a 11 total expenses of \$988,497. 12 COMMISSIONER CUSHING: So my question is the 13 revenue. Is there a guideline for what your capital 14 should be, what your materials and supplies, your 15 salaries and wages; is there an industry guideline? 16 MR. STULGIN: I don't have an answer for that. 17 I know that salaries and wages should be close to 18 about that, that 50 percent mark, but I know, you 19 know, the capital we determined kind of on a 20 year-to-year basis, and I know that the capital -- 21 we replaced a lot of equipment last year, which was 22 also very beneficial to the course. We can see this 23 year our capital is way down. Our capital is in the 24 upwards of 150,000 last year, and roughly half that</p>	<p style="text-align: right;">47</p> <p>1 COMMISSIONER GELWICKS: March 6th is only two 2 weeks, right? 3 MR. STULGIN: March 8th. 4 MR. POZEN: We're shooting for May 20th. 5 COMMISSIONER GELWICKS: Seven is going to be a 6 lake. 7 COMMISSIONER MAHONEY: And one last thing. 8 This is not your new golf uniform, right, that 9 you're wearing? 10 MR. STULGIN: No. I cleaned it up a little 11 bit, so -- 12 MR. MCADAM: The uniform has a tie. 13 COMMISSIONER GELWICKS: Well, I'll make a 14 motion that the Board approve the 2015 golf club 15 budget as presented. 16 COMMISSIONER SOUTER: Second. 17 COMMISSIONER CUSHING: Roll call, please. 18 MS. RANK: Mr. Gelwicks. 19 COMMISSIONER GELWICKS: Aye. 20 MS. RANK: Ms. Mahoney. 21 COMMISSIONER MAHONEY: Aye. 22 MS. RANK: Mr. Cushing. 23 COMMISSIONER CUSHING: Aye. 24 MS. RANK: Ms. Souter.</p>
<p style="text-align: right;">46</p> <p>1 this year, so the capital I know that we kind of, 2 you know, discussed every year, every two years in 3 terms of some equipment replacement or any type of, 4 you know, projects that he'd like to put back onto 5 the course. 6 Okay. With that, that is the proposed 7 2014-2015 fiscal year budgets. Are there any 8 questions at this time? 9 COMMISSIONER MAHONEY: I don't have a question. 10 I have a comment. 11 MR. STULGIN: Sure. 12 COMMISSIONER MAHONEY: I think we should 13 highlight again that the Park District in 14 cooperation with District 99 offers the high school 15 the course for their practice and tournaments, and I 16 think that's great, and it looks like you have 17 reduced that cost by 50 cents for the trial round 18 too, and I think that should be commended. 19 MR. STULGIN: Thank you. 20 COMMISSIONER MAHONEY: And the course always 21 looks great. It always does. Even now. 22 MR. POZEN: Thank you. 23 COMMISSIONER MAHONEY: Especially in the 24 summer. Even today.</p>	<p style="text-align: right;">48</p> <p>1 COMMISSIONER SOUTER: Aye. 2 COMMISSIONER CUSHING: Motion is approved. 3 MR. STULGIN: Thank you very much. 4 COMMISSIONER CUSHING: Thanks, Ryan. We're on 5 to number five, Board business. President comments 6 first. That's me. I don't have much. Myself, 7 Cathy, Damienne, and a number of Staff attended the 8 IAPD conference a few weeks ago, and I know from 9 talking to Village Staff we had some great 10 experiences and we gathered some great information. 11 Continued positive feedback -- a lot of positive 12 feedback in the community I know that I've heard on 13 the ice rinks. Obviously that's kind of gone by the 14 waste side it looks like. 15 MR. MCADAM: Next week I think we're back in 16 it. 17 COMMISSIONER CUSHING: I guess we're all 18 looking forward to spring now. Does anybody else 19 have anything to bring up? Nothing? All right. So 20 we're on to Staff reports. 21 MR. MCADAM: Thank you. I have just a couple 22 things. First one, Commissioner Roman is not with 23 us this evening. Unfortunately he has the cold 24 that's going around, so he's probably at home</p>

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<p style="text-align: right;">49</p> <p>1 watching us. And as we've been talking about the 2 golf, weather certainly has been dominating our 3 lives, and no more such than our operations 4 department, and we had a Staff meeting the other 5 day, and we commended them there, but I just wanted 6 to publicly thank those guys. It has been -- the 7 winter has been long on all of us, but when you're 8 the guy that's up at 2:00 and 3:00 in the morning 9 day after day after day that when our patrons get 10 there in the morning, the sidewalk is clear, our 11 parking lots are done, the salt is down. That just 12 gets to be grinding, and they have done an amazing 13 job with that, and I really appreciate that. We're 14 all wanting it to thaw, but at the same time the 15 thaw is bringing it's own issues.</p> <p>16 We touched on it a little bit earlier with 17 the grant program, particularly the Lincoln Center 18 is having the hardest trouble dealing with the 19 thought process here. We have some drainage from 20 the roof that goes down through the wall and then 21 out front, underneath the sidewalk. That pipe is 22 both frozen and partially collapsed. Staff is 23 working on ways without having hopefully to rip that 24 all up from the front. There are some other ways we</p>	<p style="text-align: right;">51</p> <p>1 COMMISSIONER CUSHING: I haven't looked at them 2 online, so --</p> <p>3 COMMISSIONER GELWICKS: Whatever's easiest.</p> <p>4 MR. MCADAM: Okay. Well, we'll try it online. 5 We can put on how to access it, and if that's not 6 working, just let us know, because we can do 7 whatever. And, finally, we already introduced one 8 new Staff. We have another one coming in our 9 finance department before tonight. They're also 10 going to do an eight-month review on the current 11 budget. And that is all I have.</p> <p>12 COMMISSIONER CUSHING: Come on up, Jay.</p> <p>13 MR. KELLY: Good evening. Actually, tonight 14 I'd like to just open up for questions as far as the 15 general report goes in lieu of time, because I'd 16 like to focus on the last page of the report which 17 is a new report that I added, which is a seasonal 18 cost analysis of our programs and events, so if you 19 had any questions about the report in general I'll 20 answer those. If not, we can go back. I just want 21 to focus on that cost analysis report.</p> <p>22 COMMISSIONER CUSHING: That's fine.</p> <p>23 COMMISSIONER MAHONEY: I had one question.</p> <p>24 MR. KELLY: Sure.</p>
<p style="text-align: right;">50</p> <p>1 can work on that. And we've also had situations 2 where our lower level water is coming in through the 3 foundation, and our operations department stepped up 4 and figured out how to problem solve, and we were 5 able to figure out where and reverse that away from 6 the building, so it's an old building, and a lot of 7 cold and a lot of snow it's getting a little bit of 8 leakage there, so spending a lot of time on that.</p> <p>9 Financials, of course, with discussions 10 I've had with a couple Board members, we have been 11 placing some of the financials online, and evidently 12 that communication has been lost that that's there, 13 so we did the additional delivery to you in hard 14 copy. We can continue doing that, or we can put it 15 online. If you'd want an online, we'll make sure 16 you know how to access that. It really doesn't 17 matter to Staff. We want to do whatever is going to 18 be easiest for the Board. Just looking for some 19 direction if you want that, or just communicate how 20 to access it online.</p> <p>21 COMMISSIONER CUSHING: I'd be fine with online, 22 but --</p> <p>23 COMMISSIONER GELWICKS: I'll print it off, so I 24 don't care. I can't read them online.</p>	<p style="text-align: right;">52</p> <p>1 COMMISSIONER MAHONEY: Is this now available at 2 the Active Adult Center?</p> <p>3 MR. KELLY: Yes.</p> <p>4 COMMISSIONER MAHONEY: And is this also online?</p> <p>5 MR. KELLY: I believe so, yeah.</p> <p>6 COMMISSIONER MAHONEY: Okay. Great. Thank 7 you.</p> <p>8 MR. KELLY: You're welcome. What I've done in 9 the past and we've just implemented here is a 10 seasonal cost analysis. What we find in the field 11 of recreation is recreational programming is not 12 done on a monthly basis, so therefore monthly 13 financial reporting, although can be very essential 14 to keeping tabs on where we're at, doesn't reflect 15 as to how a program necessarily runs from start to 16 finish, so you'll find before you a seasonal cost 17 analysis that we will do again by the season. We 18 will do three seasonal brochures. However, we do 19 have four seasonal cost analysis. The winter, 20 spring, summer, and fall. And then what I'd like to 21 do, because it takes some time, by the time all the 22 expenses roll through -- and this was our first 23 time, so to get those cost analysis will be a month 24 or two after the season by the time I present this</p>

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<p style="text-align: right;">53</p> <p>1 to you. All the events are on the first page that 2 will happen during that season, and obviously this 3 is the summer of 2013. You have all of our events. 4 Basically we're at participation numbers, resident, 5 nonresident, totals, obviously our revenues, 6 expenses, the donations and sponsorships that we 7 received associated with those events and programs, 8 net, gain, and loss, the profit percent, and then 9 other necessary indicators for us from a 10 departmental standpoint is the cancellation rate of 11 our programming, and then obviously the top -- 12 evaluation top box for us, and what that basically 13 is is overall customer satisfaction for our program 14 evaluations that we send out at the end of our 15 programs. So what we're looking for here and over 16 time you'll see that you have a comparative column 17 there. Obviously the first year we don't have a lot 18 of comparison numbers as far as relative to what 19 we're doing right now, and not only will we compare 20 this season to season, meaning like going in from 21 summer to fall, but then summer to summer, obviously 22 year to year, so because we're pretty much -- for us 23 to adapt changes based on any reporting it takes at 24 least every other season and sometimes every third</p>	<p style="text-align: right;">55</p> <p>1 So meaning if we try something new because I want to 2 encourage that to be creative, and don't have a fear 3 of failure to come out with new program ideas, but 4 obviously there has to be some strategic thinking 5 behind there. So the goal is to reduce that over 6 time and then to look at -- so there's your 7 cancellation rate out of total participants, 16,327, 8 your total revenues, expenses for a net gain of 9 \$324,000 and some odd change. Now, that is direct 10 cost only. There are not indirect costs associated 11 with our programming. You know, the operations of 12 our facilities and so forth. So that's the summer 13 in a nutshell. You can see some of our successes, 14 you know, as far as profits and net gains and 15 losses, cancellation rates in different program 16 areas, but I just wanted to get -- and obviously the 17 evaluation top box score is extremely good at 93 18 percent overall customer satisfaction. 19 Now, what you don't see here is that our 20 goal from an evaluation standpoint needs to be 21 somewhere between 15 to 20 percent in return rates. 22 We're a low, low on that right now, so we're 23 actually going to be talking about the evaluation 24 process and, you know, the pros and cons of</p>
<p style="text-align: right;">54</p> <p>1 season because of the dual season in spring/summer 2 of the guides process. So somewhat of a lengthy 3 process to implement change through any of the 4 findings that we find through this and/or the 5 seasonal evaluations. You know, obviously through 6 an operational point of view we can make changes 7 immediately, but like for price point, you know, if 8 it's already marketed. Those types of things. 9 Anyway, so as you can see here we had -- if you look 10 at the final back page we had 1,226 programs all for 11 701 which were actually held. That's a cancellation 12 rate of approximately 44 percent. That is high for 13 a season by far. Our goal would be somewhere down 14 around 20 percent. And, again, this is only through 15 summer, but what we're looking at doing from that is 16 taking our program lineup and putting -- focusing on 17 the programs that go and obviously look at the 18 programs that didn't go and why as far as the time, 19 the day, the location, because it doesn't make sense 20 from those perspectives and keeping with the 21 creative freshness from season to season and 22 attempting to try new things we will not apply the 23 first time program offering to a cancellation rate 24 until we know whether it's a valid program or now.</p>	<p style="text-align: right;">56</p> <p>1 electronic evaluations and so on and so forth, so 2 we're looking at all of these things to try to 3 develop a more, I guess, confident foundation. You 4 know, when you think about 44 percent cancellations 5 total, that's printing, that's room reservations. 6 There's a lot of things associated with that. You 7 know, that's pages and pages and pages of guide and 8 expenses associated with that, not to mention Staff 9 time, you know, dedicated to getting those programs 10 prepared, so we need to really focus on that as one 11 issue, but overall, you know, for a first time of 12 doing this we're looking good, and it definitely 13 sets the standards for, you know, where are we going 14 to go for the program phase. So I just wanted to, 15 you know, share this with you. I think it's -- 16 obviously for us I think it's extremely valuable 17 information, and I thought it would be pertinent to 18 you as well. 19 COMMISSIONER CUSHING: So is it considered a 20 cancel if it's in the guide and it doesn't end up 21 going off? 22 MR. KELLY: Yeah. So, like I say, we offered 23 1,226 programs in the summer guide, and only 701 24 went. So, yeah. And that's based on -- sometimes</p>

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<p style="text-align: right;">57</p> <p>1 that's -- that can be misleading in the sense of we 2 can have an arts and crafts class that has five 3 different offerings under that one class, and that's 4 per offering, so per code basically. 5 COMMISSIONER CUSHING: I'd like to focus on 6 cancellation and return rate. 7 COMMISSIONER GELWICKS: I think some of your 8 other questions earlier with regards to what's in 9 the industry, I think it applies here also, and 10 clearly you have some targets, but I think over time 11 it would be worthwhile for us to understand how we 12 compare industry-wide also, and clearly with some of 13 your background and of your experience -- and I know 14 it's a difficult comparison because it's not apples 15 to apples because of the kinds of things that are 16 there, but I do think as you work towards improving 17 things, clearly knowing where you are and having a 18 target and being able to measure how you're doing 19 against it is a great way to run business. 20 MR. KELLY: And if you look at like community 21 surveys there are some organization or contractures 22 out there that will provide you with some of those 23 benchmarks, but there's really not a whole lot of 24 benchmarking out there on this regard as far as I'm</p>	<p style="text-align: right;">59</p> <p>1 you've got to give them a little bit of time to pick 2 up some steam and then you can put that in there. 3 Programs just like a lot of other stuff have life 4 cycles. You know, a lot of them will be the 5 greatest program you ever had and 10 years later 6 you're now -- cancellation rate starts creeping up 7 because people desire change too, so that's why you 8 want to watch that cancellation rate too, because it 9 may be time to change that program, put something 10 new in when it becomes old and stale. 11 MR. KELLY: Yeah. And, I mean, the other 12 thing, you know, that I could focus too, I mean, 13 donations, sponsorship column obviously shows the 14 efforts from Staff to reach out to our community and 15 help us support our programs and events, and that 16 list of special events is pretty significant as well 17 considering the concert series and, you know, the 18 number of concerts we offer and so on and so forth, 19 and the items throughout the department as far as 20 golf and a fishing derby and the movies and so on 21 and so forth. That is -- I think what I'd like to 22 do over time is when we start getting this 23 information through our guide is to start 24 self-promoting ourselves through the number of</p>
<p style="text-align: right;">58</p> <p>1 aware of, but like you said, it's possible to 2 achieve those. 3 MR. MCADAM: The cancellation rate, 15 to 20 4 percent particularly with what we find, that number 5 really jumps out to both Jay and I just because I 6 think that speaks to we're not being efficient with 7 what we're using our facilities for, our program 8 offerings just because it is so much higher. If it 9 was just a few percentage points I wouldn't be 10 worried about it, but when we had some programs that 11 are 70 percent in cancellation rate and it's only 30 12 percent of them went but we still had to spend staff 13 time, we still had to reserve all those rooms, sort 14 of block all that space out that could have been 15 used for something new, something creative, 16 something different, but it appeared not to be 17 available because we had to hold it for that, so 18 that's why you want to get down to that 15 or 20 19 percent. I think Jay is taking the right track 20 where a new program for a season or two you don't 21 count into that, because, you know, like new shows 22 on television, more of them don't go than they go, 23 but you've got to keep throwing them out there and 24 you're going to get the hit once in a while, so</p>	<p style="text-align: right;">60</p> <p>1 contacts we have. The community impact we have on a 2 daily basis too. Almost toot our own horn to a 3 certain degree as to how we do things, so -- and if 4 you want to go back to the other parks report, I'd 5 be more than happy to answer your questions. I just 6 wanted to make sure we covered that. 7 COMMISSIONER CUSHING: I think that's a great 8 report. Great way to attack it. 9 MR. KELLY: Thank you. 10 COMMISSIONER CUSHING: Everybody good? 11 Appreciate it. 12 MR. KELLY: All right. Thank you. 13 MR. MCADAM: All you, Ian. 14 MR. EVERETT: Okay. Good evening again. So, 15 yes, started a month ago, and I was able to jump 16 right in with finishing off the spring/summer 17 program guide, per se, and delivery of that is 18 actually going to start tomorrow and continue 19 through Saturday, so residents should receive that 20 on their doors, and as well as the guides they're 21 also going to be receiving an 11 by 17 poster that 22 has a summer camp at a glance script on one side, 23 and on the other side is the summer concerts poster, 24 so that way it's something they can keep and they</p>

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<p style="text-align: right;">61</p> <p>1 can put it on their fridge, and the idea of the 2 summer camp at a glance guide was to encourage them 3 to sign up for multiple accounts to see which ones 4 are in the morning, which ones are in the afternoon, 5 or which ones work for their schedule. I spent my 6 first month getting to know Staff, getting to know 7 more about the parks, facilities and all the 8 programs. Better be quick. 9 MR. MCADAM: Do you do this every time you -- 10 MR. EVERETT: Yeah. So one of my first big 11 projects will be managing the website, and that's 12 going to have a lot of benefits, not only with 13 making it a more user-friendly site for residents 14 but also making it more user friendly for Staff as 15 well to enable them to make sure that everything on 16 the site is up to date and the correct forms are up 17 there. You'll be able to do things like residents 18 will be able to fill in forms online and submit them 19 by e-mail, save a lot of paperwork. And, as I 20 mentioned before, I've already started expanding 21 some of the park district social media presence, so 22 that's included adding a linked in company page to 23 the park district, and that's a great way to reach 24 out to local businesses and professionals in the</p>	<p style="text-align: right;">63</p> <p>1 the next time, yeah, there will be a number in that 2 column. 3 COMMISSIONER CUSHING: Excellent. Questions? 4 Thanks, Ian. 5 MR. EVERETT: Okay. Thank you. 6 COMMISSIONER CUSHING: Appreciate it. Round 7 two for Geoff. Two and three. 8 MR. PENMAN: Yes. Make yourself comfortable. 9 All right. Planning report for this month. The 10 1846 Blodgett House, the structural improvements 11 have pretty much wrapped up. We're just going to go 12 through a final punch list over there. The 13 contractor, Great Lakes Construction, did a fine job 14 for us, and we're moving forward with that. 15 Doerhoefer Park tennis court lighting. 16 We're ready to move along with that. One item that 17 I need to bring to your attention is that back in 18 December we -- the Board authorized us to move 19 forward with a cooperative purchasing for \$65,000 20 for Musco Lighting over there. In looking at that, 21 the lighting configuration was basically set up 22 where it would turn on the first three courts and 23 then -- the furthest west basketball court, and then 24 it would turn on another tennis court, the two</p>
<p style="text-align: right;">62</p> <p>1 area, and I've already been claiming the listings 2 for the park district facilities on Google maps and 3 Yelp, and that will allow us to correct any errors 4 that there are with phones numbers or even where the 5 map listing is pointing people to. And yet aside 6 from that, over the next month or two just be kind 7 of continuing the general marketing, golf course 8 opening, mini golf course will be open in April, and 9 one of the big pushes for early March is the zero 10 dollar enrollment fee offer at the fitness center, 11 the first two weeks in March, really trying to 12 encourage people to get back on their New Years 13 resolutions again. Any questions? 14 COMMISSIONER CUSHING: The e-news, 4,500 e-news 15 open rate was zero in January? 16 MR. EVERETT: Oh, that's because there wasn't 17 one. Yeah. 18 COMMISSIONER CUSHING: Okay. I feel better 19 now. 20 MR. EVERETT: Yeah. I put that in because 21 that's something I want to introduce as a regular 22 e-news for the fitness center and may also be 23 expanding the Facebook presence as well, really try 24 and engage that kind of fitness community online, so</p>	<p style="text-align: right;">64</p> <p>1 pickle ball courts, and then another basketball 2 court. When we discovered that we wanted to go back 3 and talk with Musco a little bit more about what it 4 would cost to add a three-push button and be able to 5 light up those basketball courts separately, so it 6 would be three tennis courts, the pickle ball 7 courts, and then the basketball courts, it's going 8 to add about -- it would add about \$11,900 for that 9 third one taking that total to \$76,900. And Bill 10 and I had spoken, and if we had a consensus tonight 11 we would put that on our agenda next time, the 12 consent agenda to be able to authorize that. It was 13 too late by the time we got the quote to be able to 14 add that to tonight's packet. 15 Okay. Well then we'll probably proceed. 16 We appreciate that. You know, in looking at it we 17 are limited a little bit with the circuits that come 18 in over there, but we felt it was important to try 19 and do that. Instead of having -- currently the 20 lights, when they're on, they're on all together, 21 but we felt like it was really an important thing to 22 be able to split those up, especially for energy 23 efficiency and also to make the impact a little bit 24 less on the neighbors, so thank you very much for</p>

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<p style="text-align: right;">65</p> <p>1 that. The tennis court renovation, as far as the 2 paving, that's also -- I thank you for the approval 3 on that this evening. 4 Walnut Avenue property. We're ready to 5 move forward on that. We're hoping -- second week 6 of March is when we're anticipating the shelter to 7 show up and the contractor wants to get mobilized. 8 That will obviously be weather dependent, but that's 9 been the goal, and that's moving along quite well. 10 Lincoln Center improvement plans. We 11 talked about that with the grant. McCollum Park 12 restroom. That's still coming along from the damage 13 last summer. That should be ready in the spring. 14 It's just been a problem for the contractor getting 15 some of the materials. So I'd answer any questions 16 at this point. 17 COMMISSIONER CUSHING: I think we're good. 18 MR. PENMAN: Okay. Well, then I'm going to go 19 ahead and proceed with the Parks report. I'll just 20 keep going tonight. I wanted to point out a couple 21 of items, specifically in the operations report, 22 parks report, this evening. We discussed last month 23 as to the number of days that we were available for 24 ice skating, and you'll see the chart there in the</p>	<p style="text-align: right;">67</p> <p>1 to. 2 COMMISSIONER GELWICKS: Do we need to consider 3 doing something different there? 4 MR. PENMAN: Yes, we do. 5 MR. MCADAM: It's still in there. The water is 6 topping that, flowing down stream. We've made -- in 7 consultation with the Village, passed the decision 8 not to pull that, because it's holding quite a 9 volume of water behind it, and if we pulled it now 10 all that water would take off pretty quickly 11 downstream, create some issues there, so both us and 12 the Village are monitoring that with the rain events 13 that we're having now, and then look at some other 14 options for next year. 15 MR. PENMAN: Our forestry group has been busy. 16 Our contractor has been out continuing to do our 17 contractual trimming in the parks this winter as 18 best they can with the snow. We met with SEASPAR 19 this week and the new Eagles coordinator so that we 20 can continue the program we started last summer with 21 wood chips in the parks and some things like that, 22 and that volunteer program has worked out very, very 23 well for us, and it's a program that they enjoyed 24 very much, so we look forward to continuing that</p>
<p style="text-align: right;">66</p> <p>1 report. Basically the rink at McCollum has been 2 open -- this was as of February 12th. I think we 3 ended up shutting it down Tuesday of this week with 4 the warmer weather, but at that point we had 49 days 5 we were open at McCollum, and we've been closed 25 6 days since December 1st, and then ironically at 7 Prince Pond it was completely opposite. We were 8 open 25 days and closed 49 days, but that gives you 9 a bit of an idea of the difference between an open 10 water ice skating facility and then one where we're 11 able to do it, you know, on a parking lot, so that 12 was interesting. Again, these were written last 13 Wednesday. So snow removal, at that point we'd had 14 33 snow events totalling 63 acres. As of the other 15 day we were at about 74 inches at Midway, so that's 16 pretty significant for this year. I think it was 17 the fourth most in history. So some good 18 information there. 19 COMMISSIONER GELWICKS: Why did Hummer not open 20 for skating? 21 MR. PENMAN: It just never froze fully, and I 22 think a lot of that is just the running water there 23 and then also just the amount of salt that's in the 24 water. It just seems to not firm up like we need it</p>	<p style="text-align: right;">68</p> <p>1 relationship moving forward. 2 Our Christmas tree recycling. 3 Approximately 90 trees were recycled this years. We 4 collected them at McCollum and Whitlock, so that 5 worked out rather well. We have 400 oak seedlings 6 on order from Living Lands and Waters for our annual 7 Arbor Day giveaway, so that will be coming up. And 8 also one other thing that we've tried to do this 9 month was kind of give an update based on our goals 10 from last year and our performance indicators from 11 our budget process. As far as number of trees 12 planted, we had a goal of 40 for the year. Year to 13 date we're at 46, so we anticipate we'll be more 14 than 50 by the end of the year at this point in 15 time. Removals, we estimated 50 to 80. Right now 16 we're at 89. A lot of those are just ones that may 17 have hung over from years past where we felt like we 18 couldn't get in and get to them, and then the number 19 of Ash trees that we've treated to try and prevent 20 the Emerald Ash Borer, we estimated that we'd treat 21 300 trees over the course of the year with 250 this 22 year so far, so we are going to probably exceed our 23 estimations in all of those areas, but I think it's 24 important to note those. And as far as golf, Jeff</p>

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<p style="text-align: right;">69</p> <p>1 and Vince have been very busy. Jeff is here this 2 evening, but they've been busy trying to get 3 everything -- all the equipment ready. He told me 4 today that he's got to put the cutting units back on 5 and we're ready as soon as the snow's gone. But 6 obviously they've spent quite a bit of time with the 7 snow removal and preparing for the presentation this 8 evening. So that being said, I'd entertain any 9 questions. 10 COMMISSIONER CUSHING: Nice job. 11 MR. PENMAN: Thank you very much. 12 MS. HERBST: Good evening. As you may know, we 13 have been down a Staff member in our Finance 14 Department, and I'm happy to announce Errol Lagman 15 who has started on February 3rd. Errol comes to us 16 from the Village of Bolingbrook. He worked there 17 for approximately seven years and was resident 18 accountant for the Village of Bolingbrook, so we're 19 really happy to have him on board. He's got a 20 wealth of information and knowledge and fun 21 accounting, and just getting him up to speed on 22 different processes in our MSI and our systems. 23 COMMISSIONER CUSHING: Welcome. 24 MR. LAGMAN: Thank you for having me.</p>	<p style="text-align: right;">71</p> <p>1 down against plan by \$1.2 million, and 600,000 of 2 that is capital. Where is the other -- 3 MS. HERBST: I'm sorry. Could you repeat that? 4 COMMISSIONER GELWICKS: Our expenditures. The 5 budget was 8.7 million, and we spent 7.6, so we're 6 1.1 million under in terms of expenditures this 7 year. Of that, 600,000 comes out of capital. Where 8 does the other 500,000 come from? Why are we so far 9 under on expenditures? I mean, it's a good problem, 10 but is it real? 11 MS. MEINHART: I think that we would just go 12 through each fund and see where it was. You can see 13 the recreation is 560,000, so that's another 14 significance. I think it's probably -- if revenues 15 aren't as high as budgeted, then expenses aren't as 16 high as budgeted, and it kind of goes in sink along 17 with those figures. 18 COMMISSIONER CUSHING: But the revenue is 19 pretty close. 100,000 less, right? 20 MS. MEINHART: Again, on this first page, this 21 is all the summary of the total revenues, total 22 expenses. On the following pages there's a 23 breakdown of the revenues by fund and expenditures 24 by fund, so you can kind of go down into there and</p>
<p style="text-align: right;">70</p> <p>1 MS. HERBST: Do you have any questions for 2 Errol? All right. Thank you. 3 So this evening we have an eight-month 4 comparison where we are currently with our finances 5 for year to date, and just a brief high level 6 overview of where we are with our revenues and 7 expenditures, and I believe you have some materials 8 in front of you. And on page one, in the upper 9 quadrant or upper box, I should say, our revenues 10 are looking pretty good. We're pretty much on 11 target in all of our fund accounts. You will notice 12 that capital projects we have revenue at about 220 13 percent, and the reason for that obviously is 14 because we haven't actually done all of our projects 15 for the year for this fiscal year which is why 16 you'll see under the expenditures that we've only 17 spent about 43 percent of what we have budgeted, so 18 as the year progresses, the fiscal year progresses, 19 we will actually reduce those revenues and increase 20 those expenditures in our capital account. 21 With that, I can answer any general 22 questions. If you have any specific questions, I 23 can certainly have Linda answer those for you. 24 COMMISSIONER GELWICKS: Our expenditures are</p>	<p style="text-align: right;">72</p> <p>1 see where the difference is. 2 COMMISSIONER GELWICKS: Okay. I'll go to page 3 two. There's a line item under recreation that's 4 charges for services, which is a new term. In all 5 of our budget documentation we've got program fees 6 and facility rentals. Is that the combination of 7 the two together? 8 MS. MEINHART: Right. Yes, it is. 9 COMMISSIONER GELWICKS: Okay. There we're 10 clearly under on revenue by -- if I read this 11 correctly -- by almost \$170,000; is that right? 1.9 12 million was the budget, and we're at 1.7, which is 13 where it shows that we're at 91 percent year to 14 date. So what you were suggesting is because that 15 revenue is down, the costs associated with those 16 programs would be down, which is part of the reason 17 why we are down on expenses, but -- and I understand 18 that conceptually, but it's 170,000 and we're down 19 500,000 on expenses, so there seems -- I don't know. 20 On the surface it just seems out of whack. 21 MR. MCADAM: And without knowing the specifics, 22 some general areas, particularly in the recreation 23 programming, this gets us back to that cancellation 24 rate and cancelling those programs versus the zero</p>

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<p style="text-align: right;">73</p> <p>1 percent, zero revenue we are budgeting for all of 2 those, so that's skewing that number there. In 3 addition to that, just a couple big pieces I know 4 that were budgeted for like with the guide. We 5 budgeted still to have that type set out, we brought 6 in, so we saved that money that we budgeted for that 7 we're not spending. We budgeted for postage, but 8 we're hand delivering those now. I think we 9 budgeted for the summer camp guide, but we combined 10 that with summer, so some of those cost savings that 11 have been going on as a way to create some 12 efficiencies. 13 COMMISSIONER GELWICKS: Sure. I understand 14 that, but in general if you're down \$100,000 in 15 revenue you're probably down 50,000 in expenses if 16 you look at your general in terms of the profit 17 margin, the way that -- so, again, I understand that 18 it would be a portion of it, but it just seems to be 19 significant. And then on the revenue side, I mean, 20 we're \$300,000 to the good this year because we 21 raised taxes a year ago, and so we have 300,000 more 22 in tax revenues which certainly helps in terms of 23 the comparison on revenue year to year, but it looks 24 like that 300,000 is just going to the bottom line</p>	<p style="text-align: right;">75</p> <p>1 things going, it seems to me that maybe we ought to 2 reallocate that \$250,000, and I'm sure that Jay or 3 Geoff could find something to do with that money. 4 MR. MCADAM: Jay doesn't get that money. It's 5 Paul's money. 6 COMMISSIONER CUSHING: Paul's not here tonight. 7 COMMISSIONER GELWICKS: I want to be clear 8 about it. This isn't -- you've got the money. 9 You've got to spend it type of -- but because of 10 projects take up Staff time and to have a continuum 11 on it, it's more because it's important from that 12 perspective, not because you have to spend the 13 money. Clearly we can put it into something else 14 and just leave it there, but it seems to me if there 15 are other projects, if you have the Staff to be able 16 to do the projects, you ought to consider moving 17 something up. 18 MR. MCADAM: We talked about that at the Staff 19 level with certain projects and being able to move 20 something up and re-budget for that later, and 21 really from an ability to put the projects together 22 that we got now and complete them by the end of the 23 fiscal, we really don't have the ability to do that, 24 so the decision we made based on that was twofold.</p>
<p style="text-align: right;">74</p> <p>1 because the expenditures aren't keeping up with it 2 is my point, which was part of a discussion back 3 when we did the revenue again this year. I guess 4 those are my questions. 5 MS. MEINHART: Again, a lot of things are 6 combined here. I can go down and find the detail 7 about -- you know, show where the big changes are 8 and get that to you. 9 COMMISSIONER GELWICKS: I think the line item 10 recreation charges for services is -- 11 MS. MEINHART: -- too much put together? 12 COMMISSIONER GELWICKS: Well, no. I just think 13 that in some you can see that's where part of the 14 issue is. 15 MS. MEINHART: Definitely. 16 COMMISSIONER GELWICKS: I have just one other. 17 Capital we have \$250,000 in playground equipment for 18 Patriots Park that clearly is not going to be spent, 19 and I'm just wondering if we shouldn't be 20 considering moving the capital project that's out in 21 next fiscal -- into this year's fiscal, just do a 22 trade, because that Patriots Park playground is not 23 going to happen until the fall at the earliest, and 24 given other things that we have in order to keep</p>	<p style="text-align: right;">76</p> <p>1 One was we'll just carry that money over to next 2 year. Two, we'll forward it next year to Patriots 3 Park instead of shuffling the projects around, 4 because Paul does not have the ability by himself to 5 accomplish the amount of projects with that. We are 6 going to go recommending an assistant for Paul so 7 that we can be able to do some more of those 8 projects and that he finds himself not being able to 9 do. Paul will do anything he has to do in what time 10 he has. Putting in another full-scale project and 11 design together between now and fiscal year wasn't 12 real. 13 COMMISSIONER CUSHING: Anybody else? 14 COMMISSIONER GELWICKS: I think the bottom line 15 is we're at a half million dollars. 16 COMMISSIONER CUSHING: That's the question. I 17 guess the question is less where is it as more why 18 are we there. 19 MS. MEINHART: And part of it's year to date. 20 We spread the budgets in certain ways, and a lot of 21 capital isn't going to be spent until the spring. 22 COMMISSIONER GELWICKS: Yeah, but we took the 23 capital into account in a different area. That's 24 okay.</p>

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<p style="text-align: right;">77</p> <p>1 MR. MCADAM: I'll tell you, directly with all 2 Staff, do what we need to do, but look for ways to 3 do what we do as efficiently as possible. Just 4 because we budget for it doesn't mean that we 5 necessarily spend it that way. If we can do the 6 same thing and do it for less, that's what we're 7 trying to do. Particularly with the projects at the 8 top roof and some of those things. Everywhere we 9 can create some of that, we can save some money and 10 then allocate it to those projects down the road. 11 COMMISSIONER GELWICKS: That's what I was 12 thinking. The 250,000 needed to be appropriated 13 towards that. 14 MR. MCADAM: Yeah. 15 MS. MEINHART: If you ever want more detail, 16 just call. We'll get it for you. 17 MS. HERBST: Thank you. 18 COMMISSIONER GELWICKS: Thank you. 19 MR. MCADAM: I'm thankful that this was kind of 20 a new process and hard to put together, and we've 21 spent an awful lot of time with it, and as you can 22 see Linda loves to have the detail, and so I 23 appreciate all the time and effort you put into 24 that, because I know you put a lot into it.</p>	<p style="text-align: right;">79</p> <p>1 COMMISSIONER CUSHING: Okay. Then can we have 2 a motion to adjourn? 3 COMMISSIONER SOUTER: I move to adjourned to 4 the executive session as outlined in the agenda. 5 COMMISSIONER MAHONEY: Second. 6 COMMISSIONER CUSHING: Roll call, please. 7 MS. RANK: Ms. Souter. 8 COMMISSIONER SOUTER: Aye. 9 MS. RANK: Ms. Mahoney. 10 COMMISSIONER MAHONEY: Aye. 11 MS. RANK: Mr. Cushing. 12 COMMISSIONER CUSHING: Aye. 13 MS. RANK: Mr. Gelwicks. 14 COMMISSIONER GELWICKS: Aye. 15 COMMISSIONER CUSHING: Motion is approved. We 16 are adjourned. 17 (Whereupon, the regular meeting was 18 adjourned.) 19 (Whereupon, at 9:01 p.m. Commissioner 20 Gelwicks made the motion for final 21 adjournment, the vote was unanimous, 22 and the motion was carried.) 23 24</p>
<p style="text-align: right;">78</p> <p>1 COMMISSIONER CUSHING: Okay. SEASPAR. 2 MR. MCADAM: Not a whole lot new going on. We 3 had a meeting this Tuesday. It was actually pretty 4 quick. The big thing is they're doing the build out 5 on the facility in the Lisle Park District, and 6 they're hoping to have that up and running within 7 about two or three months, so when that's up and 8 running, we're going to have an open house, and 9 we'll make sure you all get invitations. 10 COMMISSIONER CUSHING: Thanks a lot. All 11 right. Well then we are on to the next item, which 12 is unfinished business. Any unfinished business? 13 Nobody? Okay. New business. No new business. 14 Then we have another opportunity for visitors to 15 address the Board. Any visitors like to address the 16 Board? I see no one, so I will make the 17 announcement that the next Board meeting will be 18 held March 6th at the Interpreters Center at Lyman 19 Woods, so if anybody would like to come out and 20 partake we'd love to see you out at Lyman Woods. 21 MR. MCADAM: We have scheduled for that 22 workshop meeting going over goals and objectives, 23 and the feedback on that. Staff will be using that 24 as part of the creation of the budget.</p>	<p style="text-align: right;">80</p> <p>1 STATE OF ILLINOIS) 2) SS. 3 COUNTY OF DU PAGE) 4 5 6 I, MARY FAILLO, C.S.R. No. 7 084-004565, duly qualified by the State of Illinois, 8 County of Du Page, do hereby certify that at the 9 request of the Downers Grove Board of Park 10 Commissioners, subject to the usual terms and 11 conditions of County Court Reporters, Inc., reported 12 in shorthand the proceedings had and testimony taken 13 at the public hearing of the above-entitled cause, 14 and that the foregoing transcript is a true, correct 15 and complete report of the entire testimony so taken 16 at the time and place hereinabove set forth. 17 18 19 20 21 22 23 24</p> <hr/> <p style="text-align: center;">MARY FAILLO, C.S.R.</p>

MEETING MINUTES
February 20, 2014

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