



April 20, 2017

Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

The following is the financial summary and key highlights for the month of March 2017 at Wild Wings Golf Club:

February 2017	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$30,780	\$30,572	\$208	\$252,508	\$280,578	\$28,070
F&B COGS	\$1,978	\$1,824	\$154	\$12,072	\$13,783	\$1,711
Merch. COGS	\$2,382	\$1,582	\$800	\$13,511	\$13,283	\$228
Total Cost of Sales	\$4,360	\$3,406	\$954	\$25,583	\$27,066	\$1,483
Gross Margin	\$26,420	\$27,166	\$746	\$226,925	\$253,512	\$26,587
Payroll Expense	\$27,923	\$26,829	\$1,094	\$246,091	\$231,759	\$14,332
Other Expense	\$28,497	\$18,865	\$9,632	\$164,892	\$149,648	\$15,244
NOI	\$30,000	\$18,528	\$11,472	\$184,058	\$127,895	\$56,163
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$56,250	\$56,250	\$0
Interest Expense Debt	\$0	\$0	\$0		\$11,972	\$11,972
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$0	\$0	\$0	\$243,659	\$0	\$243,659
Net Cash From Ops	\$36,250	\$24,778	\$11,472	\$3,351	\$196,117	\$199,468
Rounds	1,610	1,777	167	12,182	13,671	1,489
Average GF/CF	\$14	\$13	\$1	\$16	\$16	\$0

Overview:

March 2016 revenues for Wild Wings Golf Course exceeded budget forecasts by \$208 and were \$6,127 ahead of the prior year. Rounds of golf for the month were 167 rounds short of projections and 392 rounds better than the prior year. Green fee/cart revenues exceeded projections by \$181, merchandise sales exceeded budget by \$1,000 and Food and Beverage sales were \$604 short of budget. The NOI for the month was \$11,472 below budget projections and \$8,526 behind prior year. This was due in large part to replacing the irrigation system computer that will be ultimately expensed as a Capital Expense for over \$13,000. Payroll for the month was \$1,094 over budget, while Operating Expenses came in \$9,632 over budget, due to the aforementioned irrigation computer.

- **Converted rounds:** 803 of the 1,610 rounds recorded for March were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,413 rounds for March. Total converted rounds for the fiscal year are 17,087.



- **Key Operational Highlights:**

- There were two senior events during the month with a total of 70 players and two Men's Club events with a total of 46 players. For the majority of the month, weekend weather was mild and sunny, and rounds increased as a result.

- **Course & Grounds - The following tasks were completed during March:**

- Reseeded divots on tees
- Fertilized putting greens
- Installed new Rainbird irrigation computer
- Repaired pipe breaks on holes #1, #2 and #4
- Sprayed weed and grass in parking lot and landscaped areas.
- Replaced sprinklers in Native area on hole #7.
- Sprayed weeds in putting greens and collars around greens.
- Ground reels and replaced bedknives on Toro tee mower.
- Sharpened rotary blades on Rough mowers.
- Repaired Toro rough mower(wouldn't start). Rebuilt diesel stop solenoid.
- Sprayed greens for caterpillars and army worms.
- Put aquatic herbicide in Lake #1 to kill cattails.

Personnel

- No changes were made in personnel during the month.

Key Actions to Drive Performance:

- Continued maintenance on golf cart fleet and updated maintenance records.
- Re-arranged Golf Shop merchandise displays.
- Called tournament groups from past events to obtain bookings for 2017.
- Booked four tournament events for May during the month.

Key property action steps by management to drive performance:

- Running e-mail promotions to promote weekday tee times
- Weekly Sales calls to groups for booking events
- Golf Moose sales promo selling goal of 500- 2 round packages.
- Use of online coupons on Wild Wings website for monthly specials
- Continue to work on booking banquet events for the Nest

KemperSports - National and Regional Support Activities

- Randy participated in 2 KemperSports Webinars regarding the Center of Excellence during the month.

Weather for the month:

- Weather improved during the month and there were only 8 days with rain. Only 3 of those days resulted in cart restrictions. Temperatures during the month ranged from 35°F to 77°F.

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Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
March 2016	82.7	9.2	9.5	8.7	8.5	9.5	52
March 2015	88.4	9.1	9.6	8.3	4.5	9.6	43

Please call me if you have any questions.

Sincerely,

Steve Argo
Regional Vice President of Operations
KemperSports
Cc: Jim Stegall