



June 16, 2017

Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

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

May 2017	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$39,766	\$43,803	\$4,037	\$333,087	\$365,642	\$32,555
F&B COGS	\$2,724	\$2,167	\$557	\$16,944	\$18,000	\$1,056
Merch. COGS	\$2,431	\$2,027	\$404	\$17,406	\$17,201	\$205
Total Cost of Sales	\$5,155	\$4,194	\$961	\$34,350	\$35,201	\$851
Gross Margin	\$34,611	\$39,609	\$4,998	\$298,737	\$330,441	\$31,704
Payroll Expense	\$28,773	\$26,479	\$2,294	\$304,728	\$284,409	\$20,319
Other Expense	\$14,844	\$16,521	\$1,677	\$195,568	\$189,224	\$6,344
NOI	\$9,006	\$3,391	\$5,615	\$201,559	\$143,192	\$58,367
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$68,750	\$68,750	\$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	\$15,256	\$9,641	\$5,615	\$26,650	\$223,914	\$197,264
Rounds	2,111	2,057	54	16,029	17,545	1,516
Average GF/CF	\$15	\$17	\$2	\$16	\$17	\$1

Overview:

May 2016 revenues for Wild Wings Golf Course were \$4,037 short of budget forecasts and \$2,552 behind the prior year. Rounds of golf for the month were 54 rounds ahead of projections and 35 rounds better than the prior year. Green fee/cart revenues were short of projections by \$4,663, but merchandise sales exceeded budget by \$850. Food and Beverage sales were \$9 short of budget. The NOI for the month lost \$5,600 to budget projections and was \$600 behind the prior year. Payroll for the month was \$2,294 over budget, while Operating Expenses came in \$1,677 under budget. Payroll was over budget because there were additional hours charged to Cart maintenance that were needed to get the fleet ready for season.

- **Converted rounds:** 1,144 of the 2,111 rounds recorded for May were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 3,255 rounds for May. Total converted rounds for the fiscal year are 22,998.

*Northwest Regional Office
 18119 Via Encantada, Monte Sereno, CA 95030
 (415)722-3580*

Key Operational Highlights:

- There were four outside events during the month, including a 3 day senior event, for a total of 207 players. For the majority of the month, weekend weather was mild and sunny, and rounds increased as a result. The 3 day senior event was a success and the client is planning another 3 day event for the fall, as well as another event for the end of June.
- The people who were scheduled to move in to the Nest Restaurant as food vendors, ran into a roadblock concerning the size of the kitchen, and will not be moving in. They are now in the process of vacating the restaurant.

Course & Grounds - The following tasks were completed during May:

- Reseeded divots on the tee boxes
- Sharpened rotary blades on rough mowers
- Trapped gophers on #4 green and #8 green
- Replaced Rainbird sprinkler on collar of green #5
- Replaced hydraulic steering cylinder on 3500D Rough Mower
- Sprayed Round-up on Bermuda bunker edges
- Replaced Hunter Sprinklers in Native Areas on holes #4 and #7
- Replaced battery on Fairway 4500D mower
- Replaced fuel pump on Fairway 4500D mower

Personnel

- No personnel changes were made during the month

General

- Increase of Green fees of \$1.00 across the board will help edge revenues upward over the next several months

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 1 new event through June, and 2 more into the next fiscal year

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
- 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

- Participated in 1 KemperSports “Center of Excellence” Webinar during the month.

Weather for the month:

- The weather improved during the month of May, and there was only 1 day that saw rain. There were no days where carts were restricted. Temperatures during the month ranged from 43°F to 98°F.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
May 2017	91.4	9.5	9.6	9.3	8.7	9.7	70
May 2016	74.6	9.1	9.4	8.9	6.9	9.3	63

Please call me if you have any questions.

Sincerely,

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