



December 17, 2017  
 Beth Gabor  
 County of Yolo  
 Woodland, CA 95695

Dear Beth,

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

November 2017	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$27,982	\$30,238	\$2,256	\$192,154	\$200,568	\$8,414
F&B COGS	\$1,082	\$1,598	\$516	\$8,071	\$8,996	\$925
Merch. COGS	\$1,224	\$1,588	\$364	\$8,885	\$9,376	\$491
<b>Total Cost of Sales</b>	<b>\$2,306</b>	<b>\$3,186</b>	<b>\$880</b>	<b>\$16,956</b>	<b>\$18,372</b>	<b>\$1,416</b>
<b>Gross Margin</b>	<b>\$25,676</b>	<b>\$27,052</b>	<b>\$1,376</b>	<b>\$175,198</b>	<b>\$182,196</b>	<b>\$6,998</b>
Payroll Expense	\$27,482	\$25,186	\$2,296	\$146,951	\$130,947	\$16,004
Other Expense	\$24,473	\$11,353	\$13,120	\$102,422	\$92,481	\$9,941
<b>NOI</b>	<b>\$26,279</b>	<b>\$9,487</b>	<b>\$16,792</b>	<b>\$74,175</b>	<b>\$41,232</b>	<b>\$32,943</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$31,250	\$31,250	\$0
Interest Expense Debt		\$0	\$0	\$5,303	\$0	\$5,303
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$0	\$0	\$0	\$230,295	\$0	\$230,295
<b>Net Cash From Ops</b>	<b>\$32,529</b>	<b>\$15,737</b>	<b>\$16,792</b>	<b>\$119,567</b>	<b>\$72,482</b>	<b>\$192,049</b>
Rounds	1,501	1,442	59	9,065	9,018	47
Average GF/CF	\$15	\$16	\$1	\$16	\$17	\$1

**Overview:**

November 2017 revenues for Wild Wings Golf Course fell short of budget forecasts by \$2,256 and were \$1,107 ahead of the prior year. Rounds of golf for the month were 59 rounds ahead of projections and 130 rounds ahead of the prior year. Green fee/cart revenues exceeded projections by \$396. Merchandise sales were \$310 below budget. Food and Beverage sales were \$2,341 behind budget. The NOI for the month was \$16,792 behind budget and was \$11,857 behind prior year, which was primarily due to an adjustment to utilities/electric that was taken in November. Payroll for the month was \$2,296 over budget due to overtime in Course & Grounds and in general due to the minimum wage increase. Operating Expenses for the month were \$13,120 over budget, again due to utilities/electric billing and due to course and grounds expenses taken in November for products necessary for maintaining the course under Indian Summer weather conditions.

- **Converted rounds:** 690 of the 1,500 rounds recorded for November were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,190 rounds for November. Total converted rounds for the fiscal year are 13,365.



### **Key Operational Highlights:**

- There were no golfing events scheduled during the month.

### **Course & Grounds:**

#### **The following tasks were completed during November:**

- Reseeded divots on tees.
- Cut and removed tree branches around lake behind hole #9 blocking residents view..
- Cut tall bushes around lake on hole #4 for residents.
- Cut vacant property behind hole #4.
- Cut tree branches and removed them and cleaned area behind and left of lake on #6.
- Put new sand in greenside bunkers on hole #4 and #7.
- Replaced starter motor on Yamaha gas utility vehicle.
- Installed three new reels, bearings and seals on triplex greens mower.
- Pruned palm trees, sycamores and oak trees in parking lot landscape areas.
- Sprayed unwanted vegetation in clubhouse landscaped areas.

### **Personnel**

- No changes were made to golf course personnel during the month of November.

### **General**

- Continue to improve golf cart fleet maintenance.

### **Key Actions to Drive Performance:**

- The weather was mild during the month of November, with temperatures ranging from 41°F in the morning to 68°F as a high in the afternoon. There were 7 days of rain during the month.
- Loss of tenant in Restaurant reduced revenue from loss of rent that was budgeted.
- Re-arranged Golf Shop merchandise displays.
- Called tournament groups from past events to obtain bookings for 2017.
  - Booked 2 more events into the new 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 two KemperSports - Center of Excellence Webinars during the month.

### **Weather for the month:**

- The weather was mild during the month of November, with temperatures ranging from 41°F in the morning to 68°F as a high in the afternoon. There were 7 days of rain during the month.



Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
November2017	82.4	9.3	9.7	8.9	7.5	9.4	34
November2016	81.6	9.3	9.6	9.0	7.0	9.4	38

Please call me if you have any questions.

Sincerely,

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