



January 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 December 2017 at Wild Wings Golf Club:

December 2017	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$30,047	\$21,848	\$8,199	\$222,201	\$222,416	\$215
F&B COGS	\$1,536	\$795	\$741	\$9,607	\$9,791	\$184
Merch. COGS	\$1,126	\$1,826	\$700	\$10,011	\$11,202	\$1,191
<b>Total Cost of Sales</b>	<b>\$2,662</b>	<b>\$2,621</b>	<b>\$41</b>	<b>\$19,618</b>	<b>\$20,993</b>	<b>\$1,375</b>
<b>Gross Margin</b>	<b>\$27,385</b>	<b>\$19,227</b>	<b>\$8,158</b>	<b>\$202,583</b>	<b>\$201,423</b>	<b>\$1,160</b>
Payroll Expense	\$25,220	\$25,948	\$728	\$172,171	\$156,896	\$15,275
Other Expense	\$13,992	\$12,077	\$1,915	\$116,515	\$104,558	\$11,957
<b>NOI</b>	<b>\$11,827</b>	<b>\$18,798</b>	<b>\$6,971</b>	<b>\$86,103</b>	<b>\$60,031</b>	<b>\$26,072</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$37,500	\$37,500	\$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>\$18,077</b>	<b>\$25,048</b>	<b>\$6,971</b>	<b>\$101,389</b>	<b>\$97,531</b>	<b>\$198,920</b>
Rounds	1,569	960	609	10,634	9,978	656
Average GF/CF	\$16	\$16	\$0	\$16	\$17	\$1

**Overview:**

The total revenues for December 2017 for Wild Wings Golf Course exceeded the budget forecasts by \$8,199 and were \$12,043 ahead of the prior year. Rounds of golf for the month were 609 rounds ahead of projections and 659 rounds ahead of the prior year. Green fee/cart revenues exceeded projections by \$8,944, merchandise sales were short of budget by \$378 and Food and Beverage sales were \$367 short of budget. Payroll for the month was \$728 under budget, while Operating Expenses came in \$1,915 over budget, due to fertilizer and fungicide purchases, needed for late applications because of extended good weather. The NOI for the month gained \$6,971 to budget projections.

- **Converted rounds:** 787 of the 1,574 rounds recorded for December were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,347 rounds for December. Total converted rounds for the fiscal year are 15,712.



### **Key Operational Highlights:**

- There was one event scheduled during the month with 47 players.
- Received award from Daily Democrat newspaper, of Best Golf Course in Yolo County for 2017.

### **Course & Grounds:**

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

- Reseeded divots on tees.
- Fertilized putting greens
- Sprayed greens for disease.
- Repaired four broken irrigation pipes, holes #4, #8 & #7.
- Repaired leaking fairway sprinklers by installing new solenoid plungers.  
(Holes #1 green, #3fairway, #5 fairway, #8 fairway, & #4green.)
- Replaced worn head gasket on triplex greens mower.
- Replaced electronic choke on Toro Walkman utility vehicle.
- Replaced hydraulic filters and oil on triplex greens mower and triplex tee mower.

### **Personnel**

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

### **General**

- Continue to improve golf cart fleet maintenance.

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

- The weather was mild during the month of December, with temperatures ranging from 28°F in the morning to 64°F as a high in the afternoon. There was 1 day of rain during the month.
- Loss of tenant in Restaurant reduced revenue from 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 1 KemperSports Center of Excellence Webinar during the month and one EZLinks POS Webinar during the month.
- Monthly Sales calls conducted along with Nadia Chapman and Randy Thomas to discuss revenue strategies and share best practices.



**Weather for the month:**

- The weather was mild during the month of December, with temperatures ranging from 28°F in the morning to 64°F as a high in the afternoon. There was 1 day of rain during the month.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
December2017	72.0	9.2	9.6	8.3	6.5	9.0	25
December2016	72.4	9.2	9.6	8.6	9.0	9.4	29

Please call me if you have any questions.

Sincerely,

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