



February 15, 2018

Beth Gabor  
 County of Yolo  
 Woodland, CA 95695

Dear Beth,

The following is the financial summary and key highlights for the month of January 2018 at Wild Wings Golf Club:

January 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$25,376	\$14,918	\$10,458	\$247,577	\$237,334	\$10,243
F&B COGS	\$1,073	\$433	\$640	\$10,680	\$10,223	\$457
Merch. COGS	\$1,263	\$486	\$777	\$11,641	\$11,688	\$47
<b>Total Cost of Sales</b>	<b>\$2,336</b>	<b>\$919</b>	<b>\$1,417</b>	<b>\$22,321</b>	<b>\$21,911</b>	<b>\$410</b>
<b>Gross Margin</b>	<b>\$23,040</b>	<b>\$13,999</b>	<b>\$9,041</b>	<b>\$225,256</b>	<b>\$215,423</b>	<b>\$9,833</b>
Payroll Expense	\$29,807	\$27,151	\$2,656	\$201,978	\$184,046	\$17,932
Other Expense	\$11,193	\$10,298	\$895	\$127,869	\$114,856	\$13,013
<b>NOI</b>	<b>\$17,960</b>	<b>\$23,450</b>	<b>\$5,490</b>	<b>\$104,591</b>	<b>\$83,479</b>	<b>\$21,112</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$43,750	\$43,750	\$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>\$24,210</b>	<b>\$29,700</b>	<b>\$5,490</b>	<b>\$76,651</b>	<b>\$127,229</b>	<b>\$203,880</b>
Rounds	1,281	598	683	11,915	10,577	1,338
Average GF/CF	\$16	\$20	\$4	\$16	\$17	\$1

**Overview:**

January revenues for Wild Wings Golf Course exceeded budget forecasts by \$10,458 and were \$13,069 ahead of the prior year. Rounds of golf for the month were 683 rounds ahead of projections and 723 rounds ahead of the prior year. Green fee/Cart fee revenues exceeded projections by \$8,633. Merchandise sales were \$1,058 ahead of budget. Food and Beverage sales were \$681 ahead of budget. Payroll for the month was \$2,656 over budget, while Operating Expenses came in \$895 over budget due primarily to the good weather and subsequent added costs of doing business during a time which is typically impacted by rain. As a result, the NOI for the month gained \$5,488 to budget projections.

**Converted rounds:** 600 of the 1,280 rounds recorded for January were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 1,880 rounds for January. Total converted rounds for the fiscal year are 17,592.



### **Key Operational Highlights:**

- There was one event scheduled during the month with 16 players.
- Received an award from the Daily Democrat Newspaper of “Best Golf Course in Yolo County for 2017”.

### **Course & Grounds:**

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

- Re-seeded divots on tees.
- Fertilized putting greens
- Blew parking lot with leaf blower and picked up any fallen debris.
- Installed new sand in all greenside bunkers.
- Installed new sand in 2 fairway bunkers on hole #6.
- Verti-cut putting greens (one way lightly).
- Ran fire hoses from hydrant to wet well at pump station to water greens and tees.
- Repaired broken pipes on holes #1, #2, #4, #6 and #9.
- Repaired steering wheel chain drive on sand machine.
- Mowed fairways with tall poa annua grass.
- Re-seeded bare areas in large Clubhouse lawn.

### **Personnel**

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

### **General**

- Continue to improve golf cart fleet maintenance.
- Need new seats for carts (bottoms).

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

- The weather was mild during the month of January, with temperatures ranging from 33°F in the morning to 66°F in the afternoons. There were 9 days with measurable 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 Kemper Center of Excellence Webinar during the month and one EZLinks POS Webinar during the month.



**Weather for the month:**

- The weather was mild during the month of January with temperatures ranging from 33°F in the morning to 66°F in the afternoon. There were 9 days that saw rain during the month.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
January2017	77.8	9.2	9.7	8.5	7.3	9.4	27
January2016	52.9	8.6	9.2	7.7	8.6	8.9	17

Please call me if you have any questions.

Sincerely,

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