



May 17, 2018
 Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

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

April 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$38,350	\$47,002	\$8,652	\$349,800	\$326,837	\$22,963
F&B COGS	\$1,903	\$2,059	\$156	\$14,984	\$14,488	\$496
Merch. COGS	\$1,896	\$1,840	\$56	\$18,682	\$15,500	\$3,182
Total Cost of Sales	\$3,799	\$3,899	\$100	\$33,666	\$29,988	\$3,678
Gross Margin	\$34,551	\$43,103	\$8,552	\$316,134	\$296,849	\$19,285
Payroll Expense	\$29,110	\$26,237	\$2,873	\$285,453	\$262,538	\$22,915
Other Expense	\$14,556	\$23,550	\$8,994	\$169,658	\$177,243	\$7,585
NOI	\$9,115	\$6,684	\$2,431	\$138,977	\$142,932	\$3,955
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$62,500	\$62,500	\$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
Net Cash From Ops	\$15,365	\$12,934	\$2,431	\$23,515	\$205,432	\$228,947
Rounds	1,990	2,979	989	16,998	17,696	698
Average GF/CF	\$16	\$13	\$3	\$16	\$14	\$2

Overview:

April 2018 revenues for Wild Wings Golf Course were \$8,662 below budget and were \$2,464 short of the prior year. Rounds of golf for the month were 989 rounds short of projections and 254 rounds ahead of the prior year. Green fee/cart fee revenues fell short of projections by \$6,397 due to missed rounds projections. Merchandise sales were short of budget by \$486, while Food and Beverage sales were \$1,768 short of budget. The NOI for the month lost \$2,431 to budget projections. Payroll for the month was \$2,873 over budget, while Operating Expenses came in \$8,994 under budget. Payroll was over budget due to extra man-hours needed to irrigate the golf course and operate alternative pumping facilities due to the downed water plant operations. (See payroll breakdown on monthly financials)

Converted rounds: 1,006 of the 1,825 rounds recorded for April were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,831 rounds for April. Total converted rounds for the fiscal year are 24,950.



Key Operational Highlights:

- There were six events scheduled during the month - Two SIR's event with a total of 80 players, two Men's Club event with 16 players, a GCSA tournament with 20 players and a DOJ tournament with 12 players

Course & Grounds:

- Re-seeded divots on tees.
- Sprayed weeds in parking lot.
- Cleaned around Kirby fairway yardage markers.
- Replaced burned out communication unit in irrigation satellite.
- Removed tree stakes from large self-standing trees.
- Placed new trash bucket on #9 tee.
- Replaced tire on rough mower.
- Installed new electric coils on triplex greensmower.
- Sharpened rotary blades on rough mower.
- Put Sonar in lakes to control cattails.
- Fixed broken irrigation pipes on holes #1,4 & 5.
- Replaced worn solenoid plungers in leaking Rainbird fairway sprinklers on holes #6 & #7.
- Replaced flags on large putting greens and practice green.

Personnel

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

General

- Continue to improve golf cart fleet maintenance.
- Seats have arrived and 20 have been replaced. The remaining 10 carts will be completed as they are re-covered.

Key Actions to Drive Performance:

- Re-arranged Golf Shop merchandise displays.
- Called tournament groups from past events to obtain bookings for 2018-19.

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.
- Beginning to search for Food Truck(s) to service golfers and residents.



KemperSports - National and Regional Support Activities

- Participated in 1 Kemper Center of Excellence Webinar during the month

Weather for the month:

- The weather was mild during the month of April with temperatures ranging from 30°F in the mornings to 86°F as a high in the afternoons. There were 8 days that saw rain during the month, with 3 of those days having no revenue.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
April2018	70.3	8.9	9.2	8.4	9.3	9.1	37
April2017	83.7	9.2	9.3	9.0	7.8	9.4	49

Please call me if you have any questions.

Sincerely,

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