



June 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 May 2018 at Wild Wings Golf Club:

May 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$42,306	\$50,757	\$8,451	\$392,106	\$377,593	\$14,513
F&B COGS	\$1,453	\$2,162	\$709	\$16,437	\$16,651	\$214
Merch. COGS	\$3,128	\$2,620	\$508	\$21,810	\$18,120	\$3,690
Total Cost of Sales	\$4,581	\$4,782	\$201	\$38,247	\$34,771	\$3,476
Gross Margin	\$37,725	\$45,975	\$8,250	\$353,859	\$342,822	\$11,037
Payroll Expense	\$29,760	\$27,453	\$2,307	\$315,213	\$289,991	\$25,222
Other Expense	\$19,079	\$19,281	\$202	\$188,737	\$196,524	\$7,787
NOI	\$11,114	\$759	\$10,355	\$150,091	\$143,693	\$6,398
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$68,750	\$68,750	\$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
Net Cash From Ops	\$17,364	\$7,009	\$10,355	\$6,151	\$212,443	\$218,594
Rounds	2,057	2,718	661	19,055	20,414	1,359
Average GF/CF	\$17	\$15	\$2	\$16	\$14	\$2

Overview:

May 2018 revenues for Wild Wings Golf Course fell short of budget forecasts by \$8,451, but were \$2,540 ahead of the prior year. Rounds of golf for the month were 661 rounds short of projections and 54 rounds short of the prior year. Green fee/cart revenues fell short of projections by \$6,428, due to missed rounds projections. Merchandise sales were short of budget by \$493, while Food & Beverage sales were \$1,562 short of budget. Payroll for the month was \$2,307 over budget, due to minimum wage adjustments and extra hours in carts to install new upholstered seats and Operating Expenses came in \$202 under budget. As a result, the NOI for the month lost \$10,355 to budget projections.

Converted rounds: 1,105 of the 1,838 rounds recorded for May were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,943 rounds for May. Total converted rounds for the fiscal year are 27,893.



Key Operational Highlights:

- There were five events scheduled during the month - 2 SIR's event with a total of 60 players, a Memorial Scholarship Tournament with 50 players, a church sponsored event and an annual event sponsored by True Value Hardware (68 players).

Course & Grounds:

The following tasks were completed during May:

- Re-seeded divots on tees.
- Weed-eated around tree trunks to remove grass from tree wells.
- Fertilized putting greens.
- Fertilized fairways.
- Sprayed putting greens to kill caterpillars.
- Cut and removed dead trees on hole #6.
- Edged bunkers and removed Bermuda runners.
- Repaired broken lateral irrigation pipes on holes#2, #3, #5 and #8.
- Replaced solenoid plungers in leaking fairway sprinklers.
- Repaired two flat tires on Rental carts.

Personnel

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

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.
- Promoting Player Development Month during June with free lessons, family golf events and Adult-Junior events.

Key Actions to Drive Performance:

- Re-arranged Golf Shop merchandise displays.
- Called tournament groups from past events to obtain bookings for 2018-19
 - Contacted Senior "No Name Golf Club", and booked them for an 18 hole event July 26th for 50 players.

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
- Looking at Food Truck(s) to service golfers and residents



KemperSports - National and Regional Support Activities

- Participated in 1 KemperSports, Center of Excellence Webinar during the month.
- Attended 3-day KemperSports, Western Regional Conference. It was a great experience and provided a lot of fresh ideas

Weather for the month:

- The weather was mild during the month of May, with temperatures ranging from 48°F in the morning to 98°F as a high in the afternoon. There was no rain recorded in May.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
May2018	75.0	9.2	9.3	8.8	8.0	9.3	44
May2017	91.4	9.5	9.6	9.3	8.7	9.7	70

Please call me if you have any questions.

Sincerely,

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