



July 19, 2018

Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

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

April 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$38,409	\$53,026	\$14,617	\$430,515	\$430,619	\$104
F&B COGS	\$2,033	\$2,260	\$227	\$18,470	\$18,911	\$441
Merch. COGS	\$2,547	\$2,499	\$48	\$24,513	\$20,619	\$3,894
Total Cost of Sales	\$4,580	\$4,759	\$179	\$42,983	\$39,530	\$3,453
Gross Margin	\$33,829	\$48,267	\$14,438	\$387,532	\$391,089	\$3,557
Payroll Expense	\$28,199	\$26,957	\$1,242	\$343,412	\$316,948	\$26,464
Other Expense	\$11,883	\$19,339	\$7,456	\$200,621	\$215,863	\$15,242
NOI	\$6,253	\$1,971	\$8,224	\$156,501	\$141,722	\$14,779
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$75,000	\$75,000	\$0
Interest Expense Debt	\$7,533	\$0	\$7,533	\$12,835	\$0	\$12,835
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$0	\$0	\$0	\$230,295	\$0	\$230,295
Net Cash From Ops	\$20,036	\$4,279	\$15,757	\$14,041	\$216,722	\$202,681
Rounds	1,810	2,949	1,139	20,865	23,363	2,498
Average GF/CF	\$16	\$15	\$1	\$16	\$14	\$2

Overview:

June 2018 revenues for Wild Wings Golf Course were \$14,617 short of budget and were \$2,164 short of the prior year. Rounds of golf for the month were 1,139 rounds short of projections and 23 rounds ahead of the prior year. There was a typographical error in the budget and the rounds figure for June should have been 1949. The total green fee & cart revenues for the month were \$13,036 behind plan, which was due to missed rounds projections. Merchandise sales for the month were \$71 ahead of budget, while Food and Beverage were \$2,267 below budget. Payroll for the month was \$1,242 over budget, due to minimum wage adjustments miscalculations within the budget, while operating expenses came in \$7,456 under budget. As a result, the NOI for the month lost \$8,224 to budget projections.

Converted rounds: 933 of the 1,810 rounds recorded for June were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,546 rounds for June. Total converted rounds for the fiscal year are 30,439.

Key Operational Highlights:

- There were four events scheduled during the month. One Men's Club NCGA Qualifying event, the annual Wild Wings Benefit Tournament, and 2 outside events (Woodland Senior Softball Assoc. and Sacramento Weekend Drivers Club).
- Weather during the month of June was hot, with 17 days above 90°F and 3 days over 100°F. Loss of tenant in Restaurant continues to affect revenue compared to what was budgeted.
- Sales of Annual Passes increased during June, with 1 new pass being sold.

Course & Grounds:**The following tasks were completed during June:**

- Re-seeded divots on tees.
- Sprayed fungicide on black algae in greens.
- Spiked dry spots on greens for water penetration
- Replaced broken sand trap rakes.
- Repaired broken ball washer on hole #8.
- Had Pump Company pull turbine pump and order new check valve.
- Repaired 4 Rain Bird irrigation sprinklers in fairways and replaced 3 sprinklers in native area.

Personnel

- First Assistant, Scott Cunningham left Wild Wings this past month, and we are looking for a replacement(s). Rick Humphrey also resigned due to illness. Randy is restructuring the workforce to replace these personnel, but it may take some time. So far, Russ Leverenz, Lloyd Brown, and Kevin Lewis have joined the staff and are undergoing training.

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 have arrive.
- 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 Kemper Center of Excellence Webinar during the month, and one Safety Seminar

Weather for the month:

- Weather during the month of June was hot, with 17 days above 90°F and 3 days over 100°F.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
June2018	76.7	9.3	9.6	8.9	9.7	9.4	43
June2017	86.1	9.5	9.6	9.4	9.0	9.6	36

Please call me if you have any questions.

Sincerely,

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