



August 14, 2018  
 Beth Gabor  
 County of Yolo  
 Woodland, CA 95695

Dear Beth,

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

July 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$39,206	\$41,503	\$2,297	\$39,206	\$41,503	\$2,297
F&B COGS	\$1,311	\$1,934	\$623	\$1,311	\$1,934	\$623
Merch. COGS	\$1,574	\$2,295	\$721	\$1,574	\$2,295	\$721
<b>Total Cost of Sales</b>	<b>\$2,885</b>	<b>\$4,229</b>	<b>\$1,344</b>	<b>\$2,885</b>	<b>\$4,229</b>	<b>\$1,344</b>
<b>Gross Margin</b>	<b>\$36,321</b>	<b>\$37,274</b>	<b>\$953</b>	<b>\$36,321</b>	<b>\$37,274</b>	<b>\$953</b>
Payroll Expense	\$28,080	\$28,725	\$645	\$28,080	\$28,725	\$645
Other Expense	\$19,309	\$26,177	\$6,868	\$19,309	\$26,177	\$6,868
<b>NOI</b>	<b>\$11,068</b>	<b>\$17,628</b>	<b>\$6,560</b>	<b>\$11,068</b>	<b>\$17,628</b>	<b>\$6,560</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$6,250	\$6,250	\$0
Interest Expense Debt	\$0	\$0	\$0	\$0	\$0	\$0
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$0	\$0	\$0	\$0	\$0	\$0
<b>Net Cash From Ops</b>	<b>\$17,318</b>	<b>\$23,878</b>	<b>\$6,560</b>	<b>\$17,318</b>	<b>\$23,878</b>	<b>\$6,560</b>
Rounds	1,686	1,799	113	20,865	23,363	2,498
Average GF/CF	\$18	\$18	\$0	\$18	\$18	\$0

**Overview:**

July 2018 revenues for Wild Wings Golf Course fell short of budget forecasts by \$2,297 and were \$14,757 short of the prior year. Rounds of golf for the month were 113 rounds short of projections and 265 rounds short of the prior year. Green fee/cart revenues fell short of projections by \$1,093, merchandise sales were short of budget by \$197, while Food and Beverage sales fell short of budget by \$347. Payroll was \$645 better than budget for the month, while operating expenses came in \$6,868 under budget. As a result the NOI for the month gained \$6,550 to budget projections, which is a great start to the new fiscal year.

- **Converted rounds:** 947 of the 1,686 rounds recorded for July were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,633 rounds for July. Total converted rounds for the fiscal year are 2,633.

**Key Operational Highlights:**

- There were six events scheduled during the month.
  - Two Men's Club events (an NCGA Qualifying event, and a Men's Club Flag Tourney, 3 outside events (Solano Stix Golf Club, a Sir's Branch 117 event, and the No Name Golf Club event). The Annual Snow Family Invitational rounded out the months events with a 24 player event.
- Weather during the month of July was hot, with 29 days above 90°F and 3 days over 100°F. Forest fires created harsh playing conditions due to poor air quality. Between the heat and smoky/hazy conditions it was not a great month for outdoor activities.
- Sales of Annual Passes increased during July, with 1 new pass being sold.

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

- Reseeded divots on tees
- Repaired broken pipes on holes #1, #5 and #8.
- Replaced worn solenoid plungers in six Rainbird fairway sprinklers
- Replaced broken solenoid in fairway sprinkler on hole #3.
- Sprayed greens for caterpillars.
- Sharpened rough mower cutter blades.
- Replaced worn O-ring in hydraulic bank on fairway mower
- Replaced bad tire on rough mower.
- Replaced broken ball washer on #8 tee.

**Personnel**

- No personnel changes were made during the month of July.

**General**

- Continue to improve golf cart fleet maintenance.
- 27 of 30 carts have had seats replaced, and the 3 remaining carts are being repaired.
- Promoted Player Development Month during July, with free lessons, family golf events, and Adult-Junior events.
- Next CSA Golf Sub-Committee meeting is scheduled for October 3<sup>rd</sup>, 2018

**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 on July 26<sup>th</sup> 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**

- Randy participated in 1 KemperSports - Center of Excellence Webinar during the month and one EZLinks Seminar
- Hosted monthly sales call along with Nadia Chapman and Randy Thomas to drive revenues and share best practices from other KemperSports facilities

**Weather for the month:**

- Weather during the month of July was hot, with 29 days above 90°F and 3 days over 100°F.

**True Review Survey Results**

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
July2018	75.0	9.1	9.4	8.7	8.3	9.3	36
July2017	90.0	9.4	9.5	9.1	8.3	9.6	50

Please call me if you have any questions.

Sincerely,

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