



November 13, 2018

Beth Gabor  
 County of Yolo  
 Woodland, CA 95695

Dear Beth,

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

October 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$30,946	\$34,619	\$3,673	\$143,594	\$161,716	\$18,122
F&B COGS	\$1,948	\$1,561	\$387	\$5,020	\$7,808	\$2,788
Merch. COGS	\$647	\$1,444	\$797	\$5,702	\$7,816	\$2,114
<b>Total Cost of Sales</b>	<b>\$2,595</b>	<b>\$3,005</b>	<b>\$410</b>	<b>\$10,722</b>	<b>\$15,624</b>	<b>\$4,902</b>
<b>Gross Margin</b>	<b>\$28,351</b>	<b>\$31,614</b>	<b>\$3,263</b>	<b>\$132,872</b>	<b>\$146,092</b>	<b>\$13,220</b>
Payroll Expense	\$27,106	\$28,715	\$1,609	\$116,558	\$113,972	\$2,586
Other Expense	\$21,000	\$17,502	\$3,498	\$89,570	\$85,943	\$3,627
<b>NOI</b>	<b>\$19,755</b>	<b>\$14,603</b>	<b>\$5,152</b>	<b>\$73,256</b>	<b>\$53,823</b>	<b>\$19,433</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$25,000	\$25,000	\$0
Interest Expense Debt	\$0	\$0	\$0	\$1,288	\$11,980	\$10,692
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$24,151	\$0	\$24,151	\$286,451	\$250,000	\$36,451
<b>Net Cash From Ops</b>	<b>\$1,854</b>	<b>\$20,853</b>	<b>\$18,999</b>	<b>\$186,907</b>	<b>\$159,197</b>	<b>\$27,710</b>
Rounds	1,574	1,689	115	6,874	7,483	609
Average GF/CF	\$16	\$17	\$1	\$17	\$17	\$0

**Overview:**

- October 2018 revenues missed budget forecasts by \$3,673, and were \$1,620 short of the prior year. Rounds for the month were 115 rounds short of projections and 90 rounds short of the prior year. Green fee/cart revenue were \$3,730 behind budget, while Pro Shop sales beat budget projections by \$470. Food and Beverage sales were \$413 below budget projections. Payroll for the month was \$1,609 under budget, while Operating Expenses were \$3,498 over budget.
- Converted rounds:** 902 of the 1,574 rounds recorded for October were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,476 rounds for October. Total converted rounds for the fiscal year are 10,808.

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**Key Operational Highlights:**

- There three events were scheduled during the month. The Men's Club sponsored a 4-man Scramble on October 20<sup>th</sup>, but only had 2 entries. Holy Rosary Parish held their annual fundraiser of the 19<sup>th</sup> and had a full field 72 player event. The Andy Anderson Group played on the 25<sup>th</sup> of October with a total of 31 players.

**Course & Grounds:****The following tasks were completed during the month**

- Reseeded divots on tees.
- Repaired broken pipe in collar #2 green, #8 tee, #9 green and #1 collar.
- Aerated and sanded all putting greens.
- Mowed and trimmed outside property next to Highway 16.
- Used greens roller to level greens after aeration.
- Fertilized putting greens.
- Installed new Yardney filtration system for irrigation pumps.
- Replaced plunger solenoid valve on Rainbird sprinklers on holes #3 and #6.

**Personnel**

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

**General**

- Continue to improve golf cart fleet maintenance.
- Carts are in good condition and continue to provide excellent service.
- Next CSA Golf Sub-Committee meeting is scheduled for December 5, 2018

**Key Actions to Drive Performance:**

- New fees were put in place on August 9<sup>th</sup>, and we anticipate an increase in revenues, once playing conditions and air quality improves.
- 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 October 25<sup>th</sup> with 50 players, and also scheduled them for an event, November 8<sup>th</sup>, 2018.

**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 Seminar.

**Weather for the month:**

- The weather in October was exceptional for the majority of the month. Temperatures ranged from the high 70's to mid 80's and it was clear almost the entire month. Winds were a factor in the later part of the month and the greens were aerated on October 1<sup>st</sup>, which kept golfers away for the first half of the month and impacted total play.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
October2018	90.2	9.4	9.7	8.8	7.0	9.8	41
October2017	80.0	9.1	9.5	8.4	8.0	9.4	40

Please call me if you have any questions.

Sincerely,

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