



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 November 2018 at Wild Wings Golf Club:

November 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$22,541	\$29,260	\$6,719	\$166,135	\$190,976	\$24,841
F&B COGS	\$567	\$1,254	\$687	\$5,587	\$9,062	\$3,475
Merch. COGS	\$2,359	\$1,310	\$1,049	\$8,060	\$9,127	\$1,067
Total Cost of Sales	\$2,926	\$2,564	\$362	\$13,647	\$18,189	\$4,542
Gross Margin	\$19,615	\$26,696	\$7,081	\$152,488	\$172,787	\$20,299
Payroll Expense	\$27,626	\$27,659	\$33	\$144,184	\$141,631	\$2,553
Other Expense	\$15,515	\$15,672	\$157	\$105,085	\$101,615	\$3,470
NOI	\$23,526	\$16,635	\$6,891	\$96,781	\$70,459	\$26,322
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$31,250	\$31,250	\$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	\$44,023	\$0	\$44,023	\$330,474	\$250,000	\$80,474
Net Cash From Ops	\$14,247	\$22,885	\$37,132	\$201,155	\$136,311	\$64,844
Rounds	1,103	1,420	317	7,977	8,913	936
Average GF/CF	\$17	\$17	\$0	\$17	\$17	\$0

Overview:

November 2018 was a challenging month due to the smoke from the local wildfires as well as the rain towards the end of the month. As a result, the total revenues missed the budget forecasts by \$6,719 and were \$5,441 short of the prior year. Rounds for the month were 317 rounds short of budget projections and were 388 rounds short of the prior year. Green fee/cart revenue were also short of budget projections by \$5,628, while Pro Shop sales were off by \$135. Food and Beverage sales were \$798 below plan and \$408 behind prior year. Payroll for the month was under budget by \$33, while Operating Expenses came in \$157 under budget. The EBITDA for the month was \$7k behind plan and \$3k better than prior year.

- **Converted rounds:** 902 of the 1,574 rounds recorded for November were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,476 rounds for November. Total converted rounds for the fiscal year are 10,808.

Key Operational Highlights:

- Financial performance was weak due to smoke from the wildfires with low visibility, poor air quality, and 12 days above 180.
- November also delivered significant rain towards the end of the month, which affected 6 additional days.
- There were two events scheduled during the month.
 - The Men's Club sponsored Tournament of Champions was held on November 10th,
 - The Andy Anderson Group played on the 8th of November and had 51 players.
- The 9 hole golf course (Woodland Meadows) on the East side of town permanently closed and Wild Wings inherited a group of 30-40 players who plan to make Wild Wings their new home course with play every Tuesday between 9:00am and 10:00am. This should help to add some unexpected revenue to the bottom line.

Course & Grounds:

The following tasks were completed during November:

- Reseeded divots on greens.
- Replaced swing joint on greens irrigation sprinkler hole #2.
- Repaired broken pipes on holes #4, #6 & #8.
- Replaced 4 worn plungers on fairway irrigation sprinklers.
- Sprayed greens to eradicate disease.
- Fertilized putting greens.
- Placed walnut shells in front of cement.
- Removed and picked up fallen leaves on course.
- Fixed flat tires on Yamaha golf carts.
- Placed ropes and signs in areas where carts are prohibited.

Personnel

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

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 February 6th, 2018

Key Actions to Drive Performance:

- Continue to call 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 November 25th with 50 players, and also scheduled them for an event, November 8th, 2018
- 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 a Kemper Center of Excellence Webinar during the month
- Conducted monthly sales call along with Nadia and Randy to share best practices and drive revenues

Weather for the month:

- The weather in November was very poor. The wind consistently blew and Wild Wings experienced temperatures from a low of 32°F to high of 74°F.
- Smoke from the Camp fire blew into the Valley and delivered air quality numbers above 180 and peaked at over 300. This went on for 12 days and provided a very unhealthy environment for any outdoor activity.
- Rain arrived toward the end of the month, which cleared the air, but it also impacted play for an additional 6 days.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
November2018	85.7	9.5	9.8	9.2	9.5	9.6	21
November2017	82.4	9.3	9.7	8.9	7.5	9.4	34

Please call me if you have any questions.

Sincerely,

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