



January 19, 2019

Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

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

December 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$20,907	\$30,052	\$9,145	\$187,042	\$221,028	\$33,986
F&B COGS	\$965	\$1,284	\$319	\$6,552	\$10,347	\$3,795
Merch. COGS	\$1,283	\$1,788	\$505	\$9,343	\$10,915	\$1,572
Total Cost of Sales	\$2,248	\$3,072	\$824	\$15,895	\$21,262	\$5,367
Gross Margin	\$18,659	\$26,980	\$8,321	\$171,147	\$199,766	\$28,619
Payroll Expense	\$25,515	\$27,892	\$2,377	\$169,699	\$169,523	\$176
Other Expense	\$14,614	\$14,537	\$77	\$119,699	\$116,152	\$3,547
NOI	\$21,470	\$15,449	\$6,021	\$118,251	\$85,909	\$32,342
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$37,500	\$37,500	\$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	\$17,295	\$0	\$17,295	\$347,769	\$250,000	\$97,769
Net Cash From Ops	\$10,425	\$21,699	\$11,274	\$190,730	\$114,611	\$76,119
Rounds	1,086	1,464	378	9,063	10,377	1,314
Average GF/CF	\$16	\$17	\$1	\$17	\$17	\$0

Overview:

- December 2018 was a challenging month for Wild Wings with poor weather throughout the month in the form of both rain and frost. Total revenues for the month were \$9,145 below plan and were \$9,140 behind prior year. Rounds for the month were 378 rounds below budget projections and 483 rounds short of the prior year. Total green fee and cart fee revenues were \$7,175 below budget projections and \$7,471 behind prior year. Pro Shop sales for the month were \$942 behind plan and Food and Beverage sales were \$1,003 short of budget projections. Payroll for the month was \$2,377 better than budget, while Operating Expenses were essentially flat to plan. The NOI for the month was \$6k behind plan and \$9k behind prior year. Year to date the NOI is \$32k behind plan and is \$31k behind prior year YTD.
- Converted rounds:** 691 of the 1,085 rounds recorded for December were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 1,776 rounds for December. Total converted rounds for the fiscal year are 12,584.

Key Operational Highlights:

- Overall financial performance has been a challenge this fall and winter due to the fires and weather.
- Focusing on events and daily play
- There were no events scheduled during the month
- The 9 hole golf course (Woodland Meadows) on the East side of town shut down this month and Wild Wings inherited a group of some 30-40 players, that will make Wild Wings their home course and play every Tuesday between 9:00am and 10:00am. This should add some unanticipated revenue to the bottom line.

Course & Grounds:

The following tasks were completed during December:

- Reseeded divots on tees and ball marks on greens.
- Refreshed walnut shells in landscaped areas around parking lot.
- Reset sunken putting green cups.
- Placed tee blocks in forward positions for winter play.
- Repaired broken pipes on holes #5, #8 and #9.
- Pumped standing water from sand traps.
- Placed tee markers at driving cage stalls.
- Repaired seal to oil dipstick on triplex green's mower.
- Sharpened walking green's mowers for rainy weather use.
- Replaced front knuckles on 3 Yamaha golf carts.

Personnel

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

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:

- New fees were put in place starting on August 9th, and we are anticipating an increase in revenues, once playing conditions improve
- Re-arranged Golf Shop merchandise displays
- Called tournament groups from past events to obtain bookings for 2018-19

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



KemperSports - National and Regional Support Activities

- Participated in a Kemper Center of Excellence Webinar during the month.

Weather for the month:

- The weather in December was very challenging. The wind blew and temperatures ranged from a low of 32°F to high of 64°F.
- There were 17 days where the wind blew in excess of 10 mph, and of those days, 7 days saw wind between 15 and 20 mph.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
December2018	68.2	9.0	9.4	8.4	8.0	9.2	22
December2017	72.0	9.0	9.6	8.3	6.5	9.0	25

Please call me if you have any questions.

Sincerely,

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