



February 14, 2019

Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

The following is the financial summary and key highlights for the month of January 2019 at Wild Wings Golf Club:

January 2019	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$17,552	\$24,796	\$7,244	\$204,600	\$245,824	\$41,224
F&B COGS	\$446	\$1,066	\$620	\$7,072	\$11,412	\$4,340
Merch. COGS	\$714	\$1,129	\$415	\$10,058	\$12,044	\$1,986
Total Cost of Sales	\$1,160	\$2,195	\$1,035	\$17,130	\$23,456	\$6,326
Gross Margin	\$16,392	\$22,601	\$6,209	\$187,470	\$222,368	\$34,898
Payroll Expense	\$26,260	\$29,559	\$3,299	\$195,959	\$199,082	\$3,123
Other Expense	\$16,212	\$13,242	\$2,970	\$135,935	\$129,394	\$6,541
NOI	\$26,080	\$20,200	\$5,880	\$144,424	\$106,108	\$38,316
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$43,750	\$43,750	\$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	\$51,620	\$0	\$51,620	\$399,389	\$250,000	\$149,389
Net Cash From Ops	\$19,290	\$26,450	\$45,740	\$209,927	\$88,162	\$121,765
Rounds	1,021	1,464	443	10,084	11,592	1,508
Average GF/CF	\$14	\$17	\$3	\$17	\$17	\$0

Overview:

January 2019 was a challenging month where revenues missed budget forecasts by \$7,244 and were \$7,824 short of the prior year. Rounds of golf were 443 rounds short of projections for January and 260 rounds short of the prior year. Green fee/cart revenue was \$5,935 short of budget projections, while Pro Shop sales were \$530 short of budget projections. Food and Beverage sales were \$593 short of budget projections. Payroll for the month was \$3,299 under budget, while Operating Expenses came in \$2,970 over budget.

- **Converted rounds:** 555 of the 1,021 rounds recorded for January were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 1,598 rounds for January. Total converted rounds for the fiscal year are 13,882.

Key Operational Highlights:

- Financial performance overall was weak. Randy and his team are focusing on events and daily play, but cold and wet weather had a negative impact on play.
- There were no events scheduled during the month.
- The 9 hole golf club from Woodland Meadows that recently moved to Wild Wings, has proven to be a good revenue source during the week. We look forward to them increasing in number.

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

- Reseeded divots on tees
- Sprayed fungicide for disease control
- Fertilized putting greens
- Sprayed weeds in parking lot landscaped areas
- Fixed lateral pipe breaks on holes #4, #5 and #6
- Sharpened greens mower and replaced bed knives
- Replaced key switch on tee mower
- Put tire Gunk in 2 tires to seal leaks
- Put crushed walnut shells on worn out cart path areas
- Assisted recycle plant workers with removal of excess treated water
- Replaced worn out flags on putting greens flagsticks
- Replaced worn-out putting green cups, 2 per green

Personnel

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

General

- Continue to work on golf cart fleet maintenance.
 - Carts are in good condition and continue to provide excellent service
 - Chargers have been an issue but, Yamaha has been good about replacing them at no charge.
- Next CSA Golf Sub-Committee meeting is scheduled for April 3rd, 2019

Key Actions to Drive Performance:

- Re-arranged Golf Shop merchandise displays
- We initiated a “no carts” fee for days that we are restricting carts from getting on the course. The fee is \$10 for 9 holes and \$18 for 18 holes. So far it has met with success, and has encouraged golfers to walk when conditions are wet, and carts are prohibited
- Called tournament groups from past events to obtain bookings for 2019/20



Key property action steps by management to drive performance:

- Running weekly 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 the Kemper Safety National competition during the month.

Weather for the month:

- The weather in January was terrible. For most of the month, temperatures ranged from a low of 32°F to a high of 65°F, and it was very wet. Rain and wet conditions prohibited the use of power carts for 12 days during the month

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
January2019	83.3	9.3	9.7	8.7	9.0	9.5	30
January2018	77.8	9.2	9.7	8.5	7.3	9.4	27

Please call me if you have any questions.

Sincerely,

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