



March 17, 2019  
 Beth Gabor  
 County of Yolo  
 Woodland, CA 95695

Dear Beth,

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

February 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$14,166	\$30,342	\$16,176	\$218,766	\$276,166	\$57,400
F&B COGS	\$559	\$1,234	\$675	\$7,630	\$12,647	\$5,017
Merch. COGS	\$675	\$1,815	\$1,140	\$10,732	\$13,859	\$3,127
<b>Total Cost of Sales</b>	<b>\$1,234</b>	<b>\$3,049</b>	<b>\$1,815</b>	<b>\$18,362</b>	<b>\$26,506</b>	<b>\$8,144</b>
<b>Gross Margin</b>	<b>\$12,932</b>	<b>\$27,293</b>	<b>\$14,361</b>	<b>\$200,404</b>	<b>\$249,660</b>	<b>\$49,256</b>
Payroll Expense	\$27,555	\$28,363	\$808	\$223,514	\$227,444	\$3,930
Other Expense	\$15,341	\$21,432	\$6,091	\$151,276	\$150,826	\$450
<b>NOI</b>	<b>\$29,964</b>	<b>\$22,502</b>	<b>\$7,462</b>	<b>\$174,386</b>	<b>\$128,610</b>	<b>\$45,776</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$50,000	\$50,000	\$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	\$18,246	\$0	\$18,246	\$417,635	\$250,000	\$167,635
<b>Net Cash From Ops</b>	<b>\$17,968</b>	<b>\$28,752</b>	<b>\$10,784</b>	<b>\$191,961</b>	<b>\$59,410</b>	<b>\$132,551</b>
Rounds	662	1,407	745	10,746	12,999	2,253
Average GF/CF	\$18	\$17	\$1	\$17	\$17	\$0

**Overview:**

February 2019 was a very challenging month due to very severe weather. Total revenues missed budget forecasts by \$10,232 and were \$15,137 short of the prior year. Rounds for the month were 745 rounds below budget projections and were 799 rounds short of the prior year. Green fee/cart revenue fell short of budget projections by \$12,470 while Pro Shop sales fell short of budget projections by \$1,953. Food and Beverage sales were short budget projections by \$1,550. Payroll was under budget by \$808, while Operating Expenses came in \$6,091 under budget.

**Converted rounds:** 338 of the 662 rounds recorded for February were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 947 rounds for February. Total converted rounds for the fiscal year are 14,829.

### **Key Operational Highlights:**

- Financial performance was weak due to very extreme weather, and not being able to operate with golf carts continues to affect revenues.
- There was one event scheduled during the month. The Men's Club sponsored a 2-man Net Better Ball, but it was rained out.
- The group we inherited from the Woodland Meadows closure, began play on the 5<sup>th</sup> of February.
- Beginning in April, we will begin a new Ladies Twilight League on Tuesday evenings. So far, some 40 women have signed up to play. The Men's Twilight League will start on Thursday evenings and both leagues will run through October.

### **Course & Grounds:**

#### **The following tasks were completed during February:**

- Reseeded divots on tees
- Sharpened rough mower blades
- Sprayed weeds in parking lot
- Re-stripped handicapped parking plaque, and blue lines designated space
- Edged cart paths
- Fertilized tee boxes
- Pumped standing water from inside of sand traps
- Shoveled washed out sand in traps back up on slopes
- Began pruning tree limbs on established trees
- Replaced broken tree stakes and straightened trees

### **Personnel**

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

### **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 April 3<sup>rd</sup>, 2019

### **Weather for the month:**

- The weather in February was terrible. For the majority of the month, temperatures ranged from 32°F to the mid 60's. Rain and wet conditions prohibited the use of power carts for 13 out of 28 days during the month. Rain was responsible for closing the course for four days during February.

### **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 March 14<sup>th</sup> and a second event on March 21<sup>st</sup>, 2019



**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
- 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.
- During February, attended KemperSports Leadership Conference in Chicago, IL., Guest speakers included Matt Nagy, NFL Coach of the Year and Head Coach of the Chicago Bears. Key breakout sessions included F&B analysis, Marketing, and customer Service

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
February2019	85.0	9.0	9.2	8.4	9.0	9.5	20
February2018	75.0	9.0	9.4	8.5	5.5	9.3	28

Please call me if you have any questions.

Sincerely,

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