



April 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 March 2019 at Wild Wings Golf Club:

March 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$24,343	\$34,261	\$9,918	\$243,109	\$310,427	\$67,318
F&B COGS	\$754	\$1,432	\$678	\$8,384	\$14,078	\$5,694
Merch. COGS	\$876	\$2,504	\$1,628	\$11,608	\$16,363	\$4,755
<b>Total Cost of Sales</b>	<b>\$1,630</b>	<b>\$3,936</b>	<b>\$2,306</b>	<b>\$19,992</b>	<b>\$30,441</b>	<b>\$10,449</b>
<b>Gross Margin</b>	<b>\$22,713</b>	<b>\$30,325</b>	<b>\$7,612</b>	<b>\$223,117</b>	<b>\$279,986</b>	<b>\$56,869</b>
Payroll Expense	\$29,855	\$30,156	\$301	\$253,369	\$257,600	\$4,231
Other Expense	\$17,908	\$16,907	\$1,001	\$169,184	\$167,733	\$1,451
<b>NOI</b>	<b>\$25,050</b>	<b>\$16,738</b>	<b>\$8,312</b>	<b>\$199,436</b>	<b>\$145,347</b>	<b>\$54,089</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$56,250	\$56,250	\$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	\$33,852	\$0	\$33,852	\$451,487	\$250,000	\$201,487
<b>Net Cash From Ops</b>	<b>\$2,552</b>	<b>\$22,988</b>	<b>\$25,540</b>	<b>\$194,513</b>	<b>\$36,423</b>	<b>\$158,090</b>
Rounds	1,056	1,632	576	11,802	14,631	2,829
Average GF/CF	\$19	\$17	\$2	\$17	\$17	\$0

**Overview:**

March 2019 was a challenging month due to weather. Revenues missed the budget forecasts by \$9,918 and were \$10,227 short of the prior year. Rounds for the month were 576 rounds short of projections and 576 rounds behind the prior year. Green fee/cart revenue were \$6,709 below the budget projections, while Pro Shop sales missed budget projections by \$2,080. Food & Beverage sales were \$1,129 short of budget projections by. Payroll for the month was \$301 under budget, while Operating Expenses were \$1,001 over budget. As a result, the NOI for the month was \$3,312 below budget and is now \$54,089 behind plan year to date.

- **Converted rounds:** 610 of the 1056 rounds recorded for March were 18-hole rounds. Converting those rounds to 9-hole rounds resulted in a total of 1,666 rounds for March. Total converted rounds for the fiscal year are 18,446.

### **Key Operational Highlights:**

- Financial performance continues to be weak due to weather and not being able to operate power carts, both of which are impacting overall revenues.
- There were two Men's Club events scheduled during the month, a ChaChaCha, and a Best Gross & 2 Net event. Both had light entries, but we are encouraged by the participation.
- Andy Anderson's No Name Golf Club played three times during the month and had over 100 players.
- Beginning in April, we began a new Ladies Twilight League on Tuesday evenings, and so far, some 40+ women have signed up to play. The Men's Twilight League will start on Thursday evenings. Both leagues will run through October.

### **Course & Grounds:**

The following tasks were completed during March:

- Reseeded divots on tees.
- Sprayed putting greens for caterpillars.
- Sprayed putting greens for disease control.
- Verti-cut putting greens
- Applied aquatic herbicide to lakes for cattail control.
- Pulled and sprayed weeds in parking lot and clubhouse landscape areas.
- Weed-eated around trees and irrigation satellites.
- Pushed bunker sand back up slopes and cultivated sand.
- Repaired fairway mower rollers with new bearings and seals.
- Repaired broken pipes on holes #6 and #9.
- Repaired leaking fairway sprinklers on holes #6 and #9.

### **Personnel**

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

### **General**

- Continue to improve golf cart fleet maintenance. Carts are in good condition and continue to provide excellent service. WW just needs 5 more carts to satisfy the demand.
- Next CSA Golf Sub-Committee meeting is scheduled for June 5<sup>th</sup>, 2019

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

- The weather in March was improved, and for most of the month temperatures ranged from 39°F to 73°F. However, the course was still very wet and rain and wet conditions prohibited the use of power carts for 11 days during the month. Rain was also responsible for closing the course for three days during the month.



**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 KemperSports Center of Excellence Webinar during the month.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
March2019	70.4	8.7	8.7	8.4	9.0	9.0	27
March2018	54.2	8.5	9.3	7.6	8.0	8.6	24

Please call me if you have any questions.

Sincerely,

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