



May 20, 2019

Beth Gabor  
 County of Yolo  
 Woodland, CA 95695

Dear Beth,

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

April 2019	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$38,681	\$43,409	\$4,728	\$281,790	\$353,836	\$72,046
F&B COGS	\$1,038	\$1,768	\$730	\$9,422	\$15,847	\$6,425
Merch. COGS	\$995	\$1,840	\$845	\$12,603	\$18,203	\$5,600
<b>Total Cost of Sales</b>	<b>\$2,033</b>	<b>\$3,608</b>	<b>\$1,575</b>	<b>\$22,025</b>	<b>\$34,050</b>	<b>\$12,025</b>
<b>Gross Margin</b>	<b>\$36,648</b>	<b>\$39,801</b>	<b>\$3,153</b>	<b>\$259,765</b>	<b>\$319,786</b>	<b>\$60,021</b>
Payroll Expense	\$27,298	\$29,788	\$2,490	\$280,667	\$287,389	\$6,722
Other Expense	\$16,289	\$17,197	\$908	\$185,473	\$184,930	\$543
<b>NOI</b>	<b>\$6,939</b>	<b>\$7,184</b>	<b>\$245</b>	<b>\$206,375</b>	<b>\$152,533</b>	<b>\$53,842</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$62,500	\$62,500	\$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	\$13,138	\$0	\$13,138	\$464,625	\$250,000	\$214,625
<b>Net Cash From Ops</b>	<b>\$51</b>	<b>\$13,434</b>	<b>\$13,383</b>	<b>\$194,462</b>	<b>\$22,987</b>	<b>\$171,475</b>
Rounds	1,917	2,016	99	13,719	16,647	2,928
Average GF/CF	\$17	\$18	\$1	\$17	\$17	\$0

**Overview:**

April 2019 revenues were short of budget forecasts by \$4,728 but were \$331 ahead of the prior year. Rounds of golf for the month were 99 rounds short of projections and 73 rounds short of last year. Green fee/cart revenue was \$3,457 below budget projections and \$1,639 ahead of prior year. Pro Shop sales were \$420 short of budget projections and \$135 ahead of prior year. Food and Beverage sales were \$543 short of budget projections and \$450 behind prior year. Payroll for the month was \$2,490 better than budget and \$1,812 better than prior year. Operating Expenses were \$908 under budget and \$1,733 over prior year. The NOI for the month was \$244 better than plan and \$2,174 better than prior year.

**Converted rounds:** : 975 of the 1,917 rounds recorded for April were 18 hole rounds.

Converting those rounds to 9 hole rounds resulted in a total of 2,892 rounds for April. Total converted rounds for the fiscal year are 21,338.

### **Key Operational Highlights:**

- Financial performance improving, but still weak due to weather.
- There was only one Men's Club event scheduled during the month, an NCGA 4 Ball Net Qualifier.
- There were 3 outside events held in April, a UCD Soccer Alumni tournament (60 players), a SIR's event, Chapter #99 (32 players), and a DOJ tournament with 8 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 and both leagues will run until October.

### **Course & Grounds:**

The following tasks were completed during April:

- Reseeded divots on tees.
- Verti-cut putting greens.
- Sharpened rotary blades on rough mowers.
- Pulled and sprayed weeds in parking lot and clubhouse landscaped areas.
- Weed-eated fence lines behind resident's back fences.
- Replaces battery in Toro 3050 tee mower.
- Replaced Hunter sprinklers in Native areas.
- Cut up large felled tree on hole #4.
- Reseeded driving range teeing area.
- Repaired broken pipes on holes #4, #6 and #9.
- Made peg board to hang tools donated by Fred Bailard.

### **Personnel**

Lloyd Brown was reactivated to staff and Kaylee Gray was added to the Pro Shop staff

### **General**

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

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

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

### **Key Actions to Drive Performance:**

- 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
- 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.

<b>Course</b>	<b>NPS</b>	<b>Overall Rating</b>	<b>Service Rating</b>	<b>Course Rating</b>	<b>Food Rating</b>	<b>Recommend Rating</b>	<b># of Surveys</b>
April2019	76.2	9.2	9.5	8.8	7.3	9.3	42
April2018	70.3	8.9	9.2	8.4	9.3	9.1	37

Please call me if you have any questions.

Sincerely,

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