



July 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 June 2019 at Wild Wings Golf Club:

June 2019	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$43,700	\$48,274	\$4,574	\$367,136	\$447,893	\$80,757
F&B COGS	\$1,428	\$2,409	\$981	\$13,157	\$20,514	\$7,357
Merch. COGS	\$1,011	\$1,983	\$972	\$15,825	\$22,186	\$6,361
<b>Total Cost of Sales</b>	<b>\$2,439</b>	<b>\$4,392</b>	<b>\$1,953</b>	<b>\$28,982</b>	<b>\$42,700</b>	<b>\$13,718</b>
<b>Gross Margin</b>	<b>\$41,261</b>	<b>\$43,882</b>	<b>\$2,621</b>	<b>\$338,154</b>	<b>\$405,193</b>	<b>\$67,039</b>
Payroll Expense	\$30,421	\$29,565	\$856	\$341,570	\$347,315	\$5,745
Other Expense	\$24,164	\$19,282	\$4,882	\$226,409	\$220,359	\$6,050
<b>NOI</b>	<b>\$13,324</b>	<b>\$4,965</b>	<b>\$8,359</b>	<b>\$229,825</b>	<b>\$162,481</b>	<b>\$67,344</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$75,000	\$75,000	\$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	\$19,518	\$0	\$19,518	\$498,572	\$250,000	\$248,572
<b>Net Cash From Ops</b>	<b>\$56</b>	<b>\$11,215</b>	<b>\$11,159</b>	<b>\$192,459</b>	<b>\$539</b>	<b>\$191,920</b>
Rounds	1,852	2,241	389	17,592	20,989	3,397
Average GF/CF	\$21	\$17	\$4	\$17	\$17	\$0

**Overview:**

June 2019 revenues were short of budget forecasts by \$4,574 but were \$5,291 ahead of the prior year. Rounds for the month were 389 rounds short of projections and 42 rounds ahead of last year. The green fee/cart revenues were \$842 below budget projections and were \$9,484 better than prior year. The pro shop sales were \$1,355 short of budget projections and were \$2,939 behind prior year. Food & Beverage sales were \$2,377 short of budget projections and \$1,253 behind prior year. Payroll for the month was \$856 over budget and \$2,222 over prior year. Operating Expenses were \$4,882 over budget and \$12,281 over prior year, both of which were more timing related than actual overages. The EBITDA for the month was \$8,359 behind plan and \$10,070 behind prior year. Year to date total revenues were \$81k behind plan and \$63k behind prior year. Total expenses (including COGS, Payroll, and Other Expenses) were \$13,414 better than plan, which helped to minimize the impact to EBITDA. The year to date EBITDA was \$67,343 behind plan and \$73,324 behind prior year, which was primarily attributed to the weather this past year, as well as the California wildfires.

**Converted rounds:** 987 of the 1,733 rounds recorded for June were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,720 rounds for June. Total converted rounds for the fiscal year are 24,058.

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**Key Operational Highlights:**

- Financial performance still weak coming off a very challenging fiscal year
- There were 2 outside events in June, and 2 Men's Club events totaling 80+ players
- There were 2 banquet events that utilized the Nest for parties

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

- Reseeded divots on all tees.
- Install fertigation system at irrigation pump station.
- Repaired broken pipes on holes #4 and #6.
- Replaced 3 internal half circle rotors and 3 internal full circle rotors in Rainbird fairway sprinklers.
- Replaced broken diaphragms in Rainbird irrigation valves, one on hole #8, and one on Wildwing Dr. to stop leaking sprinkler onto sidewalk.
- Replaced solenoid plunger in Rainbird sprinkler near #5 green.
- Sprayed around fairway distance markers to stop Bermuda Grass encroachment.
- Cleaned around distance markers in fairways.
- Painted yardage on broken Kirby fairway yardage markers.
- Removed large felled tree in Native area on hole #4.

**Personnel**

- No Client meeting was held in July. The next Client meeting is scheduled for August 7<sup>th</sup>, 2019

**General**

- New Carts were delivered at the end of June, bringing a total of 35 carts to the fleet. The fleet is now comprised of 30- 2017 Yamaha Carts plus 5- 2013 model carts.

**Weather for the month:**

- The weather in June turned hot and for most of the month, temperatures ranged from 52°F to 108°F. There was a total of 11 days over 100°F.

**Key Actions to Drive Performance:**

- Re-arranged Golf Shop merchandise displays.
- Called tournament groups from past events to obtain bookings for 2019/20.

**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.
- Completed Safety National review and scorecard.



Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
June 2019	89.7	9.4	9.4	9.2	10.0	9.6	58
June 2018	76.7	9.3	9.6	8.9	9.7	9.4	43

Please call me if you have any questions.

Sincerely,

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