



August 10, 2019

Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

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

July 2019	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$45,776	\$41,728	\$4,048	\$45,776	\$41,728	\$4,048
F&B COGS	\$1,836	\$1,600	\$236	\$1,836	\$1,600	\$236
Merch. COGS	\$1,581	\$2,222	\$641	\$1,581	\$2,222	\$641
Total Cost of Sales	\$3,417	\$3,822	\$405	\$3,417	\$3,822	\$405
Gross Margin	\$42,359	\$37,906	\$4,453	\$42,359	\$37,906	\$4,453
Payroll Expense	\$31,067	\$29,220	\$1,847	\$31,067	\$29,220	\$1,847
Other Expense	\$15,239	\$21,863	\$6,624	\$15,239	\$21,863	\$6,624
NOI	\$3,947	\$13,177	\$9,230	\$3,947	\$13,177	\$9,230
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$6,250	\$6,250	\$0
Interest Expense Debt	\$1	\$0	\$1	\$1	\$0	\$1
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$0	\$16,000	\$16,000	\$0	\$16,000	\$16,000
Net Cash From Ops	\$10,196	\$3,427	\$6,769	\$10,196	\$3,427	\$6,769
Rounds	2,103	1,814	289	2,103	1,814	289
Average GF/CF	\$17	\$19	\$2	\$17	\$19	\$2

Overview:

The financial performance is improving as we begin the new fiscal year. July 2019 revenues were \$4,048 better than budget forecast, and \$8,704 ahead of the prior year. The total rounds for July were 289 rounds ahead of budget and 417 rounds ahead of last year. As a result, green fee/cart revenue exceeded budget projections by \$1,107, but Pro Shop sales were slightly short of plan; coming in \$124 behind budget projections. Food and Beverage sales for the month were \$733 ahead of budget projections, and payroll for the month was \$1,847 over budget, while operating expenses came in \$6,624 under budget.

Key Operational Highlights:

There was one outside event in July (1 Men’s Club event), plus 5 weeks of 80+ players from the Senior Tuesday League, the Tuesday Women’s Twilight league and the Thursday Men’s Twilight league. In addition, there were 2 events that utilized the Nest for parties.

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 18119 Via Encantada, Monte Sereno, CA 95030
 (415)722-3580*



Course & Grounds:

The following tasks were completed during July:

- Reseeded divots on tees.
- Sprayed putting greens for armyworms.
- Sprayed Bermuda grass encroaching on fairway distance markers.
- Renovated dead area in fairway #3 and reseeded with hybrid Bermuda seed.
- Repaired broken irrigation pipes on holes #7, #8, #9 and two on hole #6.
- Sharpened rough mower blades.
- Sharpened greensmower reels by grinding and replaced bedknives.
- Replaced air filters on both GM 3150's.
- Replaced bad started motor on GM 3150 greenmower.

Personnel

- No Client meeting was held in July. The next Client meeting is scheduled for August 7th,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 July turned hot, and for the majority of the month, temperatures ranged from 52° to 106°F. There were 6 days over 100°F. Average low temp was 61° and average high temp was 92°

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.



TrueReview

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
July2019	77.2	9.1	9.4	8.9	8.0	9.2	57
July2018	75.0	9.1	9.4	8.7	8.3	9.3	36

Please call me if you have any questions.

Sincerely,

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