



January 16th, 2016

Regina Espinosa
 County of Yolo
 Woodland, CA 95695

Dear Regina,

The following is the financial summary and key highlights for the month of December 2015 at Wild Wings Golf Club:

December 2015	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$18,924	\$18,181	\$743	\$192,062	\$199,001	\$6,939
F&B COGS	\$707	\$553	\$154	\$9,383	\$10,969	\$1,586
Merch. COGS	\$1,241	\$1,589	\$348	\$8,408	\$8,745	\$337
Total Cost of Sales	\$1,948	\$2,142	\$194	\$17,791	\$19,714	\$1,923
Gross Margin	\$16,976	\$16,039	\$937	\$174,271	\$179,287	\$5,016
Payroll Expense	\$24,676	\$22,804	\$1,872	\$156,123	\$149,213	\$6,910
Other Expense	\$10,741	\$11,964	\$1,223	\$91,877	\$106,200	\$14,323
NOI	\$18,441	\$18,729	\$288	\$73,729	\$76,126	\$2,397
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$37,500	\$37,500	\$0
Interest Expense Debt	\$0	\$0	\$0	\$11,972	\$22,736	\$10,764
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$0	\$0	\$0	\$250,839	\$0	\$250,839
Net Cash From Ops	\$24,691	\$24,979	\$288	\$127,638	\$136,362	\$264,000
Rounds	940	954	14	9,702	8,944	758
Average GF/CF	\$15	\$15	\$0	\$16	\$17	\$1

Overview:

December 2015 revenues exceeded budget forecasts by \$743, and were \$4,433 above the prior year. Rounds of golf were 14 rounds below projections for December but 292 rounds ahead of the prior year. Green fee/cart revenue was \$549 ahead of budget. Weather during December was cold and windy, and there were 5 days of rain. Wind blew in excess of 15 mph on 7 days during the month, with no play recorded on 4 days. NOI beat budget projections by \$288 and was \$6,980 ahead of the prior year. Payroll was \$1,872 over budget and Operating Expenses were \$1,223 under budget. The F&B operation beat budget by \$756, while Golf Shop sales were \$541 lower than budget projections.

- Converted Rounds:** 441 of the 940 rounds recorded for December were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 1,382 rounds for December. Total converted rounds for the fiscal year to date are 14,393 rounds.



Key Operational Highlights:

Course & Grounds:

The following tasks were completed during the month of December

- Reseeded and sanded divots on tees.
- Fertilized tees
- Sprayed pre-emergent herbicide with fertilizer on newly landscaped areas.
- Fertilized putting greens.
- Sprayed weeds in new landscaped areas coming up before pre-emergent activates.
- Continued with landscape project around pro shop and cart barn.
- Removed dead trees and broken tree stakes around golf course.
- Replaced worn or missing tree ties on young staked trees.
- Repaired broken irrigation lines on holes #4, 6, 8 and Wildwing Dr.
- Replaced coil on Toro mower (not charging).
- Baited and trapped gophers.
- Charged weak batteries due to cold weather.

Personnel

- Outside Services manager Kevin Joyce remains out on medical leave for the month of December

General

- Payroll was \$1,872 over projections due primarily to overtime in golf course maintenance resulting from the parking lot/clubhouse landscaping project.
- Operating Expenses were \$1,223 under budget.
- Food & Beverage revenue was ahead of budget by \$756, due to rental fees collected from 2 Christmas parties and beverage sales. We continue to offer Food & Beverage service from the Golf Shop serving hot dogs, snacks and drinks. The Nest Restaurant continues to be utilized for tournament banquets and other catered events.
- There were two outside tournaments during the month. Weather was cold and windy throughout the month, and there was rain on 5 days. Temperatures ranged from low of 28°F to a high of 62°F.

Key Actions to Drive Performance:

- Maintaining reduced green fees across the board to increase rounds, results continue to be positive. (YTD rounds are up significantly)

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
- Use of online coupons on Wild Wings website for monthly specials
- Continue to work on booking banquet events for the Nest



KemperSports - National and Regional Support Activities

- Monthly sales call was conducted with Nadia Chapman and Randy Thomas to review sales pace, revenue generating ideas and best practices.
- New Social Media emphasis through Instagram, Twitter and Facebook continue, and are showing results along with our reduced rates, helping to increase rounds and exposure to new golfers.
- Utilizing Best Practices and KemperSports “Center of Excellence” library for additional ideas on promoting play and increasing revenues.

Weather for the month:

- The weather was cold and windy during the month of December. There were 5 days of rain and temperatures ranged from 28°F to 62°F. Carts were restricted 2 days.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
December 2015	92.9	9.4	9.8	8.8	9.5	9.7	28
December 2014	94.7	9.2	9.8	8.1	5.0	9.8	38

Please call me if you have any questions.

Sincerely,

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