



December 13th, 2015

Regina Espinosa
 County of Yolo
 Woodland, CA 95695

Dear Regina,

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

November 2015	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$23,814	\$26,356	\$2,542	\$173,139	\$180,820	\$7,681
F&B COGS	\$958	\$1,221	\$263	\$8,676	\$10,418	\$1,742
Merch. COGS	\$1,817	\$986	\$831	\$7,167	\$7,157	\$10
Total Cost of Sales	\$2,775	\$2,207	\$568	\$15,843	\$17,575	\$1,732
Gross Margin	\$21,039	\$24,149	\$3,110	\$157,296	\$163,245	\$5,949
Payroll Expense	\$24,059	\$23,168	\$891	\$131,446	\$126,409	\$5,037
Other Expense	\$13,184	\$14,104	\$920	\$81,136	\$94,236	\$13,100
NOI	\$16,204	\$13,123	\$3,081	\$55,286	\$57,400	\$2,114
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$31,250	\$31,250	\$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	\$22,454	\$19,373	\$3,081	\$152,331	\$111,386	\$263,717
Rounds	1,204	1,340	136	8,762	7,990	772
Average GF/CF	\$17	\$16	\$1	\$16	\$18	\$2

Overview:

November 2015 revenues fell short of budget forecasts by \$2,542, and were \$1,643 below the prior year. Rounds were 136 below projections for November and 131 rounds short of the prior year. Green fee/cart revenue was \$1,705 below budget. Weather during November was cold and windy, and there were 7 days of rain. NOI missed budget projections by \$3,081 and was \$1,737 behind the prior year. Payroll came in over budget by \$891, and Operating Expenses came in \$920 under budget. F&B operation was \$851 short of budget, while Golf Shop sales were \$327 better than projections.

- Converted Rounds:** 600 of the 1,204 rounds recorded for November were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 1,804 rounds for November. Total converted rounds for the fiscal year to date are 13,011 rounds.



Key Operational Highlights:

Course & Grounds:

The following tasks were completed during the month of November

- Reseeded and sanded divots on tees.
- Sprayed putting greens for prevention of late fall turf grass diseases
- Weed-eated around trees.
- Removed and replaced broken tree stakes
- Fixed leaking irrigation valve on hole #8
- Removed rocks from sand trap on hole #8.
- Cleaned out plugged cart path drain on hole #3.
- Had private contractor remove cattails in lake on Hole #1.
- Began landscape renovation of parking lot and sidewalk along Wildwing Drive.
- Performed oil changes and air filter replacements on maintenance equipment.

Personnel

- Outside Services manager Kevin Joyce has been out on medical leave for the month of November, due to suffering from a stroke in late September.

General

- Payroll was \$891 over projections due mainly to some overtime in golf course maintenance from parking lot/clubhouse landscaping project.
- Operating Expenses were \$920 under budget.
- Food & Beverage revenue was short of budget by \$851. 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 tournament during the month and one Men's Club event. Weather was cold and windy throughout the month, and there was rain on 7 days. Temperatures ranged from low of 27° to a high of 73°.
- Merchandise COGS were high due to a balance correction from last month.

Key Actions to Drive Performance:

- Maintained reduced green fees across the board to generate increase in play, which seems to be working (note YTD total rounds 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 weekly specials
- Continue to work on booking banquet events and parties for the Nest.



KemperSports - National and Regional Support Activities

- Monthly sales call was conducted with Amy Spittle, 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 November. There were 7 days of rain and temperatures ranged from 27°F to 73°F. Carts were restricted 2 days.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
November 2015	76.3	9.1	9.5	8.6	8.0	9.4	38
November 2014	80.6	9.1	9.6	8.3	9.0	9.3	62

Please call me if you have any questions.

Sincerely,

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