



November 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 October 2015 at Wild Wings Golf Club:

October 2015	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$34,026	\$31,088	\$2,938	\$149,325	\$154,464	\$5,139
F&B COGS	\$1,499	\$1,400	\$99	\$7,717	\$9,195	\$1,478
Merch. COGS	\$2,007	\$1,361	\$646	\$5,351	\$6,170	\$819
Total Cost of Sales	\$3,506	\$2,761	\$745	\$13,068	\$15,365	\$2,297
Gross Margin	\$30,520	\$28,327	\$2,193	\$136,257	\$139,099	\$2,842
Payroll Expense	\$25,536	\$24,599	\$937	\$107,387	\$103,241	\$4,146
Other Expense	\$18,471	\$19,278	\$807	\$67,952	\$80,132	\$12,180
NOI	\$13,487	\$15,550	\$2,063	\$39,082	\$44,274	\$5,192
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$25,000	\$25,000	\$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	\$19,737	\$21,800	\$2,063	\$174,785	\$92,010	\$266,795
Rounds	1,667	1,447	220	7,558	6,650	908
Average GF/CF	\$17	\$18	\$1	\$16	\$18	\$2

Overview:

October 2015 revenues exceeded the budget forecast by \$2,938, but were \$2,833 ahead of prior year. Rounds of golf were above projections for October by 220 rounds and were 4 rounds behind last year. Green fee/cart revenue was \$2,211 ahead of budget. Temperatures ranged from a low of 48° to a high of 94°. There were 4 days over 90°, and the majority of the remaining month saw temperatures in the mid to upper 80's. The NOI for the month was \$2,063 better than budget projections and \$6,376 ahead of prior year. Payroll for the month was \$937 over budget and Operating Expenses were \$807 better than budget. F&B revenue exceeded budget by \$826, while Golf Shop sales were \$81 better than budget projections.

- **Converted Rounds:** 731 of the 1,667 rounds recorded for October were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,397 rounds for October. Total converted rounds for the fiscal year to date are 11,207 rounds.

Key Operational Highlights:**Course & Grounds:**

The following tasks were completed during the month of October

- Reseeded and sanded divots on tees.
- Fertilized all putting greens.
- Aerated and top-dressed all putting greens
- Trimmed edges around sand traps.
- Trapped and baited gophers.
- Repaired broken pipes on holes #4, #5, #6 & #8.
- Repaired leaking fairway sprinklers.
- Opened and cleaned various drains on course.
- Repaired leaking irrigation controller valves in Clubhouse parking lot, clubhouse landscaping and on holes #4 and #9.
- Replaced Hunter sprinklers in Native areas.

Personnel

- Outside Services manager Kevin Joyce suffered a stroke and has been out on medical leave for the month of October.

General

- Payroll was \$936 over projections due mainly to some overtime in golf course maintenance from aerification of putting greens..
- Operating Expenses were \$807 under budget.
- Food & Beverage exceeded revenue budget by \$826. 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 was one Men's Club, NCGA qualifying tournament during the month, and two outside events.
- 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 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 Steve Argo, 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:

- Weather was unseasonably warm throughout the month, with one day (October 1st) of light rain and winds were light throughout the month. Temperatures ranged from low of 48°F to a high of 94°F.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
October 2015	89.8	9.39.4	9.7	8.6	8.2	9.6	59
October 2014	72.6	8.8	9.6	7.8	7.8	9.2	62

Please call me if you have any questions.

Sincerely,

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