



August 18, 2016

Anna Louzon
 County of Yolo
 Woodland, CA 95695

Dear Anna,

The following is the financial summary and key highlights for the month of July 2016 at Wild Wings Golf Club:

July 2016	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$51,766	\$41,721	\$10,045	\$51,766	\$41,721	\$10,045
F&B COGS	\$1,239	\$2,414	\$1,175	\$1,239	\$2,414	\$1,175
Merch. COGS	\$1,683	\$1,853	\$170	\$1,683	\$1,853	\$170
Total Cost of Sales	\$2,922	\$4,267	\$1,345	\$2,922	\$4,267	\$1,345
Gross Margin	\$48,844	\$37,454	\$11,390	\$48,844	\$37,454	\$11,390
Payroll Expense	\$28,344	\$25,413	\$2,931	\$28,344	\$25,413	\$2,931
Other Expense	\$23,818	\$26,344	\$2,526	\$23,818	\$26,344	\$2,526
NOI	\$3,318	\$14,303	\$10,985	\$3,318	\$14,303	\$10,985
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$6,250	\$6,250	\$0
Interest Expense Debt	\$0	\$11,972	\$11,972		\$11,972	\$11,972
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$0	\$0	\$0	\$0	\$0	\$0
Net Cash From Ops	\$9,568	\$32,525	\$22,957	\$9,568	\$32,525	\$22,957
Rounds	2,044	2,064	20	2,044	2,064	20
Average GF/CF	\$20	\$15	\$5	\$20	\$15	\$5

Overview:

July 2016 revenues exceeded budget forecasts by \$10,000 and were \$10,500 ahead of prior year. Rounds for the month were 20 rounds under projections for July, but matched the prior year. Green fee/cart revenue made up most of the revenue surplus, coming in \$9,500 better than projections. Pro Shop generated \$2,743 better than projections however F&B was short of budget by \$1,029. The weather during July was very warm and there were 10 days with temperatures over 100°F, and 13 additional days above 90°F. NOI gained \$10,985 to budget projections, and was \$4,384 better than the prior year. Payroll came in \$2,931 over budget, while Operating Expenses came in \$2,526 better than projections.

- **Converted Rounds:** 904 of the 2,044 rounds recorded for July were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,948 rounds for July. Total converted rounds for the fiscal year are 2,948.

Northwest Regional Office
 2054 Mandelay Place, San Jose, CA 95138
 (415)722-3580



Key Operational Highlights:

Course & Grounds:

The following tasks were completed during the month of July

- Reseeded and sanded divots on tees.
- Sprayed greens and collars for fairy ring disease.
- Sprayed for caterpillars (cutworms) in putting green.
- Sprayed herbicide for weeds in landscaped areas and fence lines.
- Sprayed herbicides around bunker edges.
- Repaired broken pipes on holes #4 and #8.
- Repaired leaking sprinklers on holes #1, #4, #6, #8 and #9.
- Replaced blades on rough mower.
- Replaced bushings on lift arms of fairway mower.
- Changed oil in rough mower and replaced oil and hydraulic filters.
- Continued with installing landscape fabric.

Personnel

- There were no personnel changes in July.

General

- Payroll was \$2,931 over budget projections.
- Operating Expenses were \$2,526 under budget.
- Food & Beverage revenue was short of budget projections by \$1,029. 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 five (5) outside events during the month, ranging from 24 players to 44 players. Men's Thursday Night Twilight league continued, with 4 weeks of competition.
- Continue marketing our reduced rates and expanded our database to draw new players to the course.

Key Actions to Drive Performance:

- Good weather and reduced green fees are still forces that continue to drive rounds.

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

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KemperSports - National and Regional Support Activities

Continue promoting UNO initiative from KemperSports Leadership Conference:

- Any person getting a hole-in-one from now until the end of 2016, will receive 5 star hotel accommodations for two, in Nueva Vallarta or Puerto Penasco. (8 days/ 7 nights)

Weather for the month:

- The weather was very warm during the month of July. There were 10 days with temperatures over 100 °F, and another 13 days above 90°F. There was no rain. Temperatures ranged from 55°F to 104°F.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
July 2016	77.5	9.2	9.5	8.7	9.0	9.4	40
July 2015	87.5	9.2	9.5	8.8	6.2	9.5	80

Please call me if you have any questions.

Sincerely,

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