



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 August 2016 at Wild Wings Golf Club:

August 2016	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$40,739	\$38,670	\$2,069	\$92,505	\$80,391	\$12,114
F&B COGS	\$2,241	\$2,071	\$170	\$3,480	\$4,485	\$1,005
Merch. COGS	\$1,978	\$1,595	\$383	\$3,661	\$3,448	\$213
Total Cost of Sales	\$4,219	\$3,666	\$553	\$7,141	\$7,933	\$792
Gross Margin	\$36,520	\$35,004	\$1,516	\$85,364	\$72,458	\$12,906
Payroll Expense	\$30,365	\$25,598	\$4,767	\$58,709	\$51,011	\$7,698
Other Expense	\$15,180	\$14,425	\$755	\$38,998	\$40,769	\$1,771
NOI	\$9,025	\$5,019	\$4,006	\$12,343	\$19,322	\$6,979
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$6,250	\$6,250	\$0
Interest Expense Debt	\$0	\$0	\$0		\$11,972	\$11,972
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$243,659	\$0	\$243,659	\$0	\$0	\$0
Net Cash From Ops	\$228,384	\$11,269	\$239,653	\$18,593	\$37,544	\$18,951
Rounds	2,067	1,949	118	4,111	4,014	97
Average GF/CF	\$16	\$15	\$1	\$18	\$15	\$3

Overview:

August 2016 revenues exceeded budget forecasts by \$2,000 and were \$2,500 ahead of prior year. Rounds were 118 rounds better than projections for August, and 137 ahead of the prior year. Green fee/cart revenue made up most of the revenue surplus, coming in \$2,700 better than projections. Pro Shop came in \$100 below projections, and F&B was short of budget by \$518. The NOI lost \$4,000 to budget projections, and was \$1,600 behind the prior year. Payroll came in \$4,767 over budget, while Operating Expenses came in \$750 behind projections.

- **Converted Rounds:** 866 of the 2,064 rounds recorded for August were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,930 rounds for August. Total converted rounds for the fiscal year are 5,878



Key Operational Highlights:

Course & Grounds:

The following tasks were completed during the month of August

- Reseeded and sanded divots on tees
- Cut down wild tree blocking tee shot on hole #6
- Cut down wild tree blocking tee shot on hole #9
- Fixed 2 leaking Rainbird fairway sprinklers on hole #2
- Replaced worn or broken hunter sprinklers in roughs and native areas on holes #2, 4, 6, 7 & 8
- Repaired pipe break on hole #6
- Replaced regulator and battery on Toro tee mower
- Put wattle around storm drain in middle of Maintenance yard to get sand and debris out
- Placed walnut shells under large oak tree on Hole #1
- Put new bunker sand in sand traps on holes #1, 2, 3, 4, & 5
- Sprayed greens for disease (Black Algae)

Personnel

- Jackson Shumway left to return to school mid-month and Nelson Flores was added to Pro Shop staff to take his place

General

- Payroll was \$4,767 over budget projections, due to staffing replacements where training was necessary to bring them on board, and extended coverage for vacation absences.
- Operating Expenses were \$750 over budget, due primarily to increase in utilities (electric).
- Food & Beverage revenue was short of budget projections by \$518. 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 only one outside event during the month, with 20 players. Men's Thursday Night Twilight league continued, with 4 weeks of competition. We continued marketing our new reduced rates and expanded our database to draw new players to the course.

Key property action steps by management to drive performance:

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

- Continue promoting initiative for facility brought back from Kemper Sports 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)
August Hole in Ones: Adam Vasquez and Brad Fritz

Weather for the month

The weather during August was very warm and there were 21 days that had temperatures above 90°F, and 4 days above 100°F. Temperatures for the month ranged from 53°F to 100°F.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
August 2016	85.7	9.1	9.4	8.6	8.0	9.4	56
August 2015	88.9	9.3	9.6	8.9	8.8	9.5	54

Please call me if you have any questions.

Sincerely,

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