



September 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 September 2016 at Wild Wings Golf Club:

September 2016	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$38,933	\$38,768	\$165	\$131,438	\$119,160	\$12,278
F&B COGS	\$1,248	\$1,935	\$687	\$4,728	\$6,420	\$1,692
Merch. COGS	\$1,859	\$1,685	\$174	\$5,520	\$5,112	\$408
<b>Total Cost of Sales</b>	<b>\$3,107</b>	<b>\$3,620</b>	<b>\$513</b>	<b>\$10,248</b>	<b>\$11,532</b>	<b>\$1,284</b>
<b>Gross Margin</b>	<b>\$35,826</b>	<b>\$35,148</b>	<b>\$678</b>	<b>\$121,190</b>	<b>\$107,628</b>	<b>\$13,562</b>
Payroll Expense	\$26,195	\$25,437	\$758	\$84,904	\$76,447	\$8,457
Other Expense	\$19,593	\$20,310	\$717	\$58,591	\$61,079	\$2,488
<b>NOI</b>	<b>\$9,962</b>	<b>\$10,599</b>	<b>\$637</b>	<b>\$22,305</b>	<b>\$29,898</b>	<b>\$7,593</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$18,750	\$18,750	\$0
Interest Expense Debt	\$0	\$0	\$0		\$11,972	\$11,972
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$0	\$0	\$0	\$243,659	\$0	\$243,659
<b>Net Cash From Ops</b>	<b>\$16,212</b>	<b>\$16,849</b>	<b>\$637</b>	<b>\$202,604</b>	<b>\$60,620</b>	<b>\$263,224</b>
Rounds	1,875	1,936	61	5,986	5,950	36
Average GF/CF	\$16	\$16	\$0	\$17	\$16	\$1

**Overview:**

September 2016 revenues for Wild Wings Golf Course exceeded budget forecasts by \$165 and were \$2,871 ahead of prior year. Rounds of golf for the month were 61 rounds short of projections and 42 rounds behind prior year. Green fee/cart revenues were slightly below plan, coming in \$1,537 below projections. Pro Shop was \$580 better than projections, and F&B was \$558 ahead of budget. The NOI for the month was \$616 ahead of budget projections and \$445 ahead of the prior year. Payroll for the month was \$758 over budget, while Operating Expenses came in \$717 under projections.

- Converted Rounds:** 942 of the 1,875 rounds recorded for September were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,817 rounds for September. Total converted rounds for the fiscal year are 8,695.



- **Key Operational Highlights:**

**Course & Grounds: The following tasks were completed during the month of September:**

- Reseeded and sanded divots on tee boxes
- Sprayed Greens for Armyworms
- Fertilized putting greens
- Fertilized fairways
- Replaced sprinklers in Native areas
- Fixed leaking fairway sprinklers on holes #4, 5, 6 and 8
- Repaired broken pipes on holes #3, 4 and 8
- Replaced broken fan belt on Toro rough mower
- Replaced dead battery on tee mower

**Personnel**

- No Changes in personnel were made during the month of September

**General**

- Payroll was \$758 over budget projections.
- Operating Expenses were \$717 under budget.
- Food & Beverage revenue exceeded budget projections by \$558. 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 5 outside events during the month of September (3 weekday events, totaling 72 players, and 2 weekend events totaling 92 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 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

**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)  
*September Hole in One's: Sally Bell*



**Weather for the month:**

- The weather was very warm during the month of September. There were 16 days with temperatures over 90 °F. Temperatures ranged from 48°F to 98°F.

<b>Course</b>	<b>NPS</b>	<b>Overall Rating</b>	<b>Service Rating</b>	<b>Course Rating</b>	<b>Food Rating</b>	<b>Recommend Rating</b>	<b># of Surveys</b>
September 2016	84	9.2	9.6	8.8	7.3	9.5	50
September 2015	81	9.4	9.6	8.9	10.0	9.5	63

Please call me if you have any questions.

Sincerely,

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