



November 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 October 2016 at Wild Wings Golf Club:

October 2016	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$24,785	\$36,636	\$11,851	\$156,222	\$155,796	\$426
F&B COGS	\$2,303	\$1,842	\$461	\$7,031	\$8,262	\$1,231
Merch. COGS	\$1,458	\$1,439	\$19	\$6,978	\$6,551	\$427
Total Cost of Sales	\$3,761	\$3,281	\$480	\$14,009	\$14,813	\$804
Gross Margin	\$21,024	\$33,355	\$12,331	\$142,213	\$140,983	\$1,230
Payroll Expense	\$28,588	\$25,963	\$2,625	\$113,492	\$102,410	\$11,082
Other Expense	\$18,644	\$18,187	\$457	\$77,234	\$79,266	\$2,032
NOI	\$26,208	\$10,795	\$15,413	\$48,513	\$40,693	\$7,820
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$25,000	\$25,000	\$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
Net Cash From Ops	\$32,458	\$17,045	\$15,413	\$170,146	\$77,665	\$247,811
Rounds	1,259	1,684	425	7,245	7,634	389
Average GF/CF	\$15	\$18	\$3	\$17	\$16	\$1

Overview:

October 2016 revenues for Wild Wings Golf Course fell short of budget forecasts by \$11,851 and were \$9,241 under the prior year. Rounds of golf for the month were 425 rounds short of projections and 408 rounds behind prior year. Green fee/cart revenues were responsible for most of the shortfall to plan, coming in \$10,731 below projections. Pro Shop was even with budget projections, but F&B was \$1,022 short of budget. The NOI for the month lost \$15,413 to budget projections and \$12,722 behind the prior year. Payroll for the month was \$2,625 over budget, while Operating Expenses came in \$457 over projections.

- **Converted Rounds:** 499 of the 1,239 rounds recorded for October were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 1,738 rounds for October. Total converted rounds for the fiscal year are 10,433.



- **Key Operational Highlights:**

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

- Reseeded and sanded divots on tees.
- Aerated and top dressed putting greens.
- Fertilized putting greens.
- Fertilized tees.
- Fixed broken pipe on Hole #4.
- Fixed four broken hunter sprinklers in native areas.
- Replaced plunger/solenoid in leaking Rainbird fairway sprinkler.
- Sharpened rotary blades on rough mowers.
- Ground reels and replaced bed knives on greens mowers
- Ground reels and replaced bed knives on walking greens mowers.
- Changed engine oil and filter on Grounds master 4500D.

Personnel

- Dan Parcell was added to the staff in the pro shop.

General

- Green Fees and Cart revenue was short of budget \$10,731 due primarily to poor weather and aerification of putting greens early in the month. There were 12 days of rain during the month, and after aerification of the greens, there was an 8-10 day healing process that affected play, because of poor playing conditions on the greens.
- Diminished rounds affected all revenue.
- Greens aerification was responsible for an increase in payroll due to overtime for the maintenance crew. Pro Shop payroll was affected by additional training for new staffer.

Key Actions to Drive Performance:

- Poor weather throughout the month and aerification of the putting greens, both contributed to the poor revenue numbers and the decrease in 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)

Weather for the month:

- The weather was very wet during the month of October. There were 12 days with rain and temperatures ranged from 44°F to 88°F. Average high temperature for the month was 72°F.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
October 2016	76.7	9.1	9.5	8.5	10.0	9.2	30
October 2015	89.8	9.3	9.7	8.6	8.2	9.6	59

Please call me if you have any questions.

Sincerely,

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