



December 15, 2016

Beth Gabor  
 County of Yolo  
 Woodland, CA 95695

Dear Beth,

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

November 2016	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$26,875	\$26,233	\$642	\$183,098	\$182,029	\$1,069
F&B COGS	\$932	\$898	\$34	\$7,963	\$9,160	\$1,197
Merch. COGS	\$1,465	\$1,494	\$29	\$8,444	\$8,045	\$399
<b>Total Cost of Sales</b>	<b>\$2,397</b>	<b>\$2,392</b>	<b>\$5</b>	<b>\$16,407</b>	<b>\$17,205</b>	<b>\$798</b>
<b>Gross Margin</b>	<b>\$24,478</b>	<b>\$23,841</b>	<b>\$637</b>	<b>\$166,691</b>	<b>\$164,824</b>	<b>\$1,867</b>
Payroll Expense	\$27,122	\$25,232	\$1,890	\$140,615	\$127,643	\$12,972
Other Expense	\$11,777	\$14,339	\$2,562	\$89,011	\$93,605	\$4,594
<b>NOI</b>	<b>\$14,421</b>	<b>\$15,730</b>	<b>\$1,309</b>	<b>\$62,935</b>	<b>\$56,424</b>	<b>\$6,511</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$31,250	\$31,250	\$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>\$20,671</b>	<b>\$21,980</b>	<b>\$1,309</b>	<b>\$149,474</b>	<b>\$99,646</b>	<b>\$249,120</b>
Rounds	1,371	1,216	155	8,616	8,850	234
Average GF/CF	\$15	\$18	\$3	\$17	\$16	\$1

**Overview:**

November 2016 revenues for Wild Wings Golf Course exceeded budget forecasts by \$642 and were \$3,061 better than the prior year. Rounds of golf for the month were 155 rounds above projections and 167 rounds better than the prior year. Green fee/cart revenues and merchandise sales were short of budget by nearly \$1,400 but F&B revenue exceeded budget projections by \$2,000. The NOI for the month gained \$1,300 to budget projections and was \$1,783 ahead of the prior year. Payroll for the month was \$1,890 over budget, while Operating Expenses came in \$2,562 under projections.

- **Converted rounds:** 691 of the 1,371 rounds recorded for November were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,060 rounds for November. Total converted rounds for the fiscal year are 12,493.



## **Key Operational Highlights:**

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

- Reseeded and sanded divots on tees
- Fertilized putting greens
- Applied fungicide on putting greens for disease control (Fairy Ring)
- Sprayed broadleaf weeds in landscaped areas in parking lot
- Replaced worn tire on greens mower
- Sharpened blades on rotary mower
- Re-seeded bare spots on putting greens #4 and #8
- Replaced sand trap rakes in bunkers
- Replaced towels on ball washers
- Replaced air filters on rough mowers
- Repaired irrigation pipes on holes #1, #5 & #6
- Repaired and replaced sprinklers on holes #1, #2 & #4

### **Personnel**

No personnel changes were made in November

### **General**

Green Fees and Cart revenue was short of budget by \$938 due primarily to poor weather during the last half of the month. There were 8 days of rain during the month, and carts were banned from the course 4 of those days. Payroll was over budget due to increases in pay rates for the maintenance crew and 1 shop staff member.

### **Key Actions to Drive Performance:**

A Veteran's Day promotional rate was offered to all veterans, and a closest to the hole contest was held in conjunction with the day's play. As part of a promotional agreement between Kemper Sports and Vidanta SQN, first prize in the closest to hole contest was a 5 day, 4 night vacation stay in one of two Mexican resorts. Winner was George Senn from Sacramento, with a shot 7 inches from the hole (#9).

### **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
- Golf Moose sales promo selling goal of 500- 2 round packages.
- 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 November. There were 8 days with rain and temperatures ranged from 35°F to 75°F.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
November 2016	81.6	9.3	9.6	9.0	7.0	9.4	38
November 2015	76.3	9.1	9.5	8.6	8.0	9.4	38

Please call me if you have any questions.

Sincerely,

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