



January 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 December 2016 at Wild Wings Golf Club:

December 2016	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$18,004	\$21,234	\$3,230	\$201,101	\$203,262	\$2,161
F&B COGS	\$1,204	\$1,007	\$197	\$9,166	\$10,167	\$1,001
Merch. COGS	\$1,714	\$1,574	\$140	\$10,158	\$9,619	\$539
Total Cost of Sales	\$2,918	\$2,581	\$337	\$19,324	\$19,786	\$462
Gross Margin	\$15,086	\$18,653	\$3,567	\$181,777	\$183,476	\$1,699
Payroll Expense	\$26,415	\$25,458	\$957	\$167,029	\$153,101	\$13,928
Other Expense	\$10,844	\$11,898	\$1,054	\$99,855	\$105,489	\$5,634
NOI	\$22,173	\$18,703	\$3,470	\$85,107	\$75,114	\$9,993
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$37,500	\$37,500	\$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	\$28,423	\$24,953	\$3,470	\$121,052	\$124,586	\$245,638
Rounds	910	949	39	9,526	9,799	273
Average GF/CF	\$15	\$16	\$1	\$17	\$16	\$1

Overview:

December 2016 revenues for Wild Wings Golf Course were \$3,230 short of budget and \$920 short of the prior year. Rounds of golf for the month were 39 rounds below projections and 30 rounds less than the prior year. Green fee/cart revenues and merchandise sales were short of budget by nearly \$1,800 and merchandise sales and F&B revenue made up the balance of the shortage. The NOI for the month was \$3,470 below budget projections and \$3,100 short of the prior year. Payroll for the month was \$957 over budget, while Operating Expenses were \$1,054 under projections.

- **Converted rounds:** 450 of the 910 rounds recorded for December were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 1,360 rounds for December. Total converted rounds for the fiscal year are 13,853.



- **Key Operational Highlights:**

- There were no organized events during December, as those scheduled, were cancelled due to weather conditions.

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

- 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 December.

General

- Green Fees and Cart revenue was \$2,000 short of budget due primarily to poor weather during the last half of the month. There were 8 days of rain during the month and carts were not allowed on the course 4 of those days. Payroll for the month was over budget due to increases in pay rates for the maintenance crew and 1 shop staff member.

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

Agreement between KemperSports and Vidanta was renewed and extended through 2017

- Any person getting a hole-in-one from now until the end of 2017, will receive 5 star hotel accommodations for two, in Nueva Vallarta or Puerto Penasco. (5 days/ 4 nights)

Weather for the month:

- The weather was very wet during the month of December. There were 8 days with rain and temperatures ranged from 28°F to 62°F.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
December 2016	72.4	9.2	9.6	8.6	9.0	9.4	29
December 2015	92.9	9.4	9.8	8.8	9.5	9.7	28

Please call me if you have any questions.

Sincerely,

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