



February 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 January 2017 at Wild Wings Golf Club:

January 2017	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$12,307	\$16,020	\$3,713	\$213,409	\$219,282	\$5,873
F&B COGS	\$472	\$562	\$90	\$9,639	\$10,729	\$1,090
Merch. COGS	\$605	\$776	\$171	\$10,764	\$10,395	\$369
Total Cost of Sales	\$1,077	\$1,338	\$261	\$20,403	\$21,124	\$721
Gross Margin	\$11,230	\$14,682	\$3,452	\$193,006	\$198,158	\$5,152
Payroll Expense	\$26,319	\$26,641	\$322	\$193,349	\$179,741	\$13,608
Other Expense	\$11,185	\$9,293	\$1,892	\$111,040	\$114,782	\$3,742
NOI	\$26,274	\$21,252	\$5,022	\$111,383	\$96,365	\$15,018
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$43,750	\$43,750	\$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
Net Cash From Ops	\$32,524	\$27,502	\$5,022	\$88,526	\$152,087	\$240,613
Rounds	558	552	6	10,084	10,351	267
Average GF/CF	\$18	\$24	\$6	\$17	\$17	\$0

Overview:

January 2016 revenues for Wild Wings Golf Course fell short of budget forecasts by \$3,713, but were \$2,097 ahead of the prior year. Rounds of golf for the month were 6 rounds better than projections and 11 rounds better than the prior year. Green fee/cart revenues were \$3,181 short of projections, and merchandise sales were short of budget by \$446. The NOI for the month lost \$5,022 to budget and was \$2,587 short of the prior year. Payroll for the month was \$322 under budget, while Operating Expenses came in \$1,892 higher than projections.

- **Converted rounds:** 253 of the 558 rounds recorded for January were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 811 rounds for January. Total converted rounds for the fiscal year are 14,664.



- **Key Operational Highlights:**

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

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

- Sanded and reseeded divots on tees
- Fertilized tees.
- Sprayed fungicide for disease prevention on putting greens.
- Repaired leaking fairway sprinklers by replacing solenoid plungers.
- Began raising sunken sprinkler to ground level around putting greens.
- Pulled clover out of grass surrounding greens.
- Pumped excess water off cart paths and from inside sand traps.
- Weed-eated tree wells.
- Added walnut shells to landscape areas to suppress weeds.
- Cut back dead stems on flowering plants.

Personnel

- No changes were made to personnel in January.

General

- Green Fees and Cart revenue was short of budget \$3,181 due primarily to poor weather during the month. The weather continued to be wet during the month of January. There were 12 days with rain. There were 22 days with carts not being allowed on course (walking only). Course had no play on 12 days

Key Actions to Drive Performance:

- Performed maintenance on golf cart fleet and updated maintenance records.
- Re-arranged Golf Shop merchandise displays.
- Cleaned carpets in Golf Shop.

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 January. There were 12 days with rain and temperatures ranged from 28°F to 60°F. For 22 days, no power carts were permitted on the course. For 12 of those days, there was no play at all.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
January 2016	52.9	8.6	9.2	7.7	8.6	8.9	17
January 2015	91.7	9.4	9.9	8.7	7.0	9.8	24

Please call me if you have any questions.

Sincerely,

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