



May 17, 2017

Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

The following is the financial summary and key highlights for the month of April 2017 at Wild Wings Golf Club:

April 2017	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$40,814	\$41,261	\$447	\$293,321	\$321,839	\$28,518
F&B COGS	\$2,149	\$2,051	\$98	\$14,220	\$15,174	\$954
Merch. COGS	\$1,464	\$1,891	\$427	\$14,975	\$15,174	\$199
Total Cost of Sales	\$3,613	\$3,942	\$329	\$29,195	\$30,348	\$1,153
Gross Margin	\$37,201	\$37,319	\$118	\$264,126	\$291,491	\$27,365
Payroll Expense	\$29,864	\$26,171	\$3,693	\$275,955	\$257,930	\$18,025
Other Expense	\$15,921	\$23,056	\$7,135	\$180,813	\$172,703	\$8,110
NOI	\$8,584	\$11,908	\$3,324	\$192,642	\$139,142	\$53,500
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$62,500	\$62,500	\$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	\$14,834	\$18,158	\$3,324	\$11,483	\$213,614	\$202,131
Rounds	1,736	1,817	81	13,918	15,488	1,570
Average GF/CF	\$18	\$18	\$0	\$17	\$17	\$0

Overview:

April 2016 revenues for Wild Wings Golf Course were \$447 below the budgeted forecast and \$310 ahead of the prior year. Rounds of golf for the month were 81 rounds below budget and 256 rounds behind prior year. Green fee/cart revenues were \$181 short of budget and \$663 behind prior year. Merchandise sales were \$162 better than budget and \$1k better than prior year. Food and Beverage sales were \$1,063 ahead of budget and \$882 ahead of prior year. The NOI for the month gained \$3,323 to budget projections and was \$2,100 ahead of the prior year. Payroll for the month was \$3,693 over budget, while Operating Expenses came in \$7,135 under budget. Payroll was over budget because of all the additional mowing that needed to be done due to all the winter rains and the recent warm weather.

Converted rounds: 921 of the 1,736 rounds recorded for April were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,657 rounds for April. Total converted rounds for the fiscal year are 19,744



Key Operational Highlights:

- There were three outside events during the month of April with a total of 136 players and one Men's Club event with a total of 8 players. For the majority of the month, weekend weather was mild and sunny, and rounds increased as a result. Weather was still a factor though, and limited playing opportunities for some golfers.

Course & Grounds:

The following tasks were completed during April:

- Reseeded divots on tees
- Fertilized fairways
- Verticut putting greens
- Replaced 6 sprinklers in Native area
- Replaced 4 irrigation satellite output station modules
- Repaired four broken pipes, in the rough on hole #4, #6, in parkway lawn, an on collar of #1 green
- Changed oil, oil filter and fuel filter on Toro 4500D rough mower
- Installed seal kit on hydraulic cylinder on 3500D rough mower
- Sharpened blades on both rough mowers

Personnel

- No personnel changes were made during the month

General

- Increase of Green fees of \$1.00 across the board will help edge revenues upward over the next several months

Key Actions to Drive Performance:

- Continued maintenance on golf cart fleet and updated maintenance records
- Re-arranged Golf Shop merchandise displays
- Called tournament groups from past events to obtain bookings for 2017
 - Booked 3 new events through June

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

- Participated in two KemperSports Webinars during the month
 - Social Media
 - Player Development

Weather for the month:

- Weather improved during the month and there were only 7 days impacted by rain. There were no days with cart restrictions. There were several days where wind discouraged play with gusts up to 25 miles per hour. Temperatures during the month ranged from 37°F to 82°F.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
April 2016	83.7	9.2	9.3	9.0	7.8	9.4	49
April 2015	85.3	9.2	9.5	8.8	8.4	9.3	68

Please call me if you have any questions.

Sincerely,

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