



July 15, 2017
 Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

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

June 2017	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$40,573	\$44,341	\$3,768	\$373,660	\$409,984	\$36,324
F&B COGS	\$1,580	\$2,126	\$546	\$18,524	\$20,126	\$1,602
Merch. COGS	\$2,089	\$1,772	\$317	\$19,496	\$18,973	\$523
Total Cost of Sales	\$3,669	\$3,898	\$229	\$38,020	\$39,099	\$1,079
Gross Margin	\$36,904	\$40,443	\$3,539	\$335,640	\$370,885	\$35,245
Payroll Expense	\$28,474	\$26,012	\$2,462	\$333,202	\$310,563	\$22,639
Other Expense	\$6,375	\$14,600	\$8,225	\$202,032	\$203,825	\$1,793
NOI	\$2,055	\$169	\$2,224	\$199,594	\$143,503	\$56,091
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$75,000	\$75,000	\$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	\$4,195	\$6,419	\$2,224	\$30,935	\$230,475	\$199,540
Rounds	1,787	1,796	9	17,816	19,341	1,525
Average GF/CF	\$17	\$20	\$3	\$16	\$17	\$1

Overview:

June 2016 revenues for Wild Wings Golf Course were \$3,768 below the budget forecast and \$6,705 behind the prior year. Rounds of golf for the month were 9 rounds short of projections and 229 rounds less than the prior year. Green fee/cart revenues were short of projections by \$4,677, but merchandise sales exceeded budget by \$1,674. Food and Beverage sales were \$765 short of budget. The NOI for the month gained \$2,224 to budget projections and was \$804 behind the prior year. Payroll for the month was \$2,462 over budget, while Operating Expenses came in \$8,225 under budget. Payroll was over budget because there were additional hours charged to Carts and Pro Shop, due to training of new employees.

- Converted rounds:** 908 of the 1,787 rounds recorded for June were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,695 rounds for June. Total converted rounds for the fiscal year are 25,693.



Key Operational Highlights:

Course & Grounds: The following tasks were completed during June:

- Reseeded divots on tees.
- Removed all stakes and ropes from course.
- Fertilized putting greens.
- Weed eaten behind resident fences, in prep for fence maintenance.
- Replaced starter on fairway mower.
- Repaired irrigation controller adjacent to Pro Shop with retro fit kit.
- Repaired five broken irrigation pipes.
- Repaired seven Rainbird fairway sprinklers (replaced plunger solenoids).
- Replaced two "O" rings on Rainbird sprinklers.

Personnel

- Jackson Shumway rejoined our Golf Shop staff for the summer in anticipation of Sharon Young's move to Arizona, and Rick Humphrey joined the Pro Shop staff to replace Steven Shade, who resigned.

General

Key Actions to Drive Performance:

- Re-arranged Golf Shop merchandise displays.
- Called tournament groups from past events to obtain bookings for 2017
 - Booked 2 more events into the new next fiscal year.

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

Participated in a KemperSports' "Center of Excellence" webinar during the month

Weather for the month:

The weather turned very hot during the month of June, and there were 8 days in the middle of the month where temperatures ranged from 98°F to 107°F and a total of 17 days over 90°F. The Temperatures ranged from a night time low of 46°F to a high of 107°F during the month.



Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
June 2017	86.1	9.5	9.6	9.4	9.0	9.6	36
June 2016	85.1	9.2	9.4	9.0	8.0	9.4	47

Please call me if you have any questions.

Sincerely,

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