



August 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 July 2017 at Wild Wings Golf Club:

<b>July 2017</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>YTD</b>	<b>Budget</b>	<b>Variance</b>
Total Revenue	\$54,051	\$55,673	\$1,622	\$54,051	\$55,673	\$1,622
F&B COGS	\$1,836	\$1,972	\$136	\$1,836	\$1,972	\$136
Merch. COGS	\$2,475	\$2,261	\$214	\$2,475	\$2,261	\$214
<b>Total Cost of Sales</b>	<b>\$4,311</b>	<b>\$4,233</b>	<b>\$78</b>	<b>\$4,311</b>	<b>\$4,233</b>	<b>\$78</b>
<b>Gross Margin</b>	<b>\$49,740</b>	<b>\$51,440</b>	<b>\$1,700</b>	<b>\$49,740</b>	<b>\$51,440</b>	<b>\$1,700</b>
Payroll Expense	\$29,912	\$26,625	\$3,287	\$29,912	\$26,625	\$3,287
Other Expense	\$16,732	\$25,238	\$8,506	\$16,732	\$25,238	\$8,506
<b>NOI</b>	<b>\$3,096</b>	<b>\$423</b>	<b>\$3,519</b>	<b>\$3,096</b>	<b>\$423</b>	<b>\$3,519</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$6,250	\$6,250	\$0
Interest Expense Debt	\$0	\$0	\$0	\$0	\$0	\$0
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$0	\$0	\$0	\$0	\$0	\$0
<b>Net Cash From Ops</b>	<b>\$3,154</b>	<b>\$6,673</b>	<b>\$3,519</b>	<b>\$3,154</b>	<b>\$6,673</b>	<b>\$3,519</b>
Rounds	1,951	2,131	180	1,951	2,131	180
Average GF/CF	\$22	\$21	\$1	\$22	\$21	\$1

**Overview:**

The total revenue for July 2017 for Wild Wings Golf Course finished \$1,622 short of the budget forecast, but was \$2,285 ahead of the prior year. Rounds of golf for the month were 180 rounds below plan and 93 rounds behind prior year. Green fee/cart revenue was \$371 short of projections, merchandise sales were \$671 short of budget and Food and Beverage sales for the month were \$581 short of budget. Payroll for the month was \$3,286 over budget, while Operating Expenses came in \$8,506 under budget. Payroll was over budget due to additional hours charged to Course & Grounds and Pro Shop for additional irrigation hours and vacations utilized by Pro Shop employees. As a result of the near miss in revenues and the savings in total expenses, the NOI for the month gained \$3,581 to budget projections and was \$7,803 ahead of the prior year.



# KemperSports®

- **Converted rounds:** 981 of the 1,951 rounds recorded for July were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,932 rounds for July. Total converted rounds for the fiscal year are 2,932.

## **Key Operational Highlights:**

- There were 4 events scheduled during the month, with a total of 63 players. There was a Men's Club event and a NCGA qualifying event. Both the Men's Club events and the NCGA Qualifying Tournaments continue to have few participants.
- As stated in last month's report, the people who were scheduled to move in to the Nest Restaurant as food vendors, ran into a roadblock concerning the size of the kitchen, and will not be moving in. They have since vacated the restaurant.

## **Course & Grounds:**

### **The following tasks were completed during July:**

- Reseeded divots on tees.
- Sprayed fungicide on greens for black algae control.
- Fixed broken lateral irrigation pipes on holes #4 and #8.
- Replaced non-working hunter sprinklers in native areas.
- Sprayed bunker edges and removed dead Bermuda runners.
- Replaced fuel pump on Toro Green's mower
- Rebuilt front rollers on fairway mower. (Bearing seal replacement).
- Sharpened blades on rough mowers.
- Reset height on fairway mower. (higher)
- Weld grass shield for fairway cutting unit.
- Replaced 2 tires on golf carts

## **Personnel**

- There were no changes of personnel during the month of July.

## **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
- Booked party for August.

## **KemperSports - National and Regional Support Activities**

- Participated in 2 Kemper Center of Excellence Webinars during the month



**Weather for the month:**

- The weather turned very hot during the month of July, and the average high temperature for the month was 97°F. Temperatures ranged from 91°F to 109°F. Every day during the month of July was over 90°F.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
July 2017	90.0	9.4	9.5	9.1	8.3	9.6	50
July 2016	77.5	9.2	9.5	8.7	9.0	9.4	40

Please call me if you have any questions.

Sincerely,

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