



September 14, 2017
 Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

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

August 2017	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$38,552	\$44,282	\$5,730	\$92,515	\$99,955	\$7,440
F&B COGS	\$2,088	\$1,848	\$240	\$3,924	\$3,820	\$104
Merch. COGS	\$2,398	\$2,079	\$319	\$4,873	\$4,340	\$533
Total Cost of Sales	\$4,486	\$3,927	\$559	\$8,797	\$8,160	\$637
Gross Margin	\$34,066	\$40,355	\$6,289	\$83,718	\$91,795	\$8,077
Payroll Expense	\$29,554	\$26,182	\$3,372	\$59,466	\$52,806	\$6,660
Other Expense	\$22,283	\$16,943	\$5,340	\$39,016	\$42,181	\$3,165
NOI	\$17,771	\$2,770	\$15,001	\$14,764	\$3,192	\$11,572
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$12,500	\$12,500	\$0
Interest Expense Debt	\$5,303	\$0	\$5,303	\$5,303	\$0	\$5,303
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$230,295	\$0	\$230,295	\$230,295	\$0	\$230,295
Net Cash From Ops	\$200,971	\$9,020	\$209,991	\$197,728	\$15,692	\$213,420
Rounds	2,126	2,164	38	1,951	2,131	180
Average GF/CF	\$17	\$19	\$2	\$21	\$21	\$0

Overview:

August 2017 revenues for Wild Wings Golf Course fell short of budget forecasts by \$5,730 and were \$2,187 behind the prior year. Extreme heat in the Woodland area essentially limited play to early mornings and late afternoons, which were both busy but did not create the expected revenue. As a result, rounds of golf for the month were 38 rounds short of projections and 59 rounds better than the prior year. Green fee and cart fee revenues were short of projections by \$4,844, merchandise sales beat budget by \$239 and food & beverage sales were \$824 short of budget. Payroll for the month was \$3,372 over budget, while Operating Expenses came in \$5,340 over budget. Payroll was over budget because of additional hours for Course & Grounds for extra irrigation hours, vacations by Pro Shop staff and training of new staff. Operating expenses were over budget due to catch-up from expenses budgeted for July that were spent in August. The NOI for the month was \$15,001 below budget projections and was \$8,745 behind the prior year.

- **Converted rounds:** 972 of the 2,126 rounds recorded for August were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 3,098 rounds for August. Total converted rounds for the fiscal year are 6,030.

Key Operational Highlights:

- There was 1 event scheduled during the month, with a total of 60 players.
- Extreme heat limited play to early mornings and late afternoons, which were busy, but did not create the expected revenue.
- Men's Thursday Night Twilight remained strong.

Course & Grounds:**The following tasks were completed during August:**

- Reseeded divots on tees.
- Sprayed fungicide on greens for black algae control.
- Sprayed fungicide on greens for fairy ring control.
- Fertilized putting greens.
- Sprayed bunker edges with Round-up and removed dead Bermuda runners.
- Repaired five broken irrigation pipes.
- Repaired five leaking Rainbird fairway sprinklers.
- Replaced broken throttle cable on Toro 3599D rough mower.
- Replaced faulty fuel pump on Toro 3150 Green's mower.
- Replaced broken hydraulic motor on Toro 44500D fairway mower

Personnel

- Rick Humphrey joined the Pro Shop staff to take the place of Jackson Shumway who returned to school.

General

- Continue to improve golf cart fleet maintenance.

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 1 party for September and 1 party for October.



KemperSports - National and Regional Support Activities

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

Weather for the month:

- The weather continued to be very hot during the month of August, and the average high temperature for the month was 95°F, and ranged from 82°F to 108°F. Temperatures ranged from a night time low of 55°F to a daytime high of 108°F during the month.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
August2017	78.9	9.2	9.5	8.8	9.0	9.3	38
August2016	85.7	9.1	9.4	8.6	8.0	9.4	56

Please call me if you have any questions.

Sincerely,

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