



October 18, 2017
 Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

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

September 2017	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$39,192	\$42,539	\$3,347	\$131,606	\$142,494	\$10,888
F&B COGS	\$1,815	\$2,175	\$360	\$5,739	\$5,995	\$256
Merch. COGS	\$1,533	\$2,195	\$662	\$6,406	\$6,535	\$129
Total Cost of Sales	\$3,348	\$4,370	\$1,022	\$12,145	\$12,530	\$385
Gross Margin	\$35,844	\$38,169	\$2,325	\$119,461	\$129,964	\$10,503
Payroll Expense	\$30,658	\$26,280	\$4,378	\$90,124	\$79,087	\$11,037
Other Expense	\$23,669	\$25,873	\$2,204	\$62,685	\$68,054	\$5,369
NOI	\$18,483	\$13,984	\$4,499	\$33,348	\$17,177	\$16,171
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$18,750	\$18,750	\$0
Interest Expense Debt		\$0	\$0	\$5,303	\$0	\$5,303
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$0	\$0	\$0	\$230,295	\$0	\$230,295
Net Cash From Ops	\$24,733	\$20,234	\$4,499	\$172,894	\$35,927	\$208,821
Rounds	1,823	1,961	138	5,900	6,256	356
Average GF/CF	\$10	\$17	\$7	\$18	\$17	\$1

Overview:

September 2017 revenues for Wild Wings Golf Course were \$3,347 below budget, but were \$259 ahead of the prior year. Rounds of golf for the month were 138 rounds short of projections and 52 rounds behind the prior year. Green fee/cart fee revenues were \$250 short of projections, merchandise sales were \$1,296 short of projections and food & beverage sales were \$1,791 short of budget. The NOI for the month lost \$4,499 to budget projections and was \$8,522 behind the prior year. Payroll for the month was \$4,378 over budget, while operating expenses were \$2,204 over budget. Payroll was over budget due to the additional hours charged to course & grounds for extra irrigation hours, aerification of the greens (overtime), vacation hours utilized by pro shop employees, and training of new staff. Operating expenses were over budget due to the timing of expenses that were budgeted for July and August and ended up being spent in September.

- Converted rounds:** 922 of the 1,823 rounds recorded for September were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,745 rounds for September. Total converted rounds for the fiscal year are 8,775.

Northwest Regional Office
 18119 Via Encantada, Monte Sereno, CA 95030
 (415)722-3580

Key Operational Highlights:

- There were 3 events scheduled during the month, with a total of 50+players. There was 1 Men's Club event, an outside senior event, and a DOJ staff tournament. Wild Wings also hosted the Golden Empire League Girl's Golf Championship during the month.
- Heat and high winds limited play to early mornings and late afternoons, which were busy, but did not create the expected revenue. The greens were aerified and top-dressed the last week of September, which further reduced play.
- Men's Thursday Night Twilight remains strong.

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

- Reseeded divots on tees.
- Fertilized putting greens.
- Sprayed putting greens for caterpillars.
- Sprayed putting greens for disease.
- Aerated putting greens with solid tines and backfilled holes with sand.
- Repaired 6 broken irrigation lines.
- Replaced 7 Hunter sprinklers in native areas.
- Replaced 4 solenoid plungers on leaking Rainbird fairway sprinklers.
- Replaced battery on 4500D rough mower.
- Replaced air filter on triplex greens mower.

Personnel

- Added Bryce Miyahara to Carts/Pro Shop staff.

General

- Continue to improve golf cart fleet maintenance.

Key Actions to Drive Performance:

- The weather continued to be warm during the month of September with an average high of 85°F. The temperatures ranged from 48°F to 107°F. Temperatures ranged from a night time low of 55°F to a daytime high of 107°F. There were 18 days in the month with winds between 10 to 15mph and 6 days with gust of 20 to 25 mph.
- Re-arranged Golf Shop merchandise displays.
- Called tournament groups from past events to obtain bookings for 2017.
 - Booked 2 more events into the new 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 October.



KemperSports - National and Regional Support Activities

- Participated in 1 Kemper Center of Excellence Webinar during the month and 1 EZLinks webinar to review new POS features.

Weather for the month:

- The weather continued to be very hot during the month of September, and the average high temperature for the month was 95°F, and ranged from 82°F to 107°F.
- Temperatures ranged from a night time low of 55°F to a daytime high of 107°F during the month.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
September2017	75.8	9.2	9.6	8.6	8.7	9.3	33
September2016	84.0	9.2	9.6	8.8	7.3	9.5	50

Please call me if you have any questions.

Sincerely,

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