



November 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 October 2017 at Wild Wings Golf Club:

| October 2017 | Actual | Budget | Variance | YTD | Budget | Variance |
|----------------------------|-----------------|-----------------|----------------|------------------|------------------|------------------|
| Total Revenue | \$32,566 | \$27,836 | \$4,730 | \$164,172 | \$170,330 | \$6,158 |
| F&B COGS | \$1,250 | \$1,402 | \$152 | \$6,989 | \$7,397 | \$408 |
| Merch. COGS | \$1,255 | \$1,253 | \$2 | \$7,661 | \$7,788 | \$127 |
| Total Cost of Sales | \$2,505 | \$2,655 | \$150 | \$14,650 | \$15,185 | \$535 |
| Gross Margin | \$30,061 | \$25,181 | \$4,880 | \$149,522 | \$155,145 | \$5,623 |
| Payroll Expense | \$29,345 | \$26,675 | \$2,670 | \$119,469 | \$105,762 | \$13,707 |
| Other Expense | \$15,264 | \$13,075 | \$2,189 | \$77,949 | \$81,128 | \$3,179 |
| NOI | \$14,548 | \$14,569 | \$21 | \$47,896 | \$31,745 | \$16,151 |
| Other Expenses | | | | | | |
| Management Fee | \$6,250 | \$6,250 | \$0 | \$25,000 | \$25,000 | \$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 | \$20,798 | \$20,819 | \$21 | \$152,096 | \$56,745 | \$208,841 |
| | | | | | | |
| Rounds | 1,664 | 1,320 | 344 | 7,564 | 7,576 | 12 |
| Average GF/CF | \$16 | \$16 | \$0 | \$16 | \$18 | \$2 |

Overview:

October 2017 revenues for Wild Wings Golf Course exceeded budget forecasts by \$4,730 and were \$7,781 ahead of the prior year. Rounds of golf for the month were 344 rounds ahead of projections and 405 rounds ahead of the prior year. Green fee/cart revenues exceeded projections by \$5,058. Merchandise sales also exceeded budget projections, but only by \$95. Food and Beverage sales were \$746 short of budget. Payroll for the month was \$2,670 over budget, while Operating Expenses came in \$2,189 over budget. Payroll was over budget because there were additional hours charged to Course & Grounds, due to overtime, and vacations utilized by Pro Shop employees, and training of new staff. Operating expenses were over budget due to cart expenses and advertising expenses that ended up being taken in October. The NOI for the month gained \$21 to budget and was \$11,660 ahead of the prior year.

- **Converted rounds:** 731 of the 1,669 rounds recorded for October were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,400 rounds for October. Total converted rounds for the fiscal year are 11,175.

Key Operational Highlights:

- There was 1 event scheduled during the month, with a total of 47 players. Thursday Night Men's Twilight concluded on the 26th of October, and will start again in April of 2018. Twilight league play averaged 28 players each week throughout the league season.

Course & Grounds:

The following tasks were completed during October:

- Reseeded divots on tees.
- Fertilized putting greens.
- Sprayed putting greens for disease prevention.
- Fertilized tees.
- Fertilized fairways.
- Replaced bed knives and sharpened triplex greens mower.
- Removed cattails on large lake on hole #4.
- Cut cattails away from inlets and outlets in other lakes.
- Repaired leaking faucet and hose at cart storage.
- Installed new cups on putting greens.
- Replaced worn out red, white and blue pin placement balls on flag poles with red, white and blue "please repair ball marks" flags.
- Repaired four broken irrigation pipes on holes #3, #4, two on hole #6
- Replaced six broken hunter sprinklers in Native areas around gold course.
- Repaired seven leaking fairway irrigation sprinklers in fairways #1, #4, #5 and #8.

Personnel

- No changes were made to golf course personnel during the month of October.

General

- Continue to improve golf cart fleet maintenance.

Key Actions to Drive Performance:

- Weather during the month of October was warmer than normal, but very mild. Wildfires in Northern California coupled with high winds, made for unhealthy playing conditions during the first half of the month. Greens were aerified and top dressed the last week in September, so the **healing** process extended into the first part of October. This combined with the smoky conditions, resulted in rounds being lower than anticipated. Loss of tenant in Restaurant reduced revenue in the form of rent that was budgeted.
- 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 KemperSports Center of Excellence webinar during the month

Weather for the month:

- The weather continued to be warm during the month of October, and ranged from a low of 41°F in the mornings to a high of 88°F in the afternoons. Smoky, windy conditions affected play in the first half of the month. (Napa, Sonoma, Santa Rosa fires)

| Course | NPS | Overall Rating | Service Rating | Course Rating | Food Rating | Recommend Rating | # of Surveys |
|-------------|------|----------------|----------------|---------------|-------------|------------------|--------------|
| October2017 | 80.0 | 9.1 | 9.5 | 8.4 | 8.0 | 9.4 | 40 |
| October2016 | 76.7 | 9.1 | 9.5 | 8.5 | 10.0 | 9.2 | 30 |

Please call me if you have any questions.

Sincerely,

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