



March 20, 2018
 Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

The following is the financial summary and key highlights for the month of February 2018 at Wild Wings Golf Club:

February 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$29,303	\$9,593	\$19,710	\$276,880	\$246,927	\$29,953
F&B COGS	\$1,100	\$382	\$718	\$11,779	\$10,605	\$1,174
Merch. COGS	\$2,750	\$390	\$2,360	\$14,391	\$12,078	\$2,313
Total Cost of Sales	\$3,850	\$772	\$3,078	\$26,170	\$22,683	\$3,487
Gross Margin	\$25,453	\$8,821	\$16,632	\$250,710	\$224,244	\$26,466
Payroll Expense	\$23,355	\$25,543	\$2,188	\$225,333	\$209,590	\$15,743
Other Expense	\$14,346	\$18,928	\$4,582	\$142,215	\$133,784	\$8,431
NOI	\$12,248	\$35,650	\$23,402	\$116,838	\$119,130	\$2,292
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$50,000	\$50,000	\$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	\$18,498	\$41,900	\$23,402	\$58,154	\$169,130	\$227,284
Rounds	1,461	1,468	7	13,376	12,044	1,332
Average GF/CF	\$16	\$5	\$11	\$16	\$16	\$0

Overview:

February 2018 revenues for Wild Wings Golf Course exceeded budget forecasts by \$19,710 and were \$20,984 ahead of the prior year. Rounds of golf for the month were 7 rounds short of projections and 973 rounds ahead of the prior year. Green fee/cart revenues exceeded projections by \$16,318. Merchandise sales were ahead of budget by \$2,529. Food and Beverage sales were \$865 ahead of budget. Payroll for the month was \$2,188 under budget, while Operating Expenses came in \$4,582 under budget. The NOI for the month gained \$23,402 to budget projections.

Converted rounds: 677 of the 1,461 rounds recorded for February were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,138 rounds for February. Total converted rounds for the fiscal year are 19,730.



Key Operational Highlights:

- There were two events scheduled during the month. A SIR's event with 20 players, and a Men's Club event with 16 players. Two additional events were scheduled for the month of March, along with 3 events scheduled for May.

Course & Grounds:

The following tasks were completed during February:

- Re-seeded divots on tees.
- Sprayed weeds in parking lot and landscaped areas.
- Constructed new forward tees (red) for ladies and juniors.
- Trapped gophers in bunkers, roughs and collars next to greens.
- Added sand to bunker next to #8 green.
- Fixed broken pipe behind #5 green, next to cart path.
- Trimmed shrubs along front wall of water treatment plant.
- Trimmed trees and shrubs in corporation yard.
- Removed fallen limbs from behind residents house on hole #5.
- Replaced tire on turf hauler vehicle.
- Installed new tines behind sand machine.
- Punched holes in dry spots on greens and hand watered.
- Removed large tree roots growing into putting green on hole #3.

Personnel

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

General

- Continue to improve golf cart fleet maintenance.
- New seats for carts have been ordered, and will be replaced by the manufacturer.

Key Actions to Drive Performance:

- The weather was mild during the month of February, with temperatures ranging from 27°F in the morning to 75°F as a high in the afternoon. There were 3 days that saw rain during the month.
- Loss of tenant in Restaurant, also reduced revenue from loss of rent that was budgeted.
- Re-arranged Golf Shop merchandise displays.
- Called tournament groups from past events to obtain bookings for 2018.

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 1 Kemper Center of Excellence Webinar during the month, and one EZLinks POS Webinar during the month.
- Attended KemperSports Leadership Conference in Chicago.



Weather for the month:

- The weather was mild during the month of February, with temperatures ranging from 27°F in the morning to 75°F as a high in the afternoon. There were 3 days that saw rain during the month.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
February2018	75.0	9.0	9.4	8.5	5.5	9.3	28
February2017	70.8	8.8	9.4	7.9	7.7	9.2	24

Please call me if you have any questions.

Sincerely,

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