



April 17, 2018

Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

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

March 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$34,570	\$32,908	\$1,662	\$311,450	\$279,834	\$31,616
F&B COGS	\$1,302	\$1,824	\$522	\$13,081	\$12,429	\$652
Merch. COGS	\$2,395	\$1,582	\$813	\$16,786	\$13,660	\$3,126
Total Cost of Sales	\$3,697	\$3,406	\$291	\$29,867	\$26,089	\$3,778
Gross Margin	\$30,873	\$29,502	\$1,371	\$281,583	\$253,745	\$27,838
Payroll Expense	\$31,009	\$26,712	\$4,297	\$256,343	\$236,301	\$20,042
Other Expense	\$12,888	\$19,909	\$7,021	\$155,103	\$153,693	\$1,410
NOI	\$13,024	\$17,119	\$4,095	\$129,863	\$136,249	\$6,386
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$56,250	\$56,250	\$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	\$19,274	\$23,369	\$4,095	\$38,879	\$192,499	\$231,378
Rounds	1,632	2,673	1,041	15,008	14,717	291
Average GF/CF	\$16	\$9	\$7	\$16	\$15	\$1

Overview:

March 2018 revenues for Wild Wings Golf Course exceeded the budget forecasts by \$1,662 and were \$3,790 ahead of the prior year. Rounds of golf for the month were 1,041 rounds short of projections and 12 rounds ahead of the prior year. Green fee/cart revenues exceeded projections by \$596. Merchandise sales were ahead of budget by \$1,369. Food and Beverage sales were \$2,336 short of budget. The NOI for the month gained \$4,095 to budget projections. Payroll for the month was \$4,297 over budget, while Operating Expenses came in \$7,021 under budget. Payroll was over budget due to extra man-hours needed to irrigate course and operate alternative pumping facilities, due to down water plant operations. (See payroll breakdown on monthly financials)

Converted rounds: 837 of the 1,632 rounds recorded for March were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,469 rounds for March. Total converted rounds for the fiscal year are 22,119.

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

Key Operational Highlights:

- There were three events scheduled during the month. Two SIR's events with 80 players and a Men's Club event with 16 players. Two additional events are scheduled for the month of April, along with 3 events, tentatively scheduled for May.

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

- Re-seeded divots on tees.
- Cut back branches from trees behind lake on Hole #6.
- Removed tree roots growing into green on hole #3.
- Installed tube in tire of rough mower.
- Sprayed weeds in parking lot and landscaped areas
- Planted flowers in landscaped area next to Pro Shop
- Replaced rollers on fairway mower. (Given to us from Rancho Murieta)
- Replaced burnt wires in Yamaha utility cart.
- Fertilized putting greens.
- Mowed ne red tees.
- Replaced tire on Ez-Go turf hauler
- Mowed vacant field behind hole #4..

Personnel

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

General

- Continue to improve golf cart fleet maintenance.
- New seats for carts have been ordered, and will be replaced by the manufacturer.
- Seats have arrived and are scheduled for installation on 4/20/2018.

Key Actions to Drive Performance:

- 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 Safety Webinar during the month and one EZLinks POS Webinar during the month.

Weather for the month:

- The weather was mild during the month of March, with temperatures ranging from 30°F in the morning to 86°F as a high in the afternoon. There were 8 days that saw rain during the month, with 3 of those days having no revenue.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
March2018	54.2	8.5	9.3	7.6	8.0	8.6	24
March2017	82.7	9.2	9.5	8.7	8.5	9.5	52

Please call me if you have any questions.

Sincerely,

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