



September 14, 2018

Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

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

August 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$33,836	\$45,492	\$11,656	\$70,908	\$86,994	\$16,086
F&B COGS	\$316	\$2,271	\$1,955	\$2,108	\$4,205	\$2,097
Merch. COGS	\$1,711	\$2,243	\$532	\$3,286	\$4,538	\$1,252
Total Cost of Sales	\$2,027	\$4,514	\$2,487	\$5,394	\$8,743	\$3,349
Gross Margin	\$31,809	\$40,978	\$9,169	\$65,514	\$78,251	\$12,737
Payroll Expense	\$32,594	\$28,414	\$4,180	\$60,675	\$57,140	\$3,535
Other Expense	\$20,687	\$20,352	\$335	\$49,619	\$46,529	\$3,090
NOI	\$21,472	\$7,788	\$13,684	\$44,780	\$25,418	\$19,362
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$12,500	\$12,500	\$0
Interest Expense Debt	\$0	\$11,980	\$11,980	\$0	\$11,980	\$11,980
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$14,171	\$250,000	\$235,829	\$262,300	\$250,000	\$12,300
Net Cash From Ops	\$13,551	\$223,982	\$237,533	\$205,020	\$200,102	\$4,918
Rounds	1,764	2,096	332	3,450	3,895	445
Average GF/CF	\$16	\$17	\$1	\$18	\$17	\$1

Overview:

August 2018 revenues for Wild Wings Golf Course fell short of budget forecasts by \$11,656 and were \$4,614 short of the prior year. Rounds of golf for the month were 332 rounds short of projections and were 362 rounds short of the prior year. Green fee/cart revenues fell short of projections by \$8,445, Merchandise sales were short of budget by \$1,022 and Food and Beverage sales were short of budget by \$2,292. The NOI for the month lost \$13,684 to budget projections. Payroll for the month lost \$4,170 to budget, while Operating Expenses came in \$335 over budget. A variety of factors contributed to the losses such as heat, smoky conditions from the local wild fires and the training of new personnel to take over for people leaving Wild Wings. All in all it was a poor showing for the month.

- **Converted rounds:** 1003 of the 1,764 rounds recorded for August were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,768 rounds for August. Total converted rounds for the fiscal year are 5,401.



Key Operational Highlights:

- There was one event scheduled during the month.
 - The Men's Club held their Club Championship during August, but only had 8 entries
 - Bob Neri was crowned Club Champion.
- Weather during the month of August was hot, with 16 days above 90°F and 2 days over 100°F. During the first half of August, forest fires continued to create harsh conditions for air quality, and between the heat and smoke the conditions were not conducive to outdoor activities.

Course & Grounds:

The following tasks were completed during August:

- Reseeded divots on tees
- Fertilized putting greens
- Sprayed putting greens for caterpillar infestation
- Repaired broken irrigation pipes on holes #1, #5, and #8
- Replaced six worn solenoid plungers in Rainbird irrigation sprinklers
- Replaced three worn solenoids in Rainbird irrigation sprinklers
- Sharpened blades on rough mower
- Ground reels to sharpen on triplex greens mower
- Replaced worn bed knives on triplex greens mower
- Replaced battery in Toro rough mower

Personnel

- Changes were made to golf course personnel during the month of August. Kevin Lewis, Lloyd Brown and Russ Leverenz joined the Pro Shop Staff on part time basis replacing Scott Cunningham and Elizabeth Campos.

General

- Continue to improve golf cart fleet maintenance
 - 29 of 30 carts have had seats replaced, and the 1 remaining cart is scheduled to have the seat replaced as soon as it arrives.
- Next CSA Golf Sub-Committee meeting is scheduled for October 3rd, 2018

Key Actions to Drive Performance:

- New fees were put in place starting on August 9th, and we are anticipating an increase in revenues once playing conditions and air quality improves.
- Re-arranged Golf Shop merchandise displays.
- Called tournament groups from past events to obtain bookings for 2018-19.
- Contacted Senior "No Name Golf Club", and booked them for an 18 hole event September 26th with 50 players.



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.
- Looking at Food Truck(s) to service golfers and residents.

KemperSports - National and Regional Support Activities

- Participated in 1 Kemper Center of Excellence Webinar during the month, and one EZLinks Seminar,

Weather for the month:

- Weather during the month of August was hot, with 16 days above 90°F and 2 days over 100°F

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
August2018	76.9	9.2	9.6	8.7	-	9.3	39
August2017	78.9	9.2	9.5	8.8	9.0	9.3	38

Please call me if you have any questions.

Sincerely,

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