



October 13, 2018

Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

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

September 2018	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$41,769	\$40,103	\$1,666	\$112,678	\$127,097	\$14,419
F&B COGS	\$965	\$2,041	\$1,076	\$3,072	\$6,247	\$3,175
Merch. COGS	\$1,769	\$1,835	\$66	\$5,055	\$6,373	\$1,318
Total Cost of Sales	\$2,734	\$3,876	\$1,142	\$8,127	\$12,620	\$4,493
Gross Margin	\$39,035	\$36,227	\$2,808	\$104,551	\$114,477	\$9,926
Payroll Expense	\$28,777	\$28,118	\$659	\$89,452	\$85,257	\$4,195
Other Expense	\$18,952	\$21,912	\$2,960	\$68,570	\$68,441	\$129
NOI	\$8,694	\$13,803	\$5,109	\$53,471	\$39,221	\$14,250
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$18,750	\$18,750	\$0
Interest Expense Debt	\$1,288	\$0	\$1,288	\$1,288	\$11,980	\$10,692
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$0	\$0	\$0	\$262,300	\$250,000	\$12,300
Net Cash From Ops	\$16,232	\$20,053	\$3,821	\$188,791	\$180,049	\$8,742
Rounds	1,850	1,899	49	5,300	5,794	494
Average GF/CF	\$19	\$17	\$2	\$17	\$17	\$0

Overview:

- September 2018 revenues exceeded budget forecasts by \$1,666, and were \$2,577 ahead of the prior year. Rounds for the month were 49 rounds short of projections and 27 rounds ahead of the prior year. Green fee/cart revenue exceeded budget projections by \$2,272, Pro Shop sales beat budget projections by \$495 and Food and Beverage sales were \$1,013 short of plan. Payroll for the month was \$659 over budget, while Operating Expenses came in \$2,960 under budget.

Converted rounds:

- 1,081 of the 1,850 rounds recorded for September were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 2,931 rounds for September. Total converted rounds for the fiscal year are 8,332. While it appears that we are experiencing a slight decrease in rounds, probably due to the \$3.00 rate hike, we are improving green fee and cart fee totals.

Key Operational Highlights:

- There was one event scheduled during the month. The Men's Club held their Club Championship during September, but only had 8 entries. Bob Neri was crowned Club Champion.
- The weather in September was exceptional. There were 15 days above 90°F, while the remainder of the month was mild with very little wind.

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

- Reseeded divots on tees
- Removed weeds and grass from landscaped areas around clubhouse
- Pruned palm trees in parking lot
- Sprayed wetting agent on putting greens for water penetration
- Sprayed greens for fairy ring disease
- Replaced worn verti-cutter blades with new ones
- Replaced air filters on triplex mowers
- Replaced dead battery on Toro greens aerator
- Replaced blown tire on triplex tee mower
- Repaired broken pipes on holes #1, #2, #5 and #8
- Replaced worn sprinklers in native areas on holes #7 and #9

Personnel

- Changes were made to golf course personnel during the month of September. Jake Gill, Kevin Lewis, Lloyd Brown and Russ Leverenz joined the Pro Shop Staff on part time basis

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
 - Carts are in good condition and continue to provide excellent service
- The CSA Golf Sub-Committee meeting was held on 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 October 25th 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
- Scheduled a Food Truck to service golfers and residents, beginning Saturday November 3rd.
 - We will see how it goes and schedule additional days as circumstances allow

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:

- The weather in September was exceptional. There were 15 days above 90°F while the remainder of the month was mild with very little wind.

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
September2018	87.7	9.4	9.7	8.8	9.5	9.5	57
September2017	75.8	9.2	9.6	8.6	8.7	9.3	33

Please call me if you have any questions.

Sincerely,

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