



June 14, 2019

Beth Gabor
 County of Yolo
 Woodland, CA 95695

Dear Beth,

The following is the financial summary and key highlights for the month of May 2019 at Wild Wings Golf Club:

May 2019	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$41,646	\$45,783	\$4,137	\$323,436	\$399,619	\$76,183
F&B COGS	\$2,307	\$2,259	\$48	\$11,729	\$18,105	\$6,376
Merch. COGS	\$2,210	\$2,001	\$209	\$14,814	\$20,204	\$5,390
Total Cost of Sales	\$4,517	\$4,260	\$257	\$26,543	\$38,309	\$11,766
Gross Margin	\$37,129	\$41,523	\$4,394	\$296,893	\$361,310	\$64,417
Payroll Expense	\$30,482	\$30,361	\$121	\$311,149	\$317,749	\$6,600
Other Expense	\$16,772	\$16,147	\$625	\$202,245	\$201,077	\$1,168
NOI	\$10,125	\$4,985	\$5,140	\$216,501	\$157,516	\$58,985
Other Expenses						
Management Fee	\$6,250	\$6,250	\$0	\$68,750	\$68,750	\$0
Interest Expense Debt	\$0	\$0	\$0	\$1,288	\$11,980	\$10,692
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$14,429	\$0	\$14,429	\$479,054	\$250,000	\$229,054
Net Cash From Ops	\$1,946	\$11,235	\$9,289	\$192,515	\$11,754	\$180,761
Rounds	2,021	2,101	80	15,740	18,748	3,008
Average GF/CF	\$17	\$18	\$1	\$17	\$17	\$0

Overview:

May 2019 revenues were short of the budget forecasts due to inclement weather throughout the month. Total revenues were \$4,137 below plan and \$660 short of the prior year. Rounds for the month were 80 rounds short of projections and 36 rounds short of last year. Green fee/cart revenue were short of budget projections by \$2,844, while Pro Shop sales were \$378 below budget projections. Food and Beverage sales were \$759 behind budget. Payroll for the month was \$121 over budget, while Operating Expenses came in \$625 over budget. The NOI for the month was \$5,140 behind plan and \$1,145 better than prior year.

Converted rounds: 1,129 of the 2,121 rounds recorded for May were 18 hole rounds. Converting those rounds to 9 hole rounds resulted in a total of 3,259 rounds for May. Total converted rounds for the fiscal year are 21,338



Key Operational Highlights:

- Financial performance still a challenge due primarily to weather
- There were 3 SIR's events in May, 2 Men's Club events and 2 outside groups totaling 200+ players. In addition, there were 4 events that utilized the Nest for parties.
- Beginning in April, we began a new Ladies Twilight League on Tuesday evenings and so far, some 40 women have signed up to play. The Men's Twilight League is on Thursday evenings and both leagues will run until October.

Course & Grounds:

The following tasks were completed during May:

- Reseeded divots on tees.
- Verticut putting greens.
- Weed eaten fence lines behind resident's homes.
- Sprayed weeds in landscaped areas around clubhouse.
- Sprayed weeds in pavement cracks in parking lot.
- Weed eaten around irrigation satellites.
- Cleaned distance markers on tees.
- Cleaned around distance markers in fairways.
- Painted yardage on broken Kirby fairway yardage markers.
- Installed new PM pump (prime monitor).
- Had irrigation pumps and electrical hardware inspected and tuned up.
- Repaired 750 and 700 Rainbird sprinklers in roughs, fairways and greens perimeters.
- Repaired broken irrigation pipes on holes #4, #6 and #7.

Personnel

- There were no personnel changes during the month of May.

General

- Continue to improve golf cart fleet maintenance. Carts are in fair condition and continue to give good service. Re-negotiated a new roll-over cart lease that will give us 5 more carts, replace our existing fleet (2013 models) with 2017 models, and help ease the shortage of carts. New lease will go into effect as soon as they are delivered.
- Next CSA Golf Sub-Committee meeting is scheduled for June 5th, 2019

Weather for the month:

- The weather in May was cooler than April for the majority of the month, and temperatures ranged from 48°F to 96°F. There were 6 days of rain and only 2 days of wind greater than 20mph.

Key Actions to Drive Performance:

- Re-arranged Golf Shop merchandise displays
- Called tournament groups from past events to obtain bookings for 2018-19.



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
- Continue to work on booking banquet events for the Nest.

KemperSports - National and Regional Support Activities

- Participated in a Kemper Center of Excellence Webinar during the month
- Completed Safety National review and scorecard
- KemperSports hosted a Regional Summit in Palm Springs this past month to drive revenues and share best practices

Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
May2019	76.2	9.2	9.5	8.8	7.3	9.3	42
May2018	70.3	8.9	9.2	8.4	9.3	9.1	37

Please call me if you have any questions.

Sincerely,

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