



September 16, 2019

David Block  
 County of Yolo  
 Woodland, CA 95695

Dear David,

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

August 2019	Actual	Budget	Variance	YTD	Budget	Variance
Total Revenue	\$38,184	\$39,793	\$1,609	\$83,960	\$81,521	\$2,439
F&B COGS	\$1,240	\$1,430	\$190	\$3,076	\$3,030	\$46
Merch. COGS	\$612	\$1,958	\$1,346	\$2,193	\$4,180	\$1,987
<b>Total Cost of Sales</b>	<b>\$1,852</b>	<b>\$3,388</b>	<b>\$1,536</b>	<b>\$5,269</b>	<b>\$7,210</b>	<b>\$1,941</b>
<b>Gross Margin</b>	<b>\$36,332</b>	<b>\$36,405</b>	<b>\$73</b>	<b>\$78,691</b>	<b>\$74,311</b>	<b>\$4,380</b>
Payroll Expense	\$35,512	\$29,220	\$6,292	\$66,579	\$58,440	\$8,139
Other Expense	\$17,187	\$17,228	\$41	\$32,426	\$39,091	\$6,665
<b>NOI</b>	<b>\$16,367</b>	<b>\$10,043</b>	<b>\$6,324</b>	<b>\$20,314</b>	<b>\$23,220</b>	<b>\$2,906</b>
<b>Other Expenses</b>						
Management Fee	\$6,250	\$6,250	\$0	\$12,500	\$12,500	\$0
Interest Expense Debt	\$0	\$0	\$0	\$1	\$0	\$1
Interest Expense Leases	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$20,778	\$16,000	\$4,778	\$20,778	\$32,000	\$11,222
<b>Net Cash From Ops</b>	<b>\$1,839</b>	<b>\$293</b>	<b>\$1,546</b>	<b>\$12,035</b>	<b>\$3,720</b>	<b>\$8,315</b>
Rounds	1,863	1,935	72	3,966	3,749	217
Average GF/CF	\$17	\$17	\$0	\$17	\$18	\$1

**Overview:**

August was a very hot month, which impacted the overall play at Wild Wings, especially in the afternoons. This was a common trend among all of my properties in the valleys where it is consistently hotter, and all missed their revenues plans due to the high temperatures. As a result, the total revenues at Wild Wings for the month were \$1,609 behind plan but were \$4,348 ahead of the prior year. Total rounds of golf missed budget by 72 rounds for August but were 99 rounds ahead of last year. Green fee/Cart fee revenue fell short of budget projections by \$1,525, while Pro Shop sales fell short of budget projections by \$194. Food and Beverage sales exceeded budget projections by \$109. The total payroll for the month was \$6,292 over budget, which was due to vacation taken by staff, and the training of new employees. The Operating Expenses for the month finished \$41 over budget and \$3,500 better than prior year. The EBITDA for the month was \$6,324 over budget and \$5,106 better than prior year. Year to date the EBITDA is \$2,906 better than plan and \$24,464 better than prior year, which is a very solid start to the new fiscal year.

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**Key Operational Highlights:**

The financial performance is steady as we complete the second month of the fiscal year

- There were 3 outside events in August, 2 Men's Club events and 4 weeks of 80+ players from the Senior Tuesday League, the Tuesday Women's Twilight league, and the Thursday Men's Twilight league. In addition, there was 1 event that utilized the Nest for a party.

**Key Actions to Drive Performance:**

- Re-arranged Golf Shop merchandise displays.
- Called tournament groups from past events to obtain bookings for 2019-20

**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

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

- Reseeded divots on tees
- Edged around inside of bunkers
- Repaired broken pipes on holes #4, #6 and #7
- Applied fungicide on greens for disease control
- Sharpened blades on rough mowers
- Removed unwanted weeds and grass from landscape area behind Pro Shop
- Removed cattails from behind cart barn and sprayed with Round-up
- Rebuilt front rollers on triplex greens mower
- Replaced worn o ring in hydraulic valve bank on fairway mower

**Personnel**

- Two new employees were added to the staff during August. Dan Parcell was re-hired, and Jeff Cooper was added to the staff.

**General**

- The bi-monthly client meeting was held August 7th. County representative Beth Gabor announced her transfer to a new position, and that she was moving into the Probation department. Her replacement is David Block. The next Client meeting is scheduled for October 16th, 2019 at 5:30pm



**Weather for the month:**

- The weather in August turned hot, and for most of the month, high temperatures ranged from 82° to 102°F. Overnight low temperatures ranged from 55° to 68°F. There were 16 days over 95°F. Average low temp was 61° and average high temp was 93.5°

**KemperSports - National and Regional Support Activities**

- Monthly sales call conducted along with Nadia Chapman, Randy Thomas to review revenue generating ideas and share best practices from other KemperSports properties



Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
August2019	85.0	9.2	9.3	8.9	8.3	9.5	60
August2018	76.9	9.2	9.6	8.7		9.3	39

Please call me if you have any questions.

Sincerely,

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