



April 6, 2022

Kimberly Villa
 County of Yolo
 Woodland, CA 95695

Dear Kimberly,

Following is the financial summary and key highlights for the months of January and February at Wild Wings Golf Club:

Jan/Feb 2022	Actual	Budget	Variance	PY	Variance	YTD	Budget	Variance	PY	Variance
Total Revenue	\$78,458	\$78,525	(\$67)	\$80,871	(\$2,413)	\$364,094	\$372,785	(\$8,691)	\$381,696	(\$17,602)
Total COGS	\$1,864	\$6,097	(\$4,233)	\$4,351	(\$2,487)	\$24,697	\$31,033	(\$6,336)	\$27,316	(\$2,619)
Gross Margin	\$76,594	\$72,428	\$4,166	\$76,520	\$74	\$339,397	\$341,752	(\$2,355)	\$354,380	(\$14,983)
Payroll Expense	\$63,259	\$59,850	\$3,409	\$65,482	(\$2,223)	\$264,833	\$254,740	\$10,093	\$255,754	\$9,079
Other Expense	\$51,059	\$28,337	\$22,722	\$45,688	\$5,371	\$180,544	\$157,894	\$22,650	\$122,702	\$57,842
NOI	(\$37,724)	(\$15,759)	(\$21,965)	(\$34,650)	(\$3,074)	(\$105,980)	(\$70,882)	(\$35,098)	(\$24,076)	(\$81,904)
Other Expenses										
Management Fee	\$12,500	\$12,500	\$0	\$12,500	\$0	\$50,000	\$50,000	\$0	\$50,000	\$0
Interest Expense Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Transfers from County	\$74,761	\$74,761	\$0	\$0	\$74,761	\$187,548	\$112,787	\$74,761	\$35,047	\$152,501
Nest Project Expenses	\$0	\$0	\$0	\$0	\$0	\$43,384	\$43,384	\$0	\$0	\$43,384
Net Cash From Ops	\$24,537	\$46,502	(\$21,965)	(\$47,150)	\$71,687	(\$11,816)	(\$51,479)	\$39,663	(\$39,029)	\$27,213
Rounds (9-hole)	3,844	3,816	28	4,501	(657)	18,222	19,998	(1,776)	21,052	(2,830)
Average GF/CF per round	\$20.41	\$20.58	(\$0.17)	\$17.97	\$2.44	19.98	18.64	\$1.34	18.13	\$1.85

Overview:

January and February rounds were above budget but down to prior year. The decline in rounds during the months of January and February are for various reasons, including inclement weather, challenging course conditions, and slight rounds decline year over year consistent throughout the industry for value type properties. These declines were expected as our patrons begin to return to a normal lifestyle again. Total revenue just missed the budget mark by \$67 but with current promotions through Golf moose we have been able to stay on budget pace. We feel confident that once course conditions and the water situation improves, the course should be able to close the gap in revenues year over year.

Total transfers from the county Year to Date \$187,548

Other Expenses are over due to increased cost in irrigation repair expenses of \$14,000 as well as an increase in equipment repairs by about \$6,500.

Key property action steps by management to drive performance:

The team, in concert with a third party contractor are currently working on improving Irrigation system for better course conditions, which should improve the revenue picture going forward.

Course, Grounds & Equipment:

Jason and his crew continue to focus their efforts on water conservation and course maintenance. He received the new satellite controllers from Rain Bird at the end of February and those controllers are in the process of being installed. Jason continues to work with Lachi on inventory of leaks and repairing those as soon possible to lower the loss of water percentage.

Other Course & Grounds activities during the period include:

- Mowing
 - Greens Daily
 - Tee’s Every other Day M W F S
 - Collars and Approaches Every Other Day T TH Sat
 - Rough M W F
 - Fairways Daily
- Fertilize tees and fairways
- Fertilize greens with granular 18-9-18
- Rake bunkers daily
- Applied wetting agent to fairways tees and greens
- Verti-cut and topdress greens
- Maintain landscaping around Pro Shop, Nest and Practice Area every Tuesday

KemperSports - National and Regional Support Activities:

- Continuing to provide transitional support and oversight are Joe Smith, KemperSports General Manager from Swenson Park Golf Course in Stockton, CA and Mark Hoelsing, Senior Vice President of Operations.
- Mary Kate distributed the monthly Marketing Snapshots.
- Joe Smith continues to attend a monthly call with Kimberly and Lachi to review and discuss financial performance, provide operational and project updates.

	NPS	Overall Rating	Service Rating	Course Rating	Recommend Rating	# of Surveys
January 2022	26.1	7.6	9.2	6.2	7.4	23
January 2021	80	9.0	9.6	8.1	9.4	25
February 2022	27.6	7.5	8.7	6.3	7.5	29
February 2021	77.8	9.1	9.5	8.3	9.4	36
Course	NPS	Overall Rating	Service Rating	Course Rating	Recommend Rating	# of Surveys
FY 2021	29.8	7.8	9	6.7	7.8	242
FY 2020	74.1	9.1	9.6	8.6	9.3	212



Recent course ratings have been effected by ongoing negative course conditions, as well as ongoing repairs to the irrigation system.

Please call me if you have any questions.

Sincerely,

A handwritten signature in black ink that reads "Mark W. Hoising".

Mark W. Hoising
Senior Vice President

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