



May 24, 2022

Kimberly Villa
 County of Yolo
 Woodland, CA 95695

Dear Kimberly,

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

March/April 2022	Actual	Budget	Variance	PY	Variance	YTD	Budget	Variance	PY	Variance
Total Revenue	\$87,991	\$106,929	(\$18,938)	\$101,918	(\$13,927)	\$452,085	\$479,713	(\$27,628)	\$483,613	(\$31,528)
Total COGS	\$11,023	\$8,144	\$2,879	\$8,907	\$2,116	\$35,720	\$39,177	(\$3,457)	\$36,223	(\$503)
Gross Margin	\$76,968	\$98,785	(\$21,817)	\$93,011	(\$16,043)	\$416,365	\$440,536	(\$24,171)	\$447,390	(\$31,025)
Payroll Expense	\$62,379	\$61,177	\$1,202	\$63,326	(\$947)	\$327,212	\$315,917	\$11,295	\$319,080	\$8,132
Other Expense	\$50,636	\$36,875	\$13,761	\$56,802	(\$6,166)	\$231,180	\$194,769	\$36,411	\$179,503	\$51,677
NOI	(\$36,047)	\$733	(\$36,780)	(\$27,117)	(\$8,930)	(\$142,027)	(\$70,150)	(\$71,877)	(\$51,193)	(\$90,834)
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	\$0	\$0	\$0	\$0	\$0	\$187,548	\$112,787	\$74,761	\$105,047	\$82,501
Nest Project Expenses	\$0	\$0	\$0	\$0	\$0	\$56,745	\$50,175	\$6,570	\$43,059	\$13,686
Net Cash From Ops	(\$48,547)	(\$11,767)	(\$36,780)	(\$39,617)	(\$8,930)	(\$61,224)	(\$57,538)	(\$3,686)	(\$39,205)	(\$22,019)
Rounds (9-hole)	5,189	5,542	(353)	6,214	(1,025)	25,815	25,540	275	29,557	(3,742)
Average GF/CF per round	\$15.12	\$14.17	\$0.95	\$13.01	\$2.11	14.10	14.60	(\$0.49)	12.91	\$1.19

Overview:

March and April rounds were slightly below budget and down to prior year. We saw about 8 unplayable days in March due to rains and high winds which kept us from meeting our total rounds budget. This is also consistent with the decline that the industry is seeing all over as customers are starting to return to a normal lifestyle again. Total revenue missed the budget mark by \$19K again due to unplayable days at the course. In looking at prior year we see the same trend of revenue dipping due to the industry returning to its normal structure again.

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

Other Expenses are over due to increased cost in irrigation repair expenses of \$14,000.00 as we try to continue to focus on fixing the course conditions.

Key property action steps by management to drive performance:

Currently working with SUSP on improving Irrigation system for better course conditions which allotted for the overage in other expenses.

Course, Grounds & Equipment:

Jason Continues to work on water conservation and course maintenance. He received the new satellite controllers from Rain Bird at the end of February and is currently installing them, 11 of 21 have been installed and are running. Jason continues to work with Lachi on inventory of leaks and managing them and fixing them in a timely matter to continue to lower the loss of water percentage.

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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.
- Mark continues to facilitate weekly calls with Mary Kate Rohn, and the above team, to review revenue generating ideas, KemperSports best practices and future action plans.
- Mary Kate distributed the monthly Marketing Snapshots.
- We continue 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
March 2022	-18.4	6.9	8.8	5.6	6.4	38
March 2021	57.1	8.8	9.8	7.9	8.9	21
April 2022	33.3	8.1	9.3	6.8	8	30
April 2021	84.1	9.1	9.7	8.3	9.5	44
Course	NPS	Overall Rating	Service Rating	Course Rating	Recommend Rating	# of Surveys
FY 2021	24.2	7.8	9	6.6	7.6	310
FY 2020	74.4	9.1	9.6	8.5	9.3	277

Recent course ratings have been effected by the slight decline in course visits and correlate directly to Net Promotor Scores falling below benchmark (70).

Please call me if you have any questions.

Sincerely,
 Joe Smith
 Regional Support
 General Manager
 Swenson Park Golf Course
 KemperSports
 Joesmith@kempersports.com