

KINGSWOOD GOLF CLUB BOARD OF DIRECTORS MEETING
February 12, 2024

Meeting was called to order at 5:00 at the Kingswood Clubhouse and via zoom teleconference.

In attendance were Board Members Dave Lynch, Tom Cayon, Rick Ward, Tom Goodwin, Bill Barton and Jeremy Fuller were present. Woody Peirce and Lorri Tappan were present via Zoom. Laura Spellman was absent.

MOTION: Motion was brought forth by Tom Cayon to accept the January Board of Director minutes. Motion was seconded by Rick Ward. All were in favor, motion passed unanimously.

TREASURERS REPORT: Tom Goodwin

- Financials available through January 31, 2024
- Revenue exceeds budget by \$77,372, due primarily to member dues, greens fees, cart rentals, range income and course use fees.
Revenue is down from last year by \$24,907
- Expenses were overbudget by \$41339, but higher than last year by \$96,756
 - o Admin expenses are Overbudget by \$7,393 due to higher than expected employee expenses, credit card fees and professional expenses
 - o Course expenses are Overbudget by \$11,620 mostly due to overruns on special project expenses and maintenance
 - o Cart expenses were underbudget \$2,353 due to lower depreciation and higher maintenance
 - o Pro Shop expenses are Overbudget by \$963 due to depreciation and higher maintenance costs
 - o Lounge expenses are Overbudget by \$23,963 due to adjustments in the proprietor agreement
- Overall net income from operations is \$182,648 YTD which is \$36,033 above budget forecasts, but down \$121,663 from last year

MOTION: Motion was brought forth by Lorri Tappan to accept the Treasurers report as presented by Tom Goodwin. The motion was seconded by Woody Peirce. All were in favor and the motion passed unanimously.

COMMITTEE REPORTS:

FINANCE: Rick Ward

I was not planning on making a report from the Finance Committee. I do have the following comment/opinion because we are going to be asked to essentially amend the budget that we have already approved as it applies to the Lounge/Restaurant/House Budget:

We are in a situation where we appear to have only one viable option to provide Food and Beverage to our members and guests. This is a critical component of the Kingswood Golf Club experience. Bringing the Restaurant “in house” and providing this service ourselves has many risks attached to it. However, as we are presently experiencing, and have experienced over the course of the past several years, there are also significant risks of continuing to provide Food and Beverage through a third party purveyor.

From a budgeting perspective, you will recall that the budget we adopted for the 2024-25 Fiscal Year projected a **net loss** of **\$23,400**. The breach of material obligations by our most recent third party purveyor, among other things, has resulted in an actual net loss fiscal YTD of **\$38,425** directly attributable to the House/Restaurant.

The very thoughtful proposal that is being presented at tonight’s meeting projects a small net cash positive budget (rather than loss), but is essentially a break even proposal. In other words, the proposal to amend the House budget projects a better position than the one that was previously approved by our Board. Whether we will actually be able to achieve the projected results in the proposed revised House budget for 2024-25 is obviously a huge unknown that has many risks attached to it. Some of the larger risks may be mitigated by proceeding with a seasonal restaurant, rather than attempting to have a year round business that attempts to succeed in the difficult off season in Wolfeboro, NH.

In short, while it appears to be the only one available at this time, the option that is being presented provides us an opportunity to improve a key function of our club, if the details of the operation are managed and executed appropriately, while also hopefully maintaining overall profitability of Kingswood Golf Club.

MEMBERSHIP: Laura Spellman
No Report.

MARKETING: Woody Peirce
Woody and Nora are continuing to advertise for new memberships. They will be putting an add in the Granite State Newspaper.

MOTION: Woody Peirce brought forth a motion to spend some of the monies received through previous marketing income to continue the aggressive effort at market the golf course with advertising in the Granite State Newspaper. Motion was seconded by Rick Ward. All were in favor and the motion passed unanimously.

GROUNDS: Bill Barton

I had a comprehensive meeting with Alex Thursday, will hit the high points here and discuss further at the meeting. 1) We are in good shape for employees for the upcoming summer, just 1-2 positions to fill, most people returning and Nick will be taking the certification exam for applying chemicals on Tuesday I believe, good luck!! 2) We have purchased a chipper and sprayer as per requested by Alex, other equipment that was purchased in the past to be arriving this spring. 3) Cart paths: We talked about width of the cart paths again. Alex believes 7 feet would be enough, 8 more ideal, but remember every extra foot of width means 12-14% less linear feet, and also doing the prep which Alex and I both believe is doable in-house, we can add maybe 750-1500 extra linear feet. As far as the holes are

concerned, the following holes are the highest priority, 2-14-8, then 16,9,17 about equal, then the top of the new path on 4. (going up the left side all the way left of the green and remove the already torn up pavement on the upper right). I have calls out to several paving companies as a follow up on their proposals, or for their first proposal. But I think we have 2 to 3 companies interested in doing the work. We should have all interested parties proposals in by the end of the month so we can decide in March as I was hoping so we can pave in late April/early May. 4) Alex believes the new remote irrigation system is about \$40,000. 5) On the wish list to to add drainage to holes 2,4 and 16, pretty pricey, can discuss as estimates come in.

Bill will become the project manager for the cart path paving. He has set holes 2,8,14 and 16 as priorities depending on cost.

The high school has requested that we look into removing trees along the sidewalk by hole 18 green. Alex is aware of the situation.

Alex will also be upgrading the bridge on 18.

GOLF: Jeremy Fuller

Kristy continues to pursue an assistant pro, but has yet to land a qualified applicant. As she mentioned to me this fall it is a very competitive market. We do have a verbally committed intern from Coastal Carolina for this year. She feels good about the outside operations and continues to recruit additional staff. She has spent time at the PGA show this winter and has been finalizing her proshop purchasing for the 2024 year. She has been continuing her professional development with the Titleist Performance Institute with her "Level 1" instructor training this winter. We are going to need to notify our outside outings of any food and beverage changes as soon as we know what they are. This is obviously a big component of an event and if it is a menu of outside caterers we need to make sure they have that information as soon as possible.

He will be publishing the 2024 golf calendar in March.

HOUSE: Tom Cayon

Because of the lack of a viable purveyor for the restaurant, the club has been forced to take action and begin to devise a plan to open it for limited service in May. Dave Lynch, Nora Pilar and Denise Gallagher put together an in-depth spread sheet of different financial proposals which would be viable for us running the restaurant. The information was compiled from historical financial information from the last 5 years. This includes the possibility of securing a liquor license for the upcoming season. Dave Lynch and Nora Pilar have been securing employees to work a limited schedule with a simple menu plan to begin in the month of May.

MOTION: Dave Lynch brought forth a motion to make Nora Pilar the Food and Beverage Manager for the restaurant in the upcoming season. Jeremy Fuller seconded the motion. All members were I. Favor and the motion passed unanimously.

MOTION: Motion was brought forth by Dave Lynch to accept the committee reports as presented above, motion was seconded by Tom Goodwin, all were in favor, motion passed unanimously.

OLD BUSINESS:

Dave Lynch, Rick Ward and Denise Gallagher have been hard at work doing preliminary interviews for the general manager position. This position is especially needed at this time because of the issue of the restaurant being run by the golf course. It is their hope that a candidate will be hired in the next month

and will begin to help with the immediate transition of running the restaurant. Other duties of the manager as far as the general running of the course will also begin.

NEW BUSINESS:

The next meeting will be held on March 18 thin the Kingswood Club House at 5:00.

Meeting adjourned at 6:40 PM.

Respectfully Submitted

Lorri Tappan
Secretary