

**KINGSWOOD GOLF CLUB BOARD OF DIRECTORS MEETING**  
**June 24, 2024**

Meeting was called to order at 5:00 PM at the Kingswood Clubhouse.

In attendance were Board Members Dave Lynch, Tom Cayon, Tom Goodwin, Bill Barton, Jeremy Fuller, Woody Peirce, Laura Spellman, Rick Ward, and Tina Antonucci.

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

**TREASURERS REPORT:** Tom Goodwin

- Financials available through May 31, 2024
- Revenue exceeds budget by \$8,156
- Expenses were underbudget by \$63,560 Admin expenses are Underbudget by \$10,938 due to lower employee expenses
  - Course expenses are Underbudget by \$42,894 mostly due to minimal expenditures on fertilizer & seed
  - Cart expenses were underbudget \$1,372 due to lower maintenance
  - Pro Shop expenses are Underbudget by \$12,170 due to lower employee costs so far
  - Lounge income is higher than budgeted, with expenses slightly over budget. Overall, the deficit for startup costs is slightly lower than expensed.
- Overall net income from operations is -\$40,199 YTD, but \$79,140 above budget forecasts

**MOTION: Motion was brought forth by Tom Cayon to accept the Treasurers report as presented by Tom Goodwin. The motion was seconded by Bill Barton. All were in favor and the motion passed unanimously.**

**COMMITTEE REPORTS:**

**FINANCE:** Rick Ward

The beginning of our season presented some significant challenges in terms of the anticipated impact on revenue from poor weather conditions and the cart path paving project. The financial reports through the end of May 2024, show that these issues did have a negative impact on revenue in terms of greens fees from day play, as we are \$7,481.00 under budget in this revenue category. Even with this small impact on one category of revenue, we are in better than expected good condition at this stage of the season in terms of overall revenue, as compared to the budget.

We also faced a challenge this season with the restaurant. At this early stage in the season, there are positive signs that we are headed in the correct direction. There remain challenges and we will continue to monitor as the season progresses.

Our club made a major investment in paving the cart paths this year. This is a significant investment, the total exact magnitude of which is still being determined. Funds from the “green tee” fund raiser were definitely helpful in paying for this investment, but these funds are estimated to constitute less than approximately 10% of the total project cost. We have been able to undertake this project (and others) because we have operated our club in a fiscally responsible manner for the last several years. Our balance sheet shows that we have adequate cash reserves to meet our immediate needs, but further progress is needed in order to maintain growth and provide the ability for our club to undertake future investments.

**MEMBERSHIP:** Laura Spellman

Membership is up, and dues are ahead in revenue. Tom Goodwin suggested a QR code in the carts linking to our website’s membership page.

**MARKETING:** Woody Peirce - No Report

**GROUNDS:** Bill Barton

Our course is as good as ever, we are so fortunate to have such good playing conditions! Many thanks to Alex and his crew! What a challenge the construction project was for us, but now with the grass growing in, we can all see how great those paths are and no doubt they will be good for years. Alex has a number of smaller tasks ahead, like small tree work, reseeding where rocks and trees were removed last year. And we will keep an eye on new run off patterns on the first 5 holes. The drain project on 3 is complete, I saw a ball bounce in that area yesterday, hard to believe. The rough has been nicely cut, turns out the men get to that once a week, so the first few days are great, then the last few days of the week it gets a bit long, we talked about trying to cut a little more often, probably a plan for next summer based on all that is needed right now. Hopefully we have a good summer so we can do a few more paths this fall, as there was a minor wash out on the usual holes, 8, 9, 16, with this last storm.

**GOLF:** Jeremy Fuller

We had a very similar number of rounds in April of this year (208) compared to last year (203). In May we were down 529 rounds compared to 2023 (2023: 3021 vs. 2024: 2492). This is to be expected with the cart path project taking place during this time. After much consultation with Kristy we have instituted two local rules for this season's competitions due to the cart path project:

- If a ball lands in the repaired area behind Hole 1, players may take relief at a drop zone located to the left and behind the first green.
- All balls that come to rest on the cart path on Hole 2 or to the left of the path before out of bounds get relief to the right of the cart path.

Range balls continue to be an issue. I have instructed Kristy to order balls if needed (this may result in us going over rangeball budget, but I don't know what other choice we have). I will try to get into the woods soon and return as many as I can find. The real problem is the thicket to the right of the range. It is so overgrown I can't get in there to find balls with the tangle of bittersweet. Anything maintenance can do to trim the edges and to the right of the range would be a big help. Kristy has spoken with the Wilson representative and the “limited flight “

golf balls are 15-20% limited flight. They are less with short irons and more with woods, quote \$6.75/ dozen. We currently pay \$6.25/ dozen for what we have. I have asked Kristy to order a couple of dozen to test. With what we charge for range balls it is important we provide a premium product and I don't know how limited flight balls would be looked on by the public. Netting the range is exceptionally costly and we are probably best served by continuing to purchase replacement balls. I would also like to see more target flags available on the range, but I'm unsure of where we stand budget-wise to add targets.

The Member/Member was weakly attended with 35-40 players. We had great weather and the restaurant provided a nice meal after the event. If you have any thoughts on how to increase participation for that event please let me know. For this year's Net 2 ball, Ryder Cup and Fall Classic the golf committee is supporting allowing members to play the tees they normally play in an attempt to increase event participation. I have already received some feedback regarding this change which I will be bringing to the committee.

The 2 ball tournament is still ongoing. We had 48 participants on the Men's net, 16 in the Gross division, and similar participation in the Ladies net. If you have not signed up for the Butler and Club Championship please do so. We are currently 6-8 groups short for the Men's Invitational. I have been told that this is primarily due to scheduling conflicts with weddings etc. It was requested by two members to play the white gold tees for the event. The Golf Committee voted in favor of adopting "The Rule of 90" last week. The "Rule of 90" states that if your age plus your handicap is greater than 90 you may move from the blue tee to the white tee in the first flight and from the white to the white/gold in the remaining flights. If you haven't signed up to play the Invitational please consider doing so.

Finally, not that it necessarily belongs in the golf report, but an employee this morning came up to me and recommended we repaint the lines in the lower parking area. Probably not an item for this year, but an item to put on the list in the future. I told the employee to keep the ideas coming and that I would pass it onto the BOD.

**HOUSE:** Tom Cayon

Tom reported the restaurant is doing better than anticipated and hoping to break even the end of June. There has been lots of positive feedback. The Two meals have been excellent. Last week, 42 men stayed for dinner. Member support is critical for the success of the restaurant. A required minimum may need to be implemented next year if member support is not sufficient.

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

**OLD BUSINESS:**

- **Restaurant Update**

Dave advised we are looking to break-even/make a small profit, not including fixed overhead expenses (real estate taxes, etc.). This has historically been the case when the

outside vendors operated the restaurant. Our membership needs to ask their family and friends to support the restaurant and share that it is open to the public.

- **Cart Path Update**

We will be able to budget the remainder of this project and determine roughly how many years it will take to complete once the final numbers/invoices are in. The cart path project is a capital expense/investment paid from a combination of reserves (profit), assessment, and proceeds of the Green Tee tournament.

## **NEW BUSINESS:**

- **Tournament Tees**

Jeremy advised he received feedback it was unfair some women played red/green tees while others played red tees. The Golf Committee had voted to allow members to play the tees they normally play in the tournaments. Jeremy looked at the scorecards of two of the teams and found the strokes matched the handicaps. The course is rated for the red/green tees currently. The course is scheduled to be rerated this fall.

- **Board Member Candidates Needed**

Tom Goodwin's term is up, and he is at term limits. The terms of Jeremy Fuller and Rick Ward are up as well. Jeremy is running for reelection; Rick is not running for reelection. Tina Antonucci needs to run for election to serve the remainder of Lorri Tappen's term.

- **Other New Business**

- There was discussion about looking into adding more range balls and ball washers to enhance the Kingswood experience.
- Bill advised he could not get a tee time for a Two Ball match due to Ladies Play Night held on Thursdays. Discussion followed re: looking at the revenue from LPN vs. tee time availability for day play and members. Member tee time are available for the back 9 during LPN.
- **Two Ball/Club Championship** discussion followed. There are fewer gross participants, and Two Ball matches are painful to schedule since 4 participants schedules are involved. Jeremy had surveyed the participants from the last two years, and it was a 50/50 split down the middle to stay with the current system vs. switching to a scheduled format. It was agreed we need to decide what serves the majority of the membership. Dave reaffirmed the Golf committee should be representative of the membership.

The next meeting will be held on July 15, 2024 in the Kingswood Club House at 5:00 PM.

**Motion was brought forth by Tom Cayon to adjourn, motion was seconded by Tom Goodwin, all were in favor, motion passed unanimously.** Meeting adjourned at 6:30 PM.

Respectfully Submitted,

Tina Antonucci  
Secretary