

KINGSWOOD GOLF CLUB BOARD OF DIRECTORS MEETING
November 18, 2024

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

In attendance were Board Members Dave Lynch, Tom Cayon, Jeremy Fuller, Woody Peirce, Laura Spellman, Candace Tordonato, Jeff Lucht, and Tina Antonucci. Bill Barton was absent.

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

TREASURERS REPORT: Jeff Lucht

SUMMARY

October was another solid month for us with profits slightly exceeding our expectations. Golf-related profits were strong again in October and have been more favorable on a year-to-date basis than both 2023 and our budget expectations for 2024. These favorable golf-related results have been driven by a 19% increase in year-to-date greens fees, range and cart revenue relative to 2023. Losses from restaurant operations so far this year have somewhat offset these favorable golf results, but the combination of the two has still been more profitable on a year-to-date basis than we expected.

OCTOBER RESULTS VS. BUDGET

October net income of \$44,000 was roughly \$17,000 better than our budgeted net income of \$27,000 for the month. This \$17,000 favorable variance for the month of October consisted of:

- Golf-related and administrative expense results that were about \$21,000 better than expected,
- Offset by restaurant results that were \$4,000 worse than expected in our budget. The restaurant lost \$11,000 vs. a budgeted loss of \$7,000.

OCTOBER YEAR-TO-DATE (YTD) RESULTS VS. BUDGET

October YTD net income was \$378,000, exceeding our budgeted YTD net income of \$303,000 by \$75,000. This \$75,000 favorable variance consists of:

- Favorable golf-related and administrative expense variances totaling \$194,000,
- Partially offset by restaurant results that were \$119,000 worse than expected. On a YTD basis, the restaurant has lost \$133,000 vs. a budgeted loss of \$14,000.

OCTOBER YEAR-TO-DATE (YTD) RESULTS VS. PRIOR YEAR

October YTD net income of \$378,000, is approximately \$38,000 below last year's October YTD net income of \$416,000. This \$38,000 decrease consists of:

- An approximate increase in golf-related net income vs. last year of \$61,000,
- More than offset by a \$99,000 decrease in net income from restaurant operations

For context, we have historically incurred losses on restaurant operations, even with outside proprietors, as rent payments did not fully cover the cost of building maintenance, depreciation and property taxes. With us being forced into operating the restaurant ourselves in 2024, we expected and have seen increased losses relative to prior years.

MOTION: Motion was brought forth by Tom Cayon to accept the Treasurers report as presented by Jeff Lucht. The motion was seconded by Jeremy Fuller. All were in favor and the motion passed unanimously.

COMMITTEE REPORTS:

FINANCE: Tom Cayon – Report tabled to New Business: Budget.

GROUNDS: Bill Barton

I regret that I will not be at the meeting as I am in SC. I will give a complete report for the year next meeting. I asked Alex for an update, and he emailed a comprehensive report to Dave and me. Here is a summary. A lot of his current time is spent with fall clean-up, leaves the main concern. The new conduit inside the drain on 14 is complete and working. He has blown out the irrigation system and closed the bathrooms on the back. The old cart path on 4 has been removed with loam to be placed soon. Seeding of the areas around the cart paths will be done soon with the idea that the seeds will remain dormant and germinate in the spring. The tee box on 13 has been leveled, plans for sod before it snows. The greens have been tined, and fairways aerated. Over the next few weeks Alex will spray the greens to prevent snow mold and therefore green damage. Snow fences need to go up, and stakes placed around the greens. Then Alex will start to remove the dying and dead trees. and lastly, start to pull rocks in the fairways that yearly push up and damage our mowers and our clubs! We are lucky to have Alex and the crew, what a great year for golf at Kingswood!

Dave added the course closed for the season November 15th. Unfortunately, there was an oversight in the newsletter stating the course was still open for play. Discussion followed re: the balance between preserving our course and keeping our membership happy. Further discussion about staying open later (weather dependent) was tabled until next fall.

GOLF: Laura Spellman & Dave Lynch

Golf Committee meeting was October 23, 2024 at 4:00 at the Kingswood Golf Club.

Present was Kristy Gleason, Heidi Papoosha, John Hardenbergh, Fran Philips, Keith Blair, Sebastian Tordonato, Judy Lambert, Leigh Hessler, Dave Lynch and Laura Spellman.

We discussed tournaments that occurred the summer of 2024, what worked and what needed to change. We are planning on a golf event for everyone in May.

Damsel Scramble June 22

Laura Connors will be in charge of the Ladies Invitational.

Butler Men's and Ladies will be on June 28.

The Gauntlet will be replaced with the Superintendent Revenge in October.

Club championship was discussed to happen on two consecutive weekends.

All other tournaments will remain the same.

Meeting lasted an hour and the next golf committee meeting will be in December.

HOUSE: Candace Tordonato

The restaurant has closed for the season. Nora will coordinate cleaning and closing down tasks when she returns from vacation.

MEMBERSHIP: Jeremy Fuller – No report.

MARKETING: Woody Peirce – No report.

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

OLD BUSINESS:

- **Restaurant Update**
Dave is meeting with James and Kim to review the season. All agreed the key going forward is to come up with a specific detailed advertising and marketing plan.
- **#14 Culvert Replacement**
Dave reported the project was completed last week within budget. Alex used our mini-ex and in turn their excavator was used on #13 green.
- **Kingswood Road Repairs Plan (for Intersection of Maintenance & Cart Barn Driveways)**
John Pollini advised Dave work will start after Thanksgiving.

NEW BUSINESS:

- **Budget**
Tom Cayon thanked the Finance Committee and the Board for their hard work and input. Discussion followed re: the difficulty involved with revenue forecasts relating to rainfall and rain days. Year to year straight revenue comparisons are difficult since rates are 8-9% higher than 2-3 years ago. Jeremy pointed out conservative budgeting the last several years offered the opportunity to finance tree cutting and other projects. With tighter belts, we were able to invest in our cart path infrastructure improving course playability. Alex's biggest expenses are labor and fertilizer – 10% of his budget. Alex advised he can make do without any of his equipment requests, however Dave pointed out these investments save labor time and costs. Any equipment purchases would wait until July when we have a better idea of actual revenue. The General Manager position is budgeted in for a fall start date. Adding GPS to our cart fleet tabled until next year due to uncertainty over how to sell advertising for the system when our advertising/marketing efforts must increase and focus on new members and the restaurant. There is too much downside risk associated with the proposed cost of \$26,460/year for 5 years for two of the three modules. A final budget will be presented and voted on at the next meeting.
- **Other New Business: Membership & Marketing**
Dave reported membership has been flat the last 3-4 years despite an aging membership. He has tasked Membership & Marketing with the groundwork of asking members why they choose Kingswood, especially members who live closer to other courses. Tee marker revenue is earmarked for advertising. We offer Stay & Play packages to area lodging establishments, but what incentives do we offer their managers? Dave expanded on what Jeff pointed out previously, we need to utilize the email addresses captured at tee time booking to target new members and sell more food & beverage, especially to day play. A special Membership & Marketing meeting will be set-up to develop a specific detailed advertising & marketing plan to grow membership, day play, and food/beverage sales.

The next meeting will be held on December 9, 2024, in person & via Zoom at the Kingswood Club House at 5:00 PM.

Motion was brought forth by Jeremy Fuller to adjourn, motion was seconded by Woody Peirce, all were in favor, motion passed unanimously. Meeting adjourned at 6:30 PM.

Respectfully Submitted,

Tina Antonucci
Secretary