

**KINGSWOOD GOLF CLUB BOARD OF DIRECTORS MEETING**  
**December 9, 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, Bill Barton, Jeremy Fuller, Woody Peirce, Laura Spellman, Candace Tordonato, Jeff Lucht, and Tina Antonucci.

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

**TREASURERS REPORT & COMMITTEE REPORTS:** None  
Tabled to January meeting to focus meeting on Budget approval.

**OLD BUSINESS/ NEW BUSINESS:**

- **Budget**

After discussion at the last BOD meeting, revenues & expenditures were both reduced by \$50,000 to ensure revenue forecast was not overoptimistic. Pro Shop budget up 1.6% over current year. Course budget up 11.2%, primarily due to higher fertilizer costs as well as labor costs with Nick DeWitt transitioning from part-time to almost full-time. Both Alex and Kristy asked about adding GPS to the cart fleet and were told perhaps in 2026-2027, depending on the success of our marketing & advertising. Budget projects \$13,000 NET income, including a projected \$78,000 restaurant loss/operating cost. Discussion followed re: staying competitive with our day play rate and offering dynamic pricing to fill open tee times. Nora received some complaints re: our lateness in adopting fall pricing. Historically, we dropped pricing after punching the greens, but now with the switch to smaller tines, the impact to the greens is minimal.

**Motion was brought forth by Tom Cayon to accept the proposed budget for the 2025-2026 fiscal year as presented, motion was seconded by Woody Peirce, all were in favor, motion passed unanimously.**

- **Other New Business**

- **Marketing & Advertising**

Marketing & Advertising goals to improve our revenue stream were set:

1. Add 35 new members
2. Increase day play rounds by 1,000
3. Increase restaurant revenue by 20% over past year (about \$50,000).

The first Marketing & Advertising strategy meeting will be held December 11.

The next meeting will be held on January 20, 2025, in person & via Zoom at the Kingswood Club House at 5:00 PM.

**Motion was brought forth by Tom Cayon to adjourn, motion was seconded by Bill Barton, all were in favor, motion passed unanimously.** Meeting adjourned at 6:11 PM.

Respectfully Submitted,

Tina Antonucci  
Secretary