

KINGSWOOD GOLF CLUB BOD MEETING

The meeting was called to order at 5:00 on Monday, October 27, 2025 at 5:00 PM in person at the Hancock Lumber Yard.

In attendance, in person, were Board Members: Candace Tordonato, Tina Antonucci, Jeff Lucht, Keith Blair, Jeremy Fuller, Bill Barton, Tom Cayon, Kevin Lawlor, and Laura Spellman. Attending via Zoom was General Manager Janet Bouchard.

MOTION: Motion brought forward by Tom Cayon to accept the September 29, 2025 Board of Directors meeting minutes as amended. Motion was seconded by Bill Barton. All were in favor, motion passed unanimously.

TREASURER'S REPORT – Jeff Lucht – The club's net income is \$40,000.00 better than at this point last year due to strong golf results. The restaurant's net income is slightly improved from last year. Excluding carrying costs of the building, the restaurant has lost approximately \$71,000.00 as opposed to approximately \$85,000.00 at this point last year.

MOTION: Motion made by Tom Cayon to accept the treasurer's report. The motion was seconded by Bill Barton. All were in favor, motion passes.

COMMITTEE REPORTS

- **FINANCE** – Tom Cayon – Director Cayon distributed draft copies of the proposed budget prepared by the finance committee. The finance committee is seeking board input on what areas of revenue we can increase (dues vs. capital vs. day play). There was discussion about where Kingswood sits compared to other local clubs.

Director Fuller has concerns about the restaurant revenue projections. The 2026 revenue projections seem high when compared to the actual revenue produced in 2025. The Finance Committee is less concerned with the projected revenue number and more concerned about the losses and getting them under control.

The board suggested a \$50.00 increase to the capital contribution. This will allow for the ability to complete more course related projects, without tying that ability to revenues/losses from golf and the restaurant. For the purpose of creating the budget, a dues increase of 4 four percent is projected. Even with a combination of dues increases and an increase to the capital contribution our fees would remain at

or below local competitors.

The goal is to stay marketable by offering a superior golf product for less than our closest competition.

The finance committee still needs more input on some of the budget. They will collect information from grounds/pro shop/admin and then finalize the draft.

MOTION: A Motion to accept the finance committee's report was made by Tom Cayon. The motion was seconded by Bill Barton. All were in favor, the motion passed.

- **MEMBERSHIP** – Jeremy Fuller – No report
- **MARKETING** – Tina Antonucci – No report
- **GROUND**S – Bill Barton – Alex is doing fall clean up. Fairways will be aerated. Estimate for the cart path prep work is \$53,000.00. If done in the fall, would be stable for paving in the spring. Reasons for approving the project include when we have a large rain, Alex is primarily spending time and resources to rebuild the paths. Doing the cart path work now would stabilize them and help reduce run off. Even if we did not pave the cart paths at a later date, this project would improve the paths for the coming seasons.

The paths would be brought to grade to avoid the channeling of water down the paths. Doing the work would not degrade the capital reserve.

MOTION: Motion brought forward by Jeremey Fuller to fund the prepping of the cart paths as proposed by Bill Barton. The motion was seconded by Bill Barton. All in favor. Motion passes.

An issue regarding not enough rakes in or around the bunkers was raised. Janet will work with Alex in the spring to ensure that there are enough rakes around the bunkers, as this will enhance the golfer's ability to rake the bunker while maintaining the pace of play. There are additional rakes in the basement.

Laura Connors wants to know if we can do an "adopt a hole" for flower boxes and such to increase the aesthetic appeal. The grounds crew is not in favor as the other individuals, who are not members of the grounds crew, will be responsible for the upkeep. The idea will be discussed further next year.

The steps on the 7th and 17th are collapsing. They will be replaced this fall/spring.

- **GOLF** – Laura Spellman – The Golf Committee held a meeting earlier in the month and talked about the upcoming calendar.

Spring mixer is off the calendar due to low participation. The Member Mingle will be moved to later in May when more people have returned to the area and can attend.

The next golf committee meeting will be on November 13, 2025 to again review the calendar in order to finalize it. At the next meeting the committee will discuss some changes to Club Championships and Two-Ball events. There seems to be recognition that changes will need to be made to the Club Championship format (either through seeding or flights).

Discussion over the use of golf genius during tournaments. Not all members are using the app, and the club has stated that the tournaments should be scored into the app. There should be a push that at least one member of the group enter the scores in Golf Genius.

- **HOUSE** – Kevin Lawlor – The House committee has finalized the winter promotions. There is interest in making adjustments to the space to make it more inviting.

There does not seem to be one person in charge of the restaurant to make it successful.

The proposed winter schedule is dinner on Thursdays and Fridays. Breakfast and Lunch only on Saturdays and Sundays. The restaurant will be closed on the remaining days (finalized schedule provided after the meeting via email from Kevin Lawlor).

There is a need to get more people in, Board members should be seen at restaurant over the off-season to show support. Marketing for the restaurant needs to be increased. Looking into boosting online and potential paper media sources for increases in traffic.

Additional discussion about the managing of losses from the restaurant. Currently, the losses are incorporated and absorbed by the revenues generated by the club as a restaurant/golf club combo.

Director Lucht asks “How much of a loss is acceptable.” What are the carrying costs needed to justify maintaining the restaurant?

Some things, like a greens keeper, don't bring in "revenue" but attract golfers to the location. The restaurant is considered a part of the experience at Kingswood. We have been able to complete many projects, while taking on the restaurant's losses. Revenue was up, which means either cost of goods is over/under reported, or our labor costs are too high (or a combination of both).

Events are coming up (VFW Army/Navy game) in December. Food product is good, but foot traffic is not. Need to get people into the restaurant. There seems to be, based on other restaurants, a market, but we have not been able to grab a share. Director Lawlor believes we may need a food/beverage manager.

President Tordonato questioned, because she hears it often, "Should the club explore a minimum on food purchases?" Some members would support it, but some would not. Some members might leave if a restaurant minimum became a part of dues. How else could the club offset costs?

One option discussed was raising dues. Director Fuller proposes and advocates that any revenue generated to offset the restaurant's losses should go towards the capital assessment. Golf revenues can offset the restaurant's losses, but we still need funds to support course improvement projects.

OLD BUSINESS:

- Cart Path Paving Update – Discussed during grounds update
- Kingswood Road Paving Update – Paving was completed.
- Professional Contract Update - Contract was signed today by the professional. Professional would have preferred a two-year contract. Cost of goods for pro shop merchandise was not provided to the board. Contract remained at one year. The board will revisit the idea of taking over the pro shop.
- Discussion about the back deck – There is enough volunteer support to potentially put on an improved back deck. There is also an idea of moving the bar/door to better access the deck area. We need to know what we can do before coming up with plans. The club needs to meet with the town code enforcement officer to discuss setbacks and what would be allowable.
- Other Old Business

NEW BUSINESS:

- Discussion of the Butler Room – Because the restaurant is radiant heat, the Butler Room could be heated, but it would be very costly. We are cooling the room in the summer, which is costly, due to the windows.

- Official course closure (weather depending) is November 15.
- Other New Business

EXECUTIVE SESSION: None.

Next BOD meeting date: November 24, 2025 at 4:30 PM at Hancock Lumber

ADJOURNMENT: Motion to adjourn was made by Candace Tordonato. Seconded by Bill Barton. Meeting was adjourned at 6:57 PM.

Respectfully submitted,

Keith D. Blair
Secretary