

MINUTES

KINGSWOOD GOLF CLUB BOD MEETING

The meeting was called to order at 4:33 PM on Monday, November 24, 2025 at the Hancock Lumber Yard.

Attendance: Tom Cayon, Jeremy Fuller, Kevin Lawlor, Candace Tordonato, Bill Barton, Laura Spellman were present. Also present was General Manager Janet Bouchard

Via Zoom: Jeff Lucht, Tina Antonucci

MOTION: Motion to Approve the October 27, 2025 BOD minutes was made by Tom Cayon. Seconded by Tina Antonucci. All were in favor. Motion passes.

TREASURER'S REPORT – Jeff Lucht – Through October golf and restaurant are about \$30k better than last year. Golf was approximately \$40,000.00 better than last year. The restaurant experienced higher carrying costs at the clubhouse. Removing carrying costs, the restaurant performed slightly better than last year (\$77,000.00 dollar loss this year compared to \$85,000.00 dollar loss last year.) Year to date numbers will gradually start to go down, as we no longer have revenue coming in from golf.

MOTION: Motion to approve the Treasure's Report was made by Kevin Lawlor. Seconded by Tom Cayon. All in favor, motion passes.

COMMITTEE REPORTS

- **FINANCE** – Tom Cayon – Finance committee met and incorporated Board input into the budget. The golf side of the club is relatively easy to budget. Day play rates w/ cart will be \$99. Our prices fall below our local competitors giving us an advantage, and will possibly attract new members from those clubs.

The restaurant presents more challenges to budget. The current revenue projection of \$70,000 may be strong, it relies heavily of the restaurant exceeding previous budget years results. Director Lucht proposes setting the budget as a “break even” budget. If that is done, the budget will be based on more realistic numbers and less on hopeful projections. Nothing about setting the budget as “break even” would prevent either the golf or restaurant sides from exceeding expectations.

Director Fuller asks how are we going to curtail costs, specifically in reference to the restaurant? Food costs are high, but reasonable given the market. We continue

to monitor the food costs. Labor costs seem to be the area where we far exceed what was budgeted for. The restaurant staff will develop section managers that report to the GM. Through that the club will be in a better place to determine labor needs.

The finance committee will meet one last time to finalize the numbers. The budget will be provided to the Board at the next meeting for approval.

- **MEMBERSHIP** – Jeremy Fuller – No report
- **MARKETING** – Tina Antonucci – Nora and Tina have been working together to increase the marketing effort. Specifically, the effort has been on increasing social media presence for the last 30 days or so.

Social media engagement is up Sand Trap Facebook views are up 872%, viewers are up 429%, our link clicks are up almost 3000%, visits are up 315% and follows are up 540%.

Instagram views are up over 2000%. Reach is up 5000% and visits are up over 600%.

Our posts are engaging individuals, and they are being encouraged to leave positive reviews.

An email was sent to the membership with instructions on how to increase social media presence by interacting with club accounts.

Member Shamus Keating proposed a social media group where local restaurants can post without the limitations imposed by other groups. Tina launched the Facebook group Wolfeboro Eats & Entertainment. Thus far the Sand Trap, Morrissey's and have participated. We have reached out to Back Bay Boathouse as well.

The American Legion is locked in to host an event at the Sand Trap for the Army/Navy game. Our venue is great for watching sports but there has been a request for more TVs. The plan is to replace the TV in the corner of the bar area. Add three 65-inch TVs and one 50-inch TV with mounting hardware. The club would look for a volunteer to mount the TVs.

MOTION: Motion made by Kevin Lawlor to approve an amount not to exceed \$3000.00 for the purchase of the televisions. Seconded by Tom Cayon, all were in favor.

Word is getting out that the restaurant is staying open over the winter.

- **GROUNDS** – Bill Barton – End of season maintenance has begun. Greens are prepped for the winter. The snow fences are going up. Cart path prep has begun for the possibility for spring paving.

Alex would prefer to just close the course, as opposed to allowing the members to play until first snow.

There has been a request from members to use the course over the winter for snow shoeing and cross country skiing. Alex believes that snow shoeing and cross country skiing on the course could damage the grass/greens and create problems for the grounds crew in the spring. Additionally, there is no way to police the winter use so that it would be members only.

For the benefit of the course, the board will not authorize snow shoeing and cross country skiing.

- **GOLF** – Laura Spellman – Golf Calendar for 2026 is set. There was some discussion of changes to the Ryder Cup format (Sunday two singles matches).

The Durgin memorial tournament was moved from Columbus Day to the Friday prior.

The member mingle was moved to May 22, 2026.

- **HOUSE** – Kevin Lawlor – Trying to drive restaurant use during the offseason. The recent marketing push has already demonstrated to be successful.

Currently the house has three departments: House, Kitchen, Facilities. However, there is not one individual overseeing the three departments. The lack of oversight/management has led to occasional disconnect between the three departments when it comes to advancing the restaurant's goals. There is a proposal for the three departments to report to the General Manager. However, the GM is not full time (or always available in the winter). With the disconnects, it has become apparent that someone will need to be in a "restaurant manager" role, ensuring all the needs of the restaurant are being met.

The club needs to get a handle of expenses. Bo Keating (Poor People's Pub) has volunteered to look at our expenses with the House Chair to assess where we are

deficient and see if there is an opportunity to get them more under control.

There is a food cost calculator through US foods that the club can use to help figure out food costs. A set menu will help reduce some costs with ordering as well.

Sign boards are not getting changed with enough time to be accurate.

The frialators need to be cleaned. The frialators may be in need of repairs or replacing. Cleaning them will allow us to assess the need.

OLD BUSINESS:

- Cart Path Paving Update – Previously discussed
- Discussion about the back deck – Any improvements will not happen until spring.
- Other Old Business – Tree work proposal came in for \$17,000.00. Tree work may be added to capital improvement. Alex wants to remove trees from hole number #2. Alex may take some down with his crew if he can do so safely.
- The Head Professional is requesting a new Range Ball machine. The practice range generated \$60,000.00 in revenue. The machine will be put on the list of considerations for next year.
- Funds generated from the Green Tee Tournament will be put towards the cart path improvement project.

NEW BUSINESS:

- Tee marker discussion –
- Potential of backing out the costs of the building from the restaurant operating costs. Would potentially make it easier to monitor the restaurant revenues/costs.
- Other New Business – Application for discretionary easement has been dropped off with the town.

MOTION: Motion to adjourn made by Tom Cayon, seconded by Bill Barton. All were in favor. Meeting adjourned at 6:38 PM

EXECUTIVE SESSION: Restaurant

Next BOD meeting date: December 16th, 4:30 at Hancock Lumber