

MINUTES OF THE KINGSWOOD BOARD OF DIRECTORS

June 22, 2026

The meeting was called into order on Monday, June 22, 2026 at 4:30 PM in person at the Kingswood Golf Club.

Attendance: Candace Tordonato, Tom Cayon, Keith Blair, Laura Spellman, Jeff Lucht, Tina Antonucci, Shamus Keating, Kevin Lawlor, General Manager Janet Bouchard

Absent: Bill Barton

MOTION: A Motion was made by Tina Antonucci to approve the May 18, 2026 minutes, seconded by Tom Cayon. Seven in favor, Director Lawlor abstained. Motion passed.

- **TREASURER'S REPORT** – Jeff Lucht

- **Overall Profitability**

- May 2026 was a profitable month with net profit of \$99,000, which exceeded our budgeted profit of \$64,000 and May 2025 profit of \$26,000.
 - Year-to-date (April and May) shows a loss of (\$82,000) which is better than our YTD budgeted loss of (\$104,000) and consistent with 2025 YTD loss of (\$83,000)
 - FYI: the month of April routinely shows a loss because: a) we only allocate member dues revenue to the months of May-October so, combined with low greens fees, April predictably has much lower revenue, and b) we spend most of our annual budget for fertilizer, pesticides and seed in April (\$66,000 this year out of a budget of \$85,000)

- **Restaurant Operations**

- The restaurant basically broke even in May (a loss of \$1,000) which is a great result compared our budget (a loss of \$15,000) and our result from May 2025 (a loss of \$26,000).
 - When carrying costs of the clubhouse are excluded, the restaurant made \$8,000 of profit in May. This compares with a loss of \$26,000 in April, so on a year-to-date basis we have a loss of \$18,000 on that basis.
 - Our restaurant revenue was \$79,000 in May which is a significant improvement from \$39,000 of revenue we had in May 2025.
 - Our Cost of Goods Sold was 38%, a nice improvement from the 45% level we saw last year and roughly consistent with the 37% we have in this year's budget.

- Our Labor cost was 47% which is also roughly in line with where it needs to be in a busy month. We need to keep this in the 40-50% range in the high-revenue summer months if we want to be able to cover for our less busy months and still hit our budget.

Golf Operations

- May Year-to-Date Golf-related revenue of \$237,000 is on track with our budget of \$231,000 and 11% ahead of last year-to-date of \$213,000.
- Golf course expenses are right on budget on a year-to-date basis.

Motion to accept the Treasure's Report was made by Tom Cayon, seconded Kevin Lawlor. All in favor. Motion passed.

- **FINANCE** – Tom Cayon –
 - No report.
- **MEMBERSHIP** – Shamus Keating-
 - No report.
- **MARKETING** – Tina Antonucci –
 - We are promoting a weekly post that “Thursday is new Friday” seeking to capture day players visiting the area for the summer.
 - Various discounts offered by the club have been utilized through this point in June:
 - Email 10% discount – was claimed two times
 - Windrifter 10% discount – was used three times
 - Member 10 % – Number of times used is difficult to determine, however, \$220 worth of discounts were claimed. The member discount was an early season promotion that will be sunset as we go into the peak season.
- **GROUNDS** – Bill Barton -
 - I met with Alex on Friday, his biggest concern is the greens. He has worked so hard to stimulate new growth, just recently tinged and top dressed. We are making progress and expect in the next 2 weeks our greens will be in really good shape.
 - Cart Paths are done and you see that he is placing loam and seeding the fairway side of the paths. Otherwise our tees and fairways are in great shape.
 - Our summer help is as expected, he lost an employee recently but expects another high school kid to start soon.
 - Some of you have mentioned small projects to me and I have passed that on to Alex.

- **GOLF** – Laura Spellman –
 - Kristy wants to know the colors for the shirts for the Solheim and Ryder Cups. Blue and White will be the colors for this season.
 - The Damsel Scramble was cancelled due to lack of participation.
- **HOUSE** – Kevin Lawlor –
 - We have continued to try to balance revenue generating events and activities with labor constraints. Janet and Candace have been involved in helping to settle some disputes and foster a functioning working environment. We are still looking for line cooks.
 - On the positive side we have had good results with revenue to start the season, doubling our revenue from May 2025 and on pace to exceed June 2025 by quite a bit.
 - The deck project is complete and we have begun a campaign to furnish it through donations. Sebastian Tordonato led an effort to raise cash for this project at the Deck Opening Party last Friday night. It was well attended and much progress was made. Notably, the Kimberly's sponsored a complete four top! We want to get quality, mostly high-top tables and chairs to allow golf to be viewed while seated.
 - Fran Phillips, chairman of the Ryder Cup, approached the House Committee to have a hotdog station during the event which would include a dog and a soda in the registration fee. He has the equipment to cook the dogs and get the soda's out to the comfort station. He has coordinated with the kitchen to get an extra worker to serve the food. Overall, his plan will net the club some money as players will be charged \$5 for the dog and soda and the expense for said items is far less. He was looking for BOD approval to do this.
 - Trivia has continued to be a net positive event for the Sand Trap. 80 people showed up last Thursday. Members and non-members alike have been showing up to play, eat and drink. We are making an effort to continue this throughout the summer. While we understand that some nights when the weather is great we may draw fewer people, the fact that the town swells over these months we should keep it going.
 - Recommendation has been made to get rid of the 10%-member discount. It has been difficult to monitor.
 - One issue that has come up at several meetings is liquor on the beverage cart. Members have been leaning on the cart attendants for heavy pours. We have posted a sign on the cart explaining the price of drinks. If a player wants a stiffer drink they need to pay for it. It is also a reminder to us all if we witness something like that we should find a way to call it out. The club should not be financing an individual's desire for free additional alcohol.

Motion to allow Fran Phillips to arrange for the service of hot dogs was made

by Tom Cayon. Seconded by Kevin Lawlor. All in favor. Motion passed.

OLD BUSINESS:

- Sabbatical Policy – There was an idea brought to the board about a nominal fee for going on sabbatical. The conversation will be tabled until after the board checks in with the administrative staff about the benefits/drawbacks to changing the sabbatical policy.
- The additional signs for the restaurant are not ready to put out yet.

NEW BUSINESS:

- Crescent Lake situation – It was discovered that a resident of McManus Road had widened an existing footpath through our property to Kingswood's beach front area of Crescent Lake. Additionally, a swim raft was anchored off of our property. Kingswood was not asked for permission for either the trail cutting or the anchoring of the raft. A letter will go out to the two properties close to the the path, laying out our concerns and issuing a cease and desist. A second letter will be sent to all other residents of the Crescent Lake Estates explaining in less detail our discovery, but reiterating a cease and desist the use of the path.
- No trespassing signs – Something needs to be done to curb the amount of people walking onto the course from the gap in the fence near the high school. We will have to order signs indicating that there is no trespassing and a potential for trail cameras.
- Deck Compensation - Jason Lovering put in a lot of work on the construction of the new deck. He did not receive any compensation. Candace Tordonato recommends a two-year cart membership. Shamus Keating proposed his next year's entire membership be covered.

Motion made by Candace Tordonato to provide Jason with next year's membership as compensation, seconded by Tom Cayon. All in favor. Motion passed.

- The club is now looking to fund high top tables and chairs (12) to fill the deck. Members will be asked to donate, if they so desire, to fill the deck for this season.
- Member conduct - There was an incident at the club that raised the question of whether a conduct committee is necessary. While the club has a conduct committee it is currently unmanned. The conversation, will be tabled, if conduct continues to devolve, an ad hoc, or formal committee will be discussed.

Next BOD meeting date: July 20th, 2026 at **7:00 PM** at Kingswood Golf Club

ADJOURNMENT: A motion to adjourn the meeting was made by Laura Spellman.

Seconded by Tom Cayon. All in favor. The meeting was adjourned at 5:54 PM.

Respectfully Submitted,

Keith D. Blair
Secretary