

Mount Pleasant Golf Club

141 Staples Street
Lowell, Massachusetts 01851
www.mpgc.net

Established 1910

(978)452-8228

Chris Green
President

Jason Frediani
Vice-President

Bob McLeod
Secretary

Jay Heelon
Treasurer

Board of Directors Meeting *

July 25, 2018

President Chris Green called the meeting to order at 7:07 p.m. with eight (8) board members present and Gerry Foley away on vacation.

NEW BUSINESS – Tom Livingston Request to Appear (Taken Out of Order)

Tom Livingston entered the meeting at 7:09 p.m.

Tom thanked the board for agreeing to meet, and went on to discuss the recent change in the card room policy, especially requiring all players to be members in good standing. He asked for an exception for a long standing group of Mount Pleasant and Long Meadow members, detailing how a small, regular group has played together for years, moving back and forth between clubs without issue. There was a brief discussion concerning the scope and background of the game.

Motion by Jason Frediani, seconded by Jay Heelon to allow an exception to the current card room policy solely for the existing Mount Pleasant/Long Meadow players on Tuesday's, from 4:00 to 8:00 p.m., based on a long standing reciprocal understanding.
Vote unanimous - Motion passed.

Tom Livingston left the meeting at 7:16 p.m.

SECRETARY

Secretary presented the minutes from June 13, 2018 regular meeting.

Motion by Phil Regan, seconded by Donna McMahon to accept the amended minutes of the 6/13/2018 regular meeting, with the May financials attached. Vote unanimous - Motion passed.

Correspondence

- From the family of Mary Howarth, thank you for the donation - accepted;
- From Dick O'Loughlin, thank you for the donation to the Charlestown YMCA fundraiser for assorted Youth Programs, including substance abuse education and prevention - accepted;
- From Jason Howarth, thanking the board and staff for all their efforts on hosting a very successful City Tournament (attachment) – accepted;
- From Dana Farber/Jimmy Fund requesting a donation to again sponsor a hole (\$150) in the Ronan/McKay Budweiser Jimmy Fund Classic at Mount Pleasant this year;
- From the Fourth Annual Danny Rogers Memorial Gold Tournament, requesting a donation for their scholarship raffle, from Mike McLeod;
- From the LHS Wrestling program, requesting a donation for their fundraising raffle, from Christine Pare;
- From the UMass Hockey Program, requesting a donation for their annual fundraiser, from Joel Jenkins;
- From the Jimmy Fund Classic, requesting a donation for their annual raffle, from Jack Rourke;
- From the Russel 'Hands' Lowell Annual Golf Tournament, requesting a donation, from Brian Gleason.

Motion by Jason Frediani, seconded by Phil Regan to sponsor a hole for \$150 in the 2018 Jimmy Fund Classic. Vote unanimous - Motion passed.

Motion by Donna McMahon, seconded by Dave Desmond to donate one foursome with carts to each of the five (5) requests referenced above. Vote unanimous - Motion passed.

Membership

The following were submitted for Social membership: Matthew Andrade; Tim Fallon; Brendan Gill; Justin Sullivan; Donald McNaught; and Vito Cerasuolo.

Motion by Jay Heelon, seconded by Donna McMahon to accept the six (6) Social members above. Vote unanimous - Motion passed.

Motion by Andrea Dutile, seconded by Dave Desmond to accept the Secretary's report.
Vote unanimous - Motion passed.

TREASURER

Treasurer Jay Heelon began by stating the Bookkeeper gave her notice this week, explaining that she received a promotion with greater responsibilities and would be unable to devote the time required to Mount Pleasant. After a review of the status of the current transition (from previous Treasurer to current Treasurer and bookkeeper model) and pending events (end of fiscal year, annual audit, annual meeting):

Jay Heelon left the meeting at 7:45 p.m.

The board discussed the previous and current role of the Treasurer, the possibility of interim compensation, and the process and timing of filling the bookkeeper position.

Jay Heelon returned to the meeting at 8:02 p.m.

It was agreed to schedule the next board meeting for Wednesday, August 15th and invite the Finance Review Committee, to assess the situation at that time and develop a specific plan going forward.

Motion by Phil Regan, seconded by Andrea Dutile to accept the Treasurer's report with financials to be attached. Vote unanimous - Motion passed.

HOUSE COMMITTEE

Donna McMahon reported the replacement chairs for the upstairs hall have been received (four were bent and will be replaced, also extra cushions were ordered); standard wine list was completed and implemented, and new (consistent) wine glasses have been ordered; the walk-in floor will be repaired August 1st; new cooler and glass (for the renovation between downstairs bar and sun porch) are in the works; beverage prices to be rounded off for the Jimmy Fund Tournament; agreed to provide food for players and caddies when hosting the Junior City Tournament; Trivia to start in October; also exploring some kind of Queen of Clubs type raffle.

Motion by Dave Desmond, seconded by Jason Frediani, to accept the report of the House Committee. Vote unanimous – Motion passed.

GREENS COMMITTEE

In Gerry Foley's absence, Chris Green reported that staff is working with Art Robinson on locating a bench with flowers on # 1 forward tee box, in memory of Nancy Robinson; he also expressed safety concerns over the existing practice mat on # 1 tee at the net.

Motion by Chris Green, seconded by Jason Frediani to purchase a replacement mat that will accept tees, approximately 12' x 16' and not to exceed \$5K. Vote unanimous - Motion passed.

Motion by Dave Desmond, seconded by Donna McMahon to accept the report of the Greens Committee. Vote unanimous - Motion passed.

TOURNAMENT COMMITTEE

Phil Regan reported the June Member/Guest was 6/15/18 – 74 players turned out; Second round of the City Tournament held 6/23/18 was very successful – special thanks to Rick Gillis for managing the parking situation, and also the Golf Genius live scoring and TV setups (very well done); July 4th Flag Tournament sold out; Two Day Member/Guest July 13/14 a great success – 64 teams played from 6:30 a.m. to 8:30 p.m. – special thanks to Joel and staff; Chuck and crew; and Sean and his staff; Junior Club Championship and Junior City Qualifying held 7/18/18 – congratulations to Junior Club Champ Connor Sterin; Member/3 Guest on 7/20/18 had 93 players; Women's City Tournament 7/21/18; Over 50/Under 50 Tournament rescheduled to 7/28/18; Junior Clinics run by Cam Martin and Tom Connolly are very popular, with great reviews and feedback.

Special thanks to Sean Tully and company, especially their extraordinary efforts during the City Tournament and Two Day Member Guest; also to Chuck and his crew for course conditions, and especially for their flexibility during the Two Day Member Guest (early start times, returning in the evening to roll the greens for the grand march, etc.); and Joel the entire Pro Shop staff for their service and professionalism during a very hectic season.

Motion by Donna McMahon, seconded by Andrea Dutile to accept the report of the Tournament Committee. Vote unanimous - Motion passed.

COMMUNICATIONS COMMITTEE

Andrea reported the updates and mailings are ongoing; Joel and Cam have been active with updates and providing info; also noted the Greens Committee page update, including the new equipment purchases

Motion by Phil Regan, seconded by Jason Frediani to accept the report of the Communications Committee. Vote unanimous - Motion passed.

OLD BUSINESS

NGRID – deferred to next month, in Gerry Foley’s absence.

NEW BUSINESS

Tom Livingston – Request to Appear (Taken Out of Order)

Bookkeeper Position (Taken Out of Order)

Jay Heelon left the meeting at 8:57 p.m.

After a brief discussion:

Motion by Chris Green, seconded by Phil Regan to work with the Finance Review Committee to fill the bookkeeper position as soon as possible, and pay the Treasurer a stipend of \$750 per month, beginning August 1st and continuing temporarily until the position is filled. Vote unanimous - Motion passed.

Jay Heelon returned to the meeting at 9:02 p.m.

Jay Heelon agreed to contact the Finance Review Committee members and inform them of the situation.

MISCELLANEOUS

Now that the replacement chairs are in, Sean will contact the Lowell Transitional Living Center regarding donating some of the old chairs.

There was a brief discussion of again offering a small, late season bonus to staff:

Motion by Chris Green, seconded by Dave Desmond that based on a successful season, and in appreciation of their efforts on behalf of Mount Pleasant, to once again offer a bonus of \$250 to Joel and his staff, \$250 to Chuck and his staff, and \$250 to Sean and his staff, to be divided and/or used as they see fit. Vote unanimous - Motion passed.

Several board members referenced complaints by multiple members regarding tee times and playing times on weekends. It was agreed that all members and guests must check in with the Pro Shop staff, and that the staff will manage the first/tenth tee box and assign players accordingly

There being no further business,

Motion by Donna McMahon, seconded by Phil Regan to adjourn. Vote unanimous. Motion passed. The meeting was adjourned at 9:34 p.m.

NEXT REGULAR MEETING
Wednesday, August 13th at 7:00 p.m.

Respectfully Submitted,

Bob McLeod, Secretary

On Jul 9, 2018, at 2:56 PM, Howarth, Jason wrote:

Bob,

Please share this with the board.

To the Board of Directors,

The purpose of the email is to say thank you. A few weeks ago Mount Pleasant hosted the 2nd round of the 2018 Lowell City Golf Tournament and I felt it necessary as a player, member and former board member to thank the following people.

- Joel Jenkins and Staff for running the tee, connecting the team for practice rounds and of course making sure we looked good during the tournament.
- Sean Tully – As always Sean and his staff came through big and had the club house and patio looking great and accommodating to members and guests alike. I still don't know how he does it.
- Chuck and crew – To be honest I had some fear going into the event related to the condition of the course (more so some of the areas not in play but essential to the aesthetics and experience). Chuck and his team came through huge, the course was in great shape, the greens rolled true and the experience for players and spectators lived up to the Mount Pleasant standard.
- Phil, Donna and the entire board for continuing to support this event in and outside the board room.
- Jay Heelon and the rest of the City Tournament committee for their dedication to such a great event.
- Rick Gillis for all his contributions, especially planning and managing the parking in both lots.
- Zesty's for keeping the players and crowd well fed.

The hard work that happens behind the scenes to plan, organize and execute on a day where we get to show off how special MP does not go unnoticed. You all deserve a pat on the back.

Keep up the great work.

Member #20

Jason Howarth

Mount Pleasant Golf Club
Financial Reporting Package - Unaudited
For the Month Ended June 30, 2018

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The Budget figures included in this month's financial statements and reports are from the 2018 Fiscal Year Budget, as approved by the Board of Directors.

The current fiscal year results detailed in this set of financial statements have not been audited by an independent CPA and are subject to adjustment.

Mount Pleasant Golf Club
Income Statement - Budget Comparative
For the Month Ended June 30, 2018

	ACTUAL Jun-18	BUDGET Jun-18	VARIANCE Jun-18	ACTUAL Q3 18	BUDGET Q3 18	VARIANCE Q3 18	ACTUAL YTD	BUDGET YTD	VARIANCE YTD
Unrestricted Revenue									
Dues	55,980.42	59,251.49	(3,271.07)	173,074.17	117,584.66	55,489.51	579,366.66	581,072.57	(1,706.91)
Initiation Fees	0.00	0.00	0.00	0.00	0.00	0.00	41,700.00	10,000.00	31,700.00
Bar Receipts	76,828.71	65,542.78	11,285.93	132,089.17	114,900.58	17,188.59	347,377.03	287,898.85	59,478.18
Cart Rentals	19,888.30	20,400.42	(512.12)	37,164.43	35,999.79	1,164.64	43,636.54	46,039.15	(2,402.61)
Green Fees	12,817.00	14,827.61	(2,010.61)	19,594.00	26,557.04	(6,963.04)	23,733.00	32,764.59	(9,031.59)
House Income & Hall Rental	5,050.00	4,737.23	312.77	15,290.00	7,772.26	7,517.74	39,565.39	37,503.84	2,061.55
Total unrestricted Revenue	170,564.43	164,759.52	5,804.91	377,211.77	302,814.33	74,397.44	1,075,378.62	995,279.00	80,099.62
Operating Expenses									
General & Administration	22,607.94	25,809.63	3,201.69	41,848.62	52,735.55	10,886.93	171,870.00	188,282.43	16,412.43
Golf Course	54,925.86	47,882.37	(7,043.49)	111,482.62	105,511.59	(5,971.03)	326,836.42	304,336.46	(22,499.96)
House	52,311.76	63,940.21	11,628.45	115,855.58	127,932.58	12,077.00	410,319.73	401,312.37	(9,007.36)
Tournament	19,423.67	22,781.89	3,358.22	37,430.30	36,760.15	(670.15)	85,088.79	89,751.28	4,662.49
Total Operating Expenses	149,269.23	160,414.10	11,144.87	306,617.12	322,939.87	16,322.75	994,114.94	983,682.54	(10,432.40)
Income From Operations	21,295.20	4,345.43	16,949.77	70,594.65	(20,125.53)	90,720.18	81,263.68	11,596.46	69,667.22
Other Income (Expenses)									
Interest Expense	(1,232.03)	(1,629.30)	397.27	(2,511.82)	(3,214.97)	703.15	(13,356.65)	(13,312.68)	(43.97)
Miscellaneous Income	(547.38)	112.75	(660.13)	(382.38)	(175.34)	(207.04)	6,939.41	6,560.24	379.17
Total Other Income (Expenses)	(1,779.41)	(1,516.55)	(262.86)	(2,894.20)	(3,390.30)	496.10	(6,417.24)	(6,752.44)	335.20
Net Increase in Unrestricted Net Assets	19,515.79	2,828.88	16,686.91	67,700.45	(23,515.84)	91,216.29	74,846.44	4,844.02	70,002.42
Unrestricted Net Assets - Beginning	1,422,398.25	1,369,082.75	53,315.50	1,374,213.59	1,395,427.46	(21,213.87)	1,367,067.60	1,367,067.60	0.00
Unrestricted Net Assets - Ending	1,441,914.04	1,371,911.62	70,002.42	1,441,914.04	1,371,911.62	70,002.42	1,441,914.04	1,371,911.62	70,002.42

Mount Pleasant Golf Club
Statement of Cash Flows - Budget Comparative
For the Month Ended June 30, 2018

	ACTUAL Jun-18	BUDGET Jun-18	VARIANCE Jun-18	ACTUAL Q3 18	BUDGET Q3 18	VARIANCE Q3 18	ACTUAL YTD	BUDGET YTD	VARIANCE YTD
Cash Flows From (Used By) Operating Activities									
Net Increase in Unrestricted Net Assets	19,515.79	2,828.88	16,686.91	67,700.45	(23,515.84)	91,216.29	74,846.44	4,844.02	70,002.42
Adjustments to Reconcile Increase (Decrease) in Unrestricted Net Assets to Net Cash Provided by Operating Activities:									
Depreciation	13,197.36	13,750.00	(552.64)	26,394.72	27,500.00	(1,105.28)	105,578.88	110,000.00	(4,421.12)
Changes in:									
Accounts Receivable	23,405.00	16,006.25	7,398.75	(1,292.00)	32,012.50	(33,304.50)	(16,375.04)	(32,012.50)	15,637.46
Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Prepaid Expenses	8,003.01	(35,610.42)	43,613.43	9,284.36	(27,900.32)	37,184.68	21,530.84	(22,677.58)	44,208.42
Other Assets	0.00	0.00	0.00	0.00	0.00	0.00	(192.60)	0.00	(192.60)
Accounts Payable	(21,529.73)	2,500.00	(24,029.73)	(5,725.20)	7,500.00	(13,225.20)	(27,603.65)	(22,500.00)	(5,103.65)
Accrued Expenses	(4,374.86)	2,119.75	(6,494.61)	2,329.15	3,774.59	(1,445.44)	(12,300.36)	(20,037.99)	7,737.63
Deferred Revenue	(120,818.58)	(77,601.49)	(43,217.09)	(215,809.63)	(174,744.66)	(41,064.97)	286,379.50	301,783.97	(15,404.47)
Net Cash From (Used By) Operating Activities	(82,602.01)	(76,007.04)	(6,594.97)	(117,118.15)	(155,373.73)	38,255.58	431,864.01	319,399.92	112,464.09
Cash Flows From (Used By) Investing Activities									
Permanent Assets Acquired	0.00	0.00	0.00	0.00	(13,900.00)	13,900.00	0.00	(13,900.00)	13,900.00
Land and Improvements	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Buildings and Improvements	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Furniture, Fixtures and Equipment	(6,000.00)	0.00	(6,000.00)	(21,158.08)	(39,600.00)	18,441.92	(28,283.08)	(39,600.00)	11,316.92
Net Cash From (Used By) Investing Activities	(6,000.00)	0.00	(6,000.00)	(21,158.08)	(53,500.00)	32,341.92	(28,283.08)	(53,500.00)	25,216.92
Cash Flows From (Used By) Financing Activities									
Increase in Capital Leases	(7,523.71)	(6,195.46)	(1,328.25)	(14,080.28)	(12,421.14)	(1,659.14)	(26,569.70)	(18,182.97)	(8,386.73)
Repayment of Long-Term Borrowings	(34,490.76)	(34,461.11)	(29.65)	(41,906.06)	(41,892.00)	(14.06)	(92,677.24)	(85,849.59)	(6,827.65)
Net Cash From (Used By) Financing Activities	(42,014.47)	(40,656.57)	(1,357.90)	(55,986.34)	(54,313.14)	(1,673.20)	(119,246.94)	(104,032.56)	(15,214.38)
Net Increase (decrease) in Cash	(130,616.48)	(116,663.61)	(13,952.87)	(194,262.57)	(263,186.87)	68,924.30	284,333.99	161,867.36	122,466.63
Cash - Beginning	619,578.32	483,158.82	136,419.50	683,224.41	629,682.08	53,542.33	204,627.85	204,627.85	0.00
Cash - Ending	488,961.84	366,495.21	122,466.63	488,961.84	366,495.21	122,466.63	488,961.84	366,495.21	122,466.63
Interest Paid	1,359.24	1,750.00	(390.76)	2,793.94	3,500.00	(706.06)	13,989.76	14,000.00	(10.24)

Mount Pleasant Golf Club
Balance Sheet - Budget Comparative
For the Month Ended June 30, 2018

	ACTUAL Jun-18	BUDGET Jun-18	VARIANCE Jun-18
Assets			
Current Assets:			
Cash	488,961.84	366,495.21	122,466.63
Accounts Receivable	39,660.04	49,782.50	(10,122.46)
Allowance for Doubtful Accounts	(16,242.51)	(10,727.51)	(5,515.00)
Inventory	21,721.94	21,721.94	0.00
Prepaid Expense	21,576.11	65,784.53	(44,208.42)
Total Current Assets	555,677.42	493,056.67	62,620.75
Fixed Assets:			
Land and Improvements	665,203.02	679,103.02	(13,900.00)
Buildings and Improvements	2,196,910.32	2,196,910.32	0.00
Furniture, Fixtures and Equipment	1,335,056.24	1,346,373.16	(11,316.92)
Total Cost of Fixed Assets	4,197,169.58	4,222,386.50	(25,216.92)
Less: Accumulated Depreciation	(2,489,443.72)	(2,493,864.84)	4,421.12
Net Fixed Assets	1,707,725.86	1,728,521.66	(20,795.80)
Other Assets:			
Liquor License	1,000.00	1,000.00	0.00
Deposits	808.30	615.70	192.60
Total Other Assets	1,808.30	1,615.70	192.60
Total Assets	2,265,211.58	2,223,194.03	42,017.55
Liabilities & Unrestricted Net Assets			
Current Liabilities:			
Demand Note Payable - Real Estate	300,240.70	307,068.35	(6,827.65)
Current Portion of Lease Payable	0.00	0.00	0.00
Accounts Payable	30,686.88	35,790.53	(5,103.65)
Accrued Expenses	26,163.83	18,426.20	7,737.63
Deferred Revenue	305,947.49	321,351.96	(15,404.47)
Total Current Liabilities	663,038.90	682,637.04	(19,598.14)
Long-Term Liabilities			
Bonds Payable	735.00	735.00	0.00
Lease Payable	159,523.64	167,910.37	(8,386.73)
Total Long-Term Liabilities	160,258.64	168,645.37	(8,386.73)
Unrestricted Net Assets	1,441,914.04	1,371,911.62	70,002.42
Total Liabilities & Unrestricted Net Assets	2,265,211.58	2,223,194.03	42,017.55

Mount Pleasant Golf Club
Operating Expenses - Budget Comparative
For the Month Ended June 30, 2018

	ACTUAL YTD	BUDGET YTD	VARIANCE YTD
Insurance	19,078.66	21,294.34	2,215.68
Payroll Taxes	7,598.49	5,207.13	(2,391.36)
Bad Debt Expense	10,200.00	8,000.00	(2,200.00)
Contributions	911.03	1,095.65	184.62
Miscellaneous Expense	13,600.55	12,392.51	(1,208.04)
Office Expense	19,270.88	19,640.32	369.44
Professional Fees	15,880.00	20,666.67	4,786.67
Taxes - Real Estate	37,757.54	38,127.96	370.42
Telephone	0.00	0.00	0.00
Utilities	36,849.00	40,553.09	3,704.09
Meeting Expense	3,313.13	2,666.67	(646.46)
Depreciation	(1,087.76)	3,333.33	4,421.09
Laundry Expense	3,118.56	3,182.61	64.05
Liquor License	333.33	1,333.36	1,000.03
Taxes - Sales/Use/Other	1,536.95	6,540.37	5,003.42
Water	3,509.64	4,248.42	738.78
Total General & Administrative Expenses	171,870.00	188,282.43	16,412.43

	ACTUAL Q3 18	BUDGET Q3 18	VARIANCE Q3 18
Insurance	5,689.66	5,276.47	(413.19)
Payroll Taxes	2,581.06	1,507.02	(1,074.04)
Bad Debt Expense	2,500.00	2,000.00	(500.00)
Contributions	486.77	521.74	34.97
Miscellaneous Expense	3,172.68	2,853.32	(319.36)
Office Expense	4,062.68	4,809.09	746.41
Professional Fees	4,984.00	5,166.67	182.67
Taxes - Real Estate	9,360.48	9,364.97	4.49
Telephone	0.00	0.00	0.00
Utilities	6,915.61	15,347.51	8,431.90
Meeting Expense	453.96	666.67	212.71
Depreciation	(271.94)	833.33	1,105.27
Laundry Expense	922.78	854.07	(68.71)
Liquor License	0.00	333.34	333.34
Taxes - Sales/Use/Other	34.69	2,691.25	2,656.56
Water	956.19	510.11	(446.08)
Total General & Administrative Expenses	41,848.62	52,735.55	10,886.93

	ACTUAL Jun-18	BUDGET Jun-18	VARIANCE Jun-18
Insurance	2,844.83	2,607.16	(237.67)
Payroll Taxes	1,222.17	890.33	(331.84)
Bad Debt Expense	1,250.00	1,000.00	(250.00)
Contributions	143.50	521.74	378.24
Miscellaneous Expense	999.29	1,005.95	6.66
Office Expense	2,083.36	2,319.52	236.16
Professional Fees	2,696.00	2,583.33	(112.67)
Taxes - Real Estate	4,680.24	4,681.98	1.74
Telephone	0.00	0.00	0.00
Utilities	5,525.15	6,758.72	1,233.57
Meeting Expense	93.54	333.33	239.79
Depreciation	(135.97)	416.67	552.64
Laundry Expense	473.27	408.13	(65.14)
Liquor License	0.00	166.67	166.67
Taxes - Sales/Use/Other	732.56	1,605.98	1,605.98
Water	0.00	510.11	(222.45)
Total General & Administrative Expenses	22,607.94	25,809.63	3,201.69

0.00

	ACTUAL YTD	BUDGET YTD	VARIANCE YTD
Salaries & Wages	139,703.57	129,859.38	(9,844.19)
Payroll Taxes	10,468.35	10,090.89	(377.46)
Course Maintenance & Supplies	71,037.19	68,088.60	(2,948.59)
Depreciation	60,000.00	60,000.00	0.00
Retirement Fund	1,360.00	1,386.67	26.67
Equipment R&M	10,213.09	11,186.46	973.37
Employee Benefits	27,780.81	17,083.33	(10,697.48)
Workers Compensation Insurance	3,218.00	4,333.33	1,115.33
Golf Cart Expense	666.66	833.33	166.67
Miscellaneous Expense	2,388.75	1,474.47	(914.28)
Total Golf Course Expenses	326,836.42	304,336.46	(22,499.96)

	ACTUAL Q3 18	BUDGET Q3 18	VARIANCE Q3 18
Salaries & Wages	48,916.43	44,562.08	(4,354.35)
Payroll Taxes	2,715.05	3,358.26	643.21
Course Maintenance & Supplies	35,633.22	35,216.59	(416.63)
Depreciation	15,000.00	15,000.00	0.00
Retirement Fund	360.00	346.67	(13.33)
Equipment R&M	657.21	497.15	(160.06)
Employee Benefits	4,634.55	4,270.83	(363.72)
Workers Compensation Insurance	804.50	1,083.33	278.83
Golf Cart Expense	666.66	833.33	166.67
Miscellaneous Expense	2,095.00	343.34	(1,751.66)
Total Golf Course Expenses	111,482.62	105,511.59	(5,971.03)

0.00

	ACTUAL Jun-18	BUDGET Jun-18	VARIANCE Jun-18
Salaries & Wages	23,966.36	25,977.92	2,011.56
Payroll Taxes	1,206.19	1,941.40	735.21
Course Maintenance & Supplies	17,184.04	8,732.32	(8,451.72)
Depreciation	7,500.00	7,500.00	0.00
Retirement Fund	160.00	173.33	13.33
Equipment R&M	924.74	291.98	(632.76)
Employee Benefits	1,153.95	2,135.42	981.47
Workers Compensation Insurance	402.25	541.67	139.42
Golf Cart Expense	333.33	416.66	83.33
Miscellaneous Expense	2,095.00	171.67	(1,923.33)
Total Golf Course Expenses	54,925.86	47,882.37	(7,043.49)

0.00

Mount Pleasant Golf Club
Operating Expenses - Budget Comparative
For the Month Ended June 30, 2018

	ACTUAL YTD	BUDGET YTD	VARIANCE YTD
Salaries & Wages	145,381.96	138,199.24	(7,182.72)
Payroll Taxes	10,380.96	10,631.49	250.53
Depreciation	46,666.64	46,666.67	0.03
Retirement Fund	4,420.00	4,533.33	113.33
Employee Benefits	19,485.13	27,766.67	8,281.54
Workers Compensation Insurance	1,072.64	1,493.12	420.48
House Maintenance & Supplies	67,255.13	58,859.94	(8,395.19)
Bar Merchandise	111,474.63	101,688.91	(9,785.72)
Function Package & House Event Exp	4,182.64	11,472.99	7,290.35
Total House Expenses	410,319.73	401,312.37	(9,007.36)

	ACTUAL Q3 18	BUDGET Q3 18	VARIANCE Q3 18
Salaries & Wages	43,215.64	41,932.10	(1,283.54)
Payroll Taxes	2,697.49	3,210.39	512.90
Depreciation	11,666.66	11,666.67	0.01
Retirement Fund	1,170.00	1,133.33	(36.67)
Employee Benefits	1,006.10	6,941.67	5,935.57
Workers Compensation Insurance	268.16	321.92	53.76
House Maintenance & Supplies	18,057.53	18,344.92	287.39
Bar Merchandise	36,429.14	41,069.15	4,640.01
Function Package & House Event Exp	1,344.86	3,312.44	1,967.58
Total House Expenses	115,855.58	127,932.58	12,077.00

	ACTUAL Jun-18	BUDGET Jun-18	VARIANCE Jun-18
Salaries & Wages	20,712.63	23,776.24	3,063.61
Payroll Taxes	1,208.51	1,807.00	598.49
Depreciation	5,833.33	5,833.33	0.00
Retirement Fund	520.00	566.67	46.67
Employee Benefits	(636.48)	3,470.83	4,107.31
Workers Compensation Insurance	134.08	126.72	(7.36)
House Maintenance & Supplies	10,526.62	4,869.82	(5,656.80)
Bar Merchandise	13,053.01	23,020.17	9,967.16
Function Package & House Event Exp	960.06	469.43	(490.63)
Total House Expenses	52,311.76	63,940.21	11,628.45

	ACTUAL YTD	BUDGET YTD	VARIANCE YTD
Salaries & Wages	71,397.25	65,688.14	(5,709.11)
Payroll Taxes	4,205.16	5,328.88	1,123.72
Trophies & Awards	41.06	1,477.51	1,436.45
Travel & Tournaments	1,500.00	2,400.00	900.00
Miscellaneous Expense	7,395.79	4,843.40	(2,552.39)
Employee Benefits	549.53	10,013.35	9,463.82
Total Tournament Expenses	85,088.79	89,751.28	4,662.49

	ACTUAL Q3 18	BUDGET Q3 18	VARIANCE Q3 18
Salaries & Wages	29,308.92	27,843.13	(1,465.79)
Payroll Taxes	1,160.92	1,988.26	827.34
Trophies & Awards	-	-	0.00
Travel & Tournaments	1,000.00	2,400.00	1,400.00
Miscellaneous Expense	4,189.52	1,955.66	(2,233.86)
Employee Benefits	1,770.94	2,573.10	802.16
Total Tournament Expenses	37,430.30	36,760.15	(670.15)

	ACTUAL Jun-18	BUDGET Jun-18	VARIANCE Jun-18
Salaries & Wages	13,775.52	16,987.40	3,211.88
Payroll Taxes	521.26	1,213.05	691.79
Trophies & Awards	-	-	0.00
Travel & Tournaments	1,000.00	1,892.81	892.81
Miscellaneous Expense	3,182.64	1,460.71	(1,721.93)
Employee Benefits	944.25	1,227.91	283.66
Total Tournament Expenses	19,423.67	22,781.89	3,358.22

0.00

0.00

Mount Pleasant Golf Club
Income Statement - Prior Year Comparative
For the Month Ended June 30, 2018

	ACTUAL Jun-18	ACTUAL Jun-17	VARIANCE June	ACTUAL Q3 18	ACTUAL Q3 17	VARIANCE Q3	ACTUAL YTD 18	BUDGET YTD 17	VARIANCE YTD
Unrestricted Revenue									
Dues	55,980.42	58,217.94	(2,237.52)	173,074.17	115,645.02	57,429.15	579,366.66	572,206.27	7,160.39
Initiation Fees	0.00	0.00	0.00	0.00	3,500.00	(3,500.00)	41,700.00	32,000.00	9,700.00
Bar Receipts	76,828.71	67,656.91	9,171.80	132,089.17	118,606.79	13,482.38	347,377.03	297,185.26	50,191.77
Cart Rentals	19,888.30	18,873.66	1,014.64	37,164.43	33,305.58	3,858.85	43,636.54	42,593.60	1,042.94
Green Fees	12,817.00	14,597.00	(1,780.00)	19,594.00	26,144.00	(6,550.00)	23,733.00	32,255.00	(8,522.00)
House Income & Hall Rental	5,050.00	4,425.00	625.00	15,290.00	7,260.00	8,030.00	39,565.39	35,032.00	4,533.39
Total unrestricted Revenue	170,564.43	163,770.51	6,793.92	377,211.77	304,461.39	72,750.38	1,075,378.62	1,011,272.13	64,106.49
Operating Expenses									
General & Administration	22,607.94	37,781.99	15,174.05	41,848.62	76,066.92	34,218.30	171,870.00	284,319.09	112,449.09
Golf Course	54,925.86	40,781.92	(14,143.94)	111,482.62	86,800.67	(24,681.95)	326,836.42	249,643.52	(77,192.90)
House	52,311.76	57,966.19	5,654.43	115,855.58	115,367.71	(487.87)	410,319.73	350,139.06	(60,180.67)
Tournament	19,423.67	19,800.62	376.95	37,430.30	31,956.36	(5,473.94)	85,088.79	82,432.29	(2,656.50)
Total Operating Expenses	149,269.23	156,330.72	7,061.49	306,617.12	310,191.66	3,574.54	994,114.94	966,533.96	(27,580.98)
Income From Operations	21,295.20	7,439.79	13,855.41	70,594.65	(5,730.27)	76,324.92	81,263.68	44,738.17	36,525.51
Other Income (Expenses)									
Interest Expense (Net)	(1,232.03)	(1,691.58)	459.55	(2,511.82)	(3,260.24)	748.42	(13,356.65)	(13,748.92)	392.27
Miscellaneous Income	(547.38)	240.00	(787.38)	(382.38)	25.00	(407.38)	6,939.41	7,592.52	(653.11)
Total Other Income (Expenses)	(1,779.41)	(1,451.58)	(327.83)	(2,894.20)	(3,235.24)	341.04	(6,417.24)	(6,156.40)	(260.84)
Net Increase in Unrestricted Net Assets	19,515.79	5,988.21	13,527.58	67,700.45	(8,965.51)	76,665.96	74,846.44	38,581.77	36,264.67
Unrestricted Net Assets - Beginning	1,422,398.25	1,369,064.99	53,333.26	1,374,213.59	1,384,018.71	(9,805.12)	1,367,067.60	1,336,471.43	30,596.17
Unrestricted Net Assets - Ending	1,441,914.04	1,375,053.20	66,860.84	1,441,914.04	1,375,053.20	66,860.84	1,441,914.04	1,375,053.20	66,860.84

Mount Pleasant Golf Club
Statement of Cash Flows - Prior Year Comparative
For the Month Ended June 30, 2018

	ACTUAL Jun-18	ACTUAL Jun-17	VARIANCE June	ACTUAL Q3 18	ACTUAL Q3 17	VARIANCE Q3	ACTUAL YTD 18	ACTUAL YTD 17	VARIANCE YTD
Cash Flows From (Used By) Operating Activities									
Net Increase in Unrestricted Net Assets	19,515.79	5,988.21	13,527.58	67,700.45	(8,965.51)	76,665.96	74,846.44	38,581.77	36,264.67
Adjustments to Reconcile Increase (Decrease) in Unrestricted Net Assets to Net Cash Provided by Operating Activities:									
Depreciation	13,197.36	13,744.41	(547.05)	26,394.72	27,455.18	(1,060.46)	105,578.88	108,721.18	(3,142.30)
Changes In:									
Accounts Receivable	23,405.00	8,926.00	14,479.00	(1,292.00)	40,305.00	(41,597.00)	(16,375.04)	(4,939.00)	(11,436.04)
Inventory	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Prepaid Expenses	8,003.01	(24,500.75)	32,503.76	9,284.36	(16,926.84)	26,211.20	21,530.84	(6,717.65)	28,248.49
Other Assets	0.00	137.36	(137.36)	0.00	(344.84)	344.84	(192.60)	(558.94)	366.34
Accounts Payable	(21,529.73)	(7,316.98)	(14,212.75)	(5,725.20)	(3,257.12)	(2,468.08)	(27,603.65)	(4,247.68)	(23,355.97)
Accrued Expenses	(4,374.86)	5,431.14	(9,806.00)	2,329.15	5,235.37	(2,906.22)	(12,300.36)	(9,350.68)	(2,949.68)
Deferred Revenue	(120,818.58)	(85,939.46)	(34,879.12)	(215,809.63)	(203,907.78)	(11,901.85)	286,379.50	284,446.45	1,933.05
Net Cash From (Used By) Operating Activities	(82,602.01)	(83,530.07)	928.06	(117,118.15)	(160,406.54)	43,288.39	431,864.01	405,935.45	25,928.56
Cash Flows From (Used By) Investing Activities									
Permanent Assets Acquired	0.00	(3,632.86)	3,632.86	0.00	(3,632.86)	3,632.86	0.00	(3,632.86)	3,632.86
Land and Improvements	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(850.00)	850.00
Buildings and Improvements	0.00	(2,221.88)	(3,778.12)	(21,158.08)	(8,270.00)	(12,888.08)	(28,283.08)	(44,820.27)	16,537.19
Furniture, Fixtures and Equipment	(6,000.00)	(5,854.74)	(145.26)	(21,158.08)	(11,902.86)	(9,255.22)	(28,283.08)	(49,303.13)	21,020.05
Net Cash From (Used By) Investing Activities	(6,000.00)	(5,854.74)	(145.26)	(21,158.08)	(11,902.86)	(9,255.22)	(28,283.08)	(49,303.13)	21,020.05
Cash Flows From (Used By) Financing Activities									
Increase in Capital Leases	(7,523.71)	(6,556.57)	(967.14)	(14,080.28)	(13,113.14)	(967.14)	(26,569.70)	(23,355.14)	(3,214.56)
Repayment of Long-Term Borrowings	(34,490.76)	(7,025.89)	(27,464.87)	(41,906.06)	(14,134.52)	(27,771.54)	(92,677.24)	(83,247.04)	(9,430.20)
Net Cash From (Used By) Financing Activities	(42,014.47)	(13,582.46)	(28,432.01)	(55,986.34)	(27,247.66)	(28,738.68)	(119,246.94)	(106,602.18)	(12,644.76)
Net Increase (decrease) in Cash	(130,616.48)	(102,967.27)	(27,649.21)	(194,262.57)	(199,557.06)	5,294.49	284,333.99	250,030.14	34,303.85
Cash - Beginning	619,578.32	541,885.84	77,692.48	683,224.41	638,475.63	44,748.78	204,627.85	188,888.43	15,739.42
Cash - Ending	488,961.84	438,918.57	50,043.27	488,961.84	438,918.57	50,043.27	488,961.84	438,918.57	50,043.27
Interest Paid	1,359.24	1,802.71	(443.47)	2,793.94	3,522.68	(728.74)	13,989.76	14,172.39	(182.63)

Mount Pleasant Golf Club
Balance Sheet - Prior Year Comparative
For the Month Ended June 30, 2018

	ACTUAL Jun-18	ACTUAL Jun-17	VARIANCE June
Assets			
Current Assets:			
Cash	488,961.84	438,918.57	50,043.27
Accounts Receivable	39,660.04	31,729.00	7,931.04
Allowance for Doubtful Accounts	(16,242.51)	(11,652.51)	(4,590.00)
Inventory	21,721.94	24,066.37	(2,344.43)
Prepaid Expense	21,576.11	49,287.27	(27,711.16)
Total Current Assets	555,677.42	532,348.70	23,328.72
Fixed Assets:			
Land and Improvements	665,203.02	665,203.02	0.00
Buildings and Improvements	2,196,910.32	2,196,910.32	0.00
Furniture, Fixtures and Equipment	1,335,056.24	1,307,310.37	27,745.87
Total Cost of Fixed Assets	4,197,169.58	4,169,423.71	27,745.87
Less: Accumulated Depreciation	(2,489,443.72)	(2,327,187.57)	(162,256.15)
Net Fixed Assets	1,707,725.86	1,842,236.14	(134,510.28)
Other Assets:			
Liquor License	1,000.00	1,000.00	0.00
Deposits	808.30	1,182.94	(374.64)
Total Other Assets	1,808.30	2,182.94	(374.64)
Total Assets	2,265,211.58	2,376,767.78	(111,556.20)
Liabilities & Unrestricted Net Assets			
Current Liabilities:			
Demand Note Payable - Real Estate	300,240.70	421,506.49	(121,265.79)
Current Portion of Lease Payable	0.00	0.00	0.00
Accounts Payable	30,686.88	52,138.51	(21,451.63)
Accrued Expenses	26,163.83	29,133.86	(2,970.03)
Deferred Revenue	305,947.49	296,430.36	9,517.13
Total Current Liabilities	663,038.90	799,209.22	(136,170.32)
Long-Term Liabilities			
Bonds Payable	735.00	735.00	0.00
Lease Payable	159,523.64	201,770.36	(42,246.72)
Total Long-Term Liabilities	160,258.64	202,505.36	(42,246.72)
Unrestricted Net Assets	1,441,914.04	1,375,053.20	66,860.84
Total Liabilities & Unrestricted Net Assets	2,265,211.58	2,376,767.78	(111,556.20)

Mount Pleasant Golf Club
Operating Expenses - Prior Year Comparative
For the Month Ended June 30, 2018

	ACTUAL YTD 18	ACTUAL YTD 17	VARIANCE YTD
Insurance	19,078.66	18,226.06	(852.60)
Payroll Taxes	7,598.49	5,885.01	(1,713.48)
Bad Debt Expense	10,200.00	10,500.00	300.00
Contributions	911.03	1,050.00	138.97
Miscellaneous Expense	13,600.55	12,117.78	(1,482.77)
Office Expense	19,270.88	18,330.17	(940.71)
Professional Fees	15,880.00	10,950.00	(4,930.00)
Taxes - Real Estate	37,757.54	38,222.82	465.28
Telephone	0.00	263.00	263.00
Utilities	36,849.00	39,823.66	2,974.66
Meeting Expense	3,313.13	3,168.60	(144.53)
Depreciation	(1,087.76)	108,721.18	109,808.94
Laundry Expense	3,118.56	3,132.87	14.31
Liquor License	333.33	1,333.36	1,000.03
Taxes - Sales/Use/Other	1,536.95	8,915.56	7,378.61
Water	3,509.64	3,679.02	169.38
Total General & Administrative Expenses	171,870.00	284,319.09	112,449.09

	ACTUAL Q3 18	ACTUAL Q3 17	VARIANCE Q3
Insurance	5,689.66	4,516.19	(1,173.47)
Payroll Taxes	2,581.06	1,695.69	(885.37)
Bad Debt Expense	2,500.00	3,000.00	500.00
Contributions	486.77	500.00	13.23
Miscellaneous Expense	3,172.68	2,836.22	(336.46)
Office Expense	4,062.68	4,474.11	411.43
Professional Fees	4,984.00	2,700.00	(2,284.00)
Taxes - Real Estate	9,360.48	9,388.27	27.79
Telephone	0.00	0.00	0.00
Utilities	6,915.61	15,132.76	8,217.15
Meeting Expense	453.96	261.35	(192.61)
Depreciation	(271.94)	27,455.18	27,727.12
Laundry Expense	922.78	840.72	(82.06)
Liquor License	0.00	333.34	333.34
Taxes - Sales/Use/Other	34.69	2,491.35	2,456.66
Water	956.19	441.74	(514.45)
Total General & Administrative Expenses	41,848.62	76,066.92	34,218.30

	ACTUAL Jun-18	ACTUAL Jun-17	VARIANCE June
Insurance	2,844.83	2,231.50	(613.33)
Payroll Taxes	1,222.17	1,002.95	(219.22)
Bad Debt Expense	1,250.00	1,750.00	500.00
Contributions	143.50	500.00	356.50
Miscellaneous Expense	999.29	1,006.30	7.01
Office Expense	2,083.36	2,139.98	56.62
Professional Fees	2,696.00	1,350.00	(1,346.00)
Taxes - Real Estate	4,680.24	4,693.63	13.39
Telephone	0.00	0.00	0.00
Utilities	5,525.15	6,663.03	1,137.88
Meeting Expense	93.54	203.34	109.80
Depreciation	(135.97)	13,744.41	13,880.38
Laundry Expense	473.27	401.75	(71.52)
Liquor License	0.00	166.67	166.67
Taxes - Sales/Use/Other	0.00	1,486.69	1,486.69
Water	732.56	441.74	(290.82)
Total General & Administrative Expenses	22,607.94	37,781.99	15,174.05

	ACTUAL YTD 18	ACTUAL YTD 17	VARIANCE YTD
Salaries & Wages	139,703.57	134,031.44	(5,672.13)
Payroll Taxes	10,468.35	10,345.77	(122.58)
Course Maintenance & Supplies	71,037.19	56,596.63	(14,440.56)
Depreciation	60,000.00	0.00	(60,000.00)
Retirement Fund	1,360.00	2,790.00	1,430.00
Equipment R&M	10,213.09	11,001.93	788.84
Employee Benefits	27,780.81	28,935.83	1,155.02
Workers Compensation Insurance	3,218.00	4,739.89	1,521.89
Golf Cart Expense	666.66	666.66	0.00
Miscellaneous Expense	2,388.75	535.37	(1,853.38)
Total Golf Course Expenses	326,836.42	249,643.52	(77,192.90)

	ACTUAL Q3 18	ACTUAL Q3 17	VARIANCE Q3
Salaries & Wages	48,916.43	46,124.96	(2,791.47)
Payroll Taxes	2,715.05	3,443.08	728.03
Course Maintenance & Supplies	35,633.22	27,060.33	(8,572.89)
Depreciation	15,000.00	0.00	(15,000.00)
Retirement Fund	360.00	360.00	0.00
Equipment R&M	657.21	488.95	(168.26)
Employee Benefits	4,634.55	7,525.98	2,891.43
Workers Compensation Insurance	804.50	1,021.87	217.37
Golf Cart Expense	666.66	666.66	0.00
Miscellaneous Expense	2,095.00	108.84	(1,986.16)
Total Golf Course Expenses	111,482.62	86,800.67	(24,681.95)

	ACTUAL Jun-18	ACTUAL Jun-17	VARIANCE June
Salaries & Wages	23,966.36	26,922.57	2,956.21
Payroll Taxes	1,206.19	1,990.44	784.25
Course Maintenance & Supplies	17,184.04	7,064.01	(10,120.03)
Depreciation	7,500.00	0.00	(7,500.00)
Retirement Fund	160.00	200.00	40.00
Equipment R&M	924.74	287.16	(637.58)
Employee Benefits	1,153.95	3,527.74	2,373.79
Workers Compensation Insurance	402.25	402.25	0.00
Golf Cart Expense	333.33	333.33	0.00
Miscellaneous Expense	2,095.00	54.42	(2,040.58)
Total Golf Course Expenses	54,925.86	40,781.92	(14,143.94)

Mount Pleasant Golf Club
Operating Expenses - Prior Year Comparative
For the Month Ended June 30, 2018

House Expenses	ACTUAL Jun-18	ACTUAL Jun-17	VARIANCE June	ACTUAL Q3 18	ACTUAL Q3 17	VARIANCE Q3	ACTUAL YTD 18	ACTUAL YTD 17	VARIANCE YTD
Salaries & Wages	20,712.63	23,469.40	2,756.77	43,215.64	41,390.15	(1,825.49)	145,381.96	136,421.59	(8,960.37)
Payroll Taxes	1,208.51	1,736.84	528.33	2,697.49	3,085.74	388.25	10,380.96	10,218.71	(162.25)
Depreciation	5,833.33	0.00	(5,833.33)	11,666.66	-	(11,666.66)	46,666.64	-	(46,666.64)
Retirement Fund	520.00	650.00	130.00	1,170.00	1,170.00	0.00	4,420.00	4,680.00	260.00
Employee Benefits	(636.48)	3,193.44	3,829.92	1,006.10	6,819.12	5,813.02	19,485.13	27,054.16	7,569.03
Workers Compensation Insurance	134.08	134.08	(0.00)	268.16	340.62	72.46	1,072.64	1,579.86	507.22
House Maintenance & Supplies	10,526.62	4,750.42	(5,776.20)	18,057.53	17,784.71	(272.82)	67,255.13	56,798.77	(10,456.36)
Bar Merchandise	13,053.01	23,671.05	10,618.04	36,429.14	42,230.35	5,801.21	111,474.63	104,564.10	(6,910.53)
Function Package & House Event Exp	960.06	360.96	(599.10)	1,344.86	2,547.02	1,202.16	4,182.64	8,821.87	4,639.23
Total House Expenses	52,311.76	57,966.19	5,654.43	115,855.58	115,367.71	(487.87)	410,319.73	350,139.06	(60,180.67)

0.00

0.00

Tournament Expenses	ACTUAL Jun-18	ACTUAL Jun-17	VARIANCE June	ACTUAL Q3 18	ACTUAL Q3 17	VARIANCE Q3	ACTUAL YTD 18	ACTUAL YTD 17	VARIANCE YTD
Salaries & Wages	13,775.52	14,714.50	938.98	29,308.92	24,117.75	(5,191.17)	71,397.25	56,899.13	(14,498.12)
Payroll Taxes	521.26	1,125.64	604.38	1,160.92	1,844.99	684.07	4,205.16	4,944.90	739.74
Trophies & Awards	0.00	0.00	0.00	-	-	0.00	41.06	1,199.50	1,158.44
Travel & Tournaments	1,000.00	1,866.00	866.00	1,000.00	2,366.00	1,366.00	1,500.00	2,366.00	866.00
Miscellaneous Expense	3,182.64	771.37	(2,411.27)	4,189.52	1,068.52	(3,121.00)	7,395.79	4,812.97	(2,582.82)
Employee Benefits	944.25	1,323.11	378.86	1,770.94	2,559.10	788.16	549.53	12,209.79	11,660.26
Total Tournament Expenses	19,423.67	19,800.62	376.95	37,430.30	31,956.36	(5,473.94)	85,088.79	82,432.29	(2,656.50)

Mount Pleasant Golf Club

141 Staples Street
Lowell, Massachusetts 01851

Established 1910

(978)452-8228

August 16, 2018

NOTICE

The next regular meeting of the Board of Directors of Mount Pleasant Golf Club is scheduled for Wednesday, September 19, 2018 at 7:00 p.m.