

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

Brad Daly
Treasurer

Board of Directors Meeting

April 17, 2019

President Chris Green called the meeting to order at 7:05 p.m. with all board members present.

NEW BUSINESS Member(s) to Appear Regarding Complaint (Taken Out of Order)

The board received a written complaint from member Dennis Moriarty regarding an incident that occurred on Friday, April 5th involving member Roger Morneau. Mr. Moriarty was asked to appear to discuss the incident and the specifics of his complaint; separately, Mr. Morneau was requested to appear in accordance with the bylaws.

At 7:13 p.m. Dennis Moriarty entered the meeting.

Dennis thanked the board for their prompt response, and proceeded to describe the incident and the basis of his complaint – a great deal of discussion ensued, and Dennis carefully answered all questions. The board thanked Dennis for attending, and for speaking out.

At 7:28 p.m. Dennis Moriarty left the meeting.

At 7:30 p.m. Roger Morneau entered the meeting.

Roger proceeded to present his perspective of the incident, and answered all questions as well.

At 7:56 Roger Morneau left the meeting.

The meeting was paused at 8:32 p.m., and resumed at 8:40 p.m.

After a careful review of all the information available and much discussion, it was agreed that Mr. Morneau's behavior that day was unacceptable, clearly detrimental to the best interests of Mount Pleasant and its membership, and warrants disciplinary action.

Based on this,

Motion by Chris Green, seconded by Jason Frediani to request Roger Morneau agree to submit to a self-imposed suspension “from the use of the Club facilities and participation in Club functions and activities...” for a period of nine (9) months [April 17, 2019 to January 17, 2020, inclusive], effectively immediately. Said suspension will apply to him as an individual, and not to other Regular AB family members. If said member does not agree, the board will then request his resignation under the terms of Article IX, Section 2 of the bylaws. Vote Five (5) votes Yea, Four (4) votes Nay - Motion passed.

Agreed: the Secretary shall send a letter to Mr. Morneau for him to review, sign, and return, acknowledging his agreement.

SECRETARY

Secretary presented the minutes of the 3/27/2019 regular meeting.

Motion by Dave DuCharme, seconded by Brad Daly to accept the minutes of the 3/27/2019 regular meeting. Vote unanimous - Motion passed.

Correspondence

- From Circle Health request for donation, place on file;
- From LHS request for sponsorship, place on file;
- From Lowell Youth Activities Program (LHA) request for donation, place on file;
- MCC Community Foundation request for donation, from Dave DuCharme;
- From Women’s Cities Golf Tournament request for donation/sponsorship, from Karen Moynihan;
- From Thomas McKiernan requesting Leave of Absence for 2019;
- From Michael McLeod requesting a change from Regular AB to Regular A, agreed;
- From Owen Riga application for Youth membership;
- From Shane Williams application for Youth membership;
- From Eric Burgess application for Social membership;
- From Michael MacDonald application for Social membership;
- From Gary Lavelle application for Social membership;
- From Michael Finneral application for Social membership.

Membership

The following were presented for membership:

Regular A - Conor Brown

Youth - Owen Riga and Shane Williams.

Social – Eric Burgess, Michael MacDonald, Gary Lavelle, and Michael Finneral.

Motion by Donna McMahon, seconded by Andrea Dutile to approve a donation of a foursome with carts to MCC Community Foundation, and \$200 to sponsor the Women's Cities Golf Tournament. Vote unanimous - Motion passed.

Motion by Dave DuCharme, seconded by Phil Regan to accept the LOA request from Thomas McKiernan. Vote unanimous - Motion passed.

Motion by Andrea Dutile, seconded by Dave Desmond to accept the one (1) Regular member, the two (2) Youth members, and the four (4) Social members, as submitted above. Vote unanimous - Motion passed.

Motion by Dave DuCharme, seconded by Donna McMahon to accept the Secretary's report. Vote unanimous - Motion passed.

TREASURER

Treasurer Brad Daly reported all A/P and A.R accounts are up to date; invoices for Social members are scheduled to be emailed within a week or so; the bank credit cards have been received, currently developing policies and procedures for usage and limits; Jay continues to work with the insurance company on open claims; investigating some small variances, but overall finances look good.

Account balances: Operating = \$49,335.49; Payroll = \$13,923.27; Money Market = \$500,000.00; and Stabilization - \$100,000.00; Total = \$663,258.76 (detailed financials attached).

Motion by Donna McMahon, seconded by Dave DuCharme to accept the Treasurer's report. Vote unanimous - Motion passed.

HOUSE COMMITTEE

Donna McMahon reported Lyndon Johnson is proposing a modification to the window treatment between the bar and the sun porch, changes being reviewed; Zesty's will be open weekends until the season gets underway; they are also planning a Fish Fry for Good Friday, announcement to follow; began additional table service over the weekend, with a noticeable increase in business and activity; outside TV (under the awning on the patio) is being purchased.

Motion by Phil Regan, seconded by Dave Desmond, to accept the House Committee's report. Vote unanimous – Motion passed.

GREENS COMMITTEE

Dave DuCharme reported new trees are scheduled to be planted later this week (weather permitting); forward bunker on # 2 to be filled in, and replaced with rough; new tee markers are being fabricated, due in a few weeks; # 4 green being monitored – temperature readings have been at 45 degrees (need 55 degrees for grass to grow) – not yet a concern; while course is wet, especially # 2 and # 3, will prohibit carts daily as necessary, may also rope off areas to protect as needed; cleanup was very successful, very good turnout, including a number of high school members and team representatives ; completion of existing bunker refurbishing (left of # 5; right of # 9; #2) is awaiting delivery of sod and weather improvements; redoing the flower bed behind # 9 underway; practice net has been repaired and put up.

Motion by Andrea Dutile, seconded by Brad Daly to accept the report of the Greens Committee. Vote unanimous - Motion passed.

TOURNAMENT COMMITTEE

Phil Regan reported the tournament booklets have been printed and distributed (extras in the handicap desk drawer); the Smoker had a solid turnout, and the new member meeting was also well received; new pop up tent for the Pro Shop staff received; Demo days scheduled with vendors (Taylor made today); raffle for 2 Day Member/Guest scheduled for next month.

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

COMMUNICATIONS COMMITTEE

Andrea reported Flyers and emails going well; working on Golf Genius links and data completion.

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

OLD BUSINESS

Irrigation Project Status

Applied for 'letter of intent' with Conservation Commission – public hearing to be scheduled; informational meeting with vendors/contractors scheduled for Tuesday May 7th from 6:00 – 9:00 p.m. for any board and/or committee members interested in attending; also a meeting is being scheduled with the Finance Review Committee on final costs and funding options.

Robinson Bench

Exploring 'engraving' options for planters, scheduled to be ready prior to City Tournament.

NEW BUSINESS

Member(s) To Appear Regarding Complaint (Taken Out of Order)

Expel Social members two tears in arrears

Postponed until May meeting for further review.

Approve posting of Regula/Limited members in Arrears

Reviewed and agreed on list, subject to minor error corrections.

There being no further business,

Motion by Andrea Dutile, seconded by Dave DuCharme to adjourn. Vote unanimous. Motion passed. The meeting was adjourned at 10:22 p.m.

NEXT REGULAR MEETING
Wednesday, May 15th at 7:00 p.m.

Respectfully Submitted,

Bob McLeod, Secretary

**Mt. Pleasant Golf Club
Monthly Financial Reporting Package**

March 31, 2019

Balance Sheet	Actual YTD Mar-19	Budget YTD Mar-19	Budgetary Variance Mar-19	Budgetary Variance Mar-19
Current Assets				
Cash on Hand In Banks	\$ 567,740.93	\$ 539,139.65	\$ 28,601.28	5.3%
Accounts Receivable	\$ 275,950.04	\$ 266,260.64	\$ 9,689.40	3.6%
Inventory	\$ 24,628.54	\$ 24,628.54	\$ -	0.0%
Prepaid Expenses	\$ 27,449.50	\$ 21,800.92	\$ 5,648.58	25.9%
Total Current Assets	\$ 895,769.01	\$ 851,829.75	\$ 43,939.26	5.2%
Fixed Assets				
Land & Improvements	\$ 677,948.02	\$ 677,948.02	\$ -	0.0%
Buildings & Improvements	\$ 2,196,910.32	\$ 2,196,910.32	\$ -	0.0%
Furniture, Fixtures & Equipment	\$ 1,377,782.72	\$ 1,377,812.11	\$ (29.39)	0.0%
Total Cost of Fixed Assets	\$ 4,252,641.06	\$ 4,252,670.45	\$ (29.39)	0.0%
Less Accumulated Depreciation	\$ (2,575,494.32)	\$ (2,575,494.32)	\$ -	0.0%
Net Fixed Assets	\$ 1,677,146.74	\$ 1,677,176.13	\$ (29.39)	0.0%
Other Assets	\$ 6,583.59	\$ 6,583.59	\$ -	0.0%
Total Assets	\$ 2,579,499.34	\$ 2,535,589.47	\$ 43,909.87	1.7%
Current Liabilities				
Demand Note Payable	\$ 264,824.33	\$ 264,759.46	\$ 64.87	0.0%
Current Portion of Lease Payable	\$ -	\$ -	\$ -	0.0%
Accounts Payable	\$ 36,319.61	\$ 35,414.12	\$ 905.49	2.6%
Accrued Expenses	\$ 22,608.64	\$ 22,316.32	\$ 292.32	1.3%
Deferred Revenue	\$ 151,023.09	\$ 150,060.00	\$ 963.09	0.6%
Total Current Liabilities	\$ 474,775.67	\$ 472,549.90	\$ 2,225.77	0.5%
Long-Term Liabilities				
Bonds Payable	\$ 735.00	\$ 735.00	\$ -	0.0%
Leases Payable	\$ 201,294.51	\$ 201,294.81	\$ (0.30)	0.0%
Total Long-Term Liabilities	\$ 202,029.51	\$ 202,029.81	\$ (0.30)	0.0%
Unrestricted Net Assets	\$ 1,902,694.16	\$ 1,861,009.76	\$ 41,684.40	2.2%
Total Liabilities & Unrestricted Net Assets	\$ 2,579,499.34	\$ 2,535,589.47	\$ 43,909.87	1.7%

Mt. Pleasant Golf Club
Monthly Financial Reporting Package

March 31, 2019

Income Statement

	Actual Month Mar-19	Actual YTD Mar-19	Budget YTD Mar-19	Budgetary Variance Mar-19	Budgetary Variance Mar-19
Unrestricted Revenue					
Dues	\$ 6,000.00	\$ 790,270.00	\$ 786,170.00	\$ 4,100.00	0.5%
Initiation Fees	\$ 5,500.00	\$ 54,000.00	\$ 25,000.00	\$ 29,000.00	116.0%
Bar Receipts	\$ 37,289.72	\$ 178,940.38	\$ 174,585.30	\$ 4,355.08	2.5%
Cart Rentals	\$ -	\$ 859.00	\$ 500.00	\$ 359.00	71.8%
Greens Fees	\$ -	\$ 645.00	\$ 500.00	\$ 145.00	29.0%
House Income and Hall Rental	\$ 2,950.00	\$ 20,192.00	\$ 19,800.00	\$ 392.00	2.0%
Unrestricted Revenue	<u>\$ 51,739.72</u>	<u>\$ 1,044,906.38</u>	<u>\$ 1,006,555.30</u>	<u>\$ 38,351.08</u>	<u>3.8%</u>
Operating Expenses					
House Expenses	\$ 46,396.05	\$ 208,443.88	\$ 203,323.66	\$ (5,120.22)	-2.5%
Golf Course Expenses	\$ 19,302.40	\$ 106,697.34	\$ 107,142.46	\$ 445.12	0.4%
Tournament Expenses	\$ 8,841.49	\$ 44,464.35	\$ 44,367.76	\$ (96.59)	-0.2%
General & Administrative	\$ 22,083.85	\$ 128,581.76	\$ 136,927.28	\$ 8,345.52	6.1%
Depreciation	\$ 13,893.74	\$ 69,468.70	\$ 69,468.70	\$ -	0.0%
Total Operating Expenses	<u>\$ 110,517.53</u>	<u>\$ 557,656.03</u>	<u>\$ 561,229.86</u>	<u>\$ 3,573.83</u>	<u>0.6%</u>
Income From Operations	<u>\$ (58,777.81)</u>	<u>\$ 487,250.35</u>	<u>\$ 445,325.44</u>	<u>\$ 41,924.91</u>	<u>9.4%</u>
Other Income (Expense)	<u>\$ 6,233.49</u>	<u>\$ 2,627.44</u>	<u>\$ 2,867.95</u>	<u>\$ (240.51)</u>	<u>-8.4%</u>
Net Increase in Unrestricted Net Assets	<u>\$ (52,544.32)</u>	<u>\$ 489,877.79</u>	<u>\$ 448,193.39</u>	<u>\$ 41,684.40</u>	<u>9.3%</u>
Unrestricted Net Assets - Beginning	<u>\$ 1,955,238.48</u>	<u>\$ 1,412,816.37</u>	<u>\$ 1,412,816.37</u>	<u>\$ -</u>	<u>0.0%</u>
Unrestricted Net Assets - Ending	<u>\$ 1,902,694.16</u>	<u>\$ 1,902,694.16</u>	<u>\$ 1,861,009.76</u>	<u>\$ 41,684.40</u>	<u>2.2%</u>

**Mt. Pleasant Golf Club
Monthly Financial Reporting Package**

March 31, 2019

Statement Of Cash Flows

	Actual Month Mar-19	Actual YTD Mar-19	Budget YTD Mar-19	Budgetary Variance Mar-19	Budgetary Variance Mar-19
Cash Flows from Operating Activities					
Net Increase in Unrestricted Net Assets	\$ (52,544.32)	\$ 489,877.79	\$ 448,193.39	\$ 41,684.40	9.3%
Reconciling Adjustments					
Depreciation	\$ 13,893.74	\$ 69,468.70	\$ 69,468.70	\$ -	0.0%
Changes In:					
Accounts Receivable	\$ 169,270.98	\$ (215,494.16)	\$ (205,804.76)	\$ (9,689.40)	4.7%
Inventory	\$ -	\$ -	\$ -	\$ -	0.0%
Prepaid Expenses	\$ (2,989.21)	\$ 13,788.97	\$ 19,437.55	\$ (5,648.58)	-29.1%
Other Assets	\$ (4,733.34)	\$ (4,733.34)	\$ (4,733.34)	\$ -	0.0%
Accounts Payable	\$ 10,712.95	\$ 12,105.49	\$ 11,200.00	\$ 905.49	8.1%
Accrued Expenses	\$ (815.96)	\$ (13,125.52)	\$ (13,417.84)	\$ 292.32	-2.2%
Deferred Revenue	\$ (7,686.94)	\$ 126,971.55	\$ 126,008.46	\$ 963.09	0.8%
Net Cash From Operating Activities	<u>\$ 125,107.90</u>	<u>\$ 478,859.48</u>	<u>\$ 450,352.16</u>	<u>\$ 28,507.32</u>	<u>6.3%</u>
Cash Flow (Used By) Investing Activities					
Permanent Assets Acquired:					
Land and Improvements	\$ -	\$ -	\$ -	\$ -	0.0%
Building and Improvements	\$ -	\$ -	\$ -	\$ -	0.0%
Furniture, Fixtures and Equipment	\$ -	\$ (6,470.61)	\$ (6,500.00)	\$ 29.39	-0.5%
Net Cash (Used By) Investing Activities	<u>\$ -</u>	<u>\$ (6,470.61)</u>	<u>\$ (6,500.00)</u>	<u>\$ 29.39</u>	<u>-0.5%</u>
Cash Flows (Used By) Financing Activities					
Increase (Decrease) in Capital Leases	\$ -	\$ -	\$ -	\$ -	
Repayment of Long-Term Bowering's	\$ (2,512.75)	\$ (12,039.15)	\$ (12,104.02)	\$ 64.87	-0.5%
Repayment of Lease Payable	\$ (1,943.29)	\$ (9,609.48)	\$ (9,609.18)	\$ (0.30)	0.0%
Net Cash (Used By) Financing Activities	<u>\$ (4,456.04)</u>	<u>\$ (21,648.63)</u>	<u>\$ (21,713.20)</u>	<u>\$ 64.57</u>	<u>-0.3%</u>
Net Increase (Decrease) in Cash	<u>\$ 120,651.86</u>	<u>\$ 450,740.24</u>	<u>\$ 422,138.96</u>	<u>\$ 28,601.28</u>	<u>6.8%</u>
Cash - Beginning Balance	\$ 447,089.07	\$ 117,000.69	\$ 117,000.69	\$ -	0.0%
Cash - Ending Balance	<u>\$ 567,740.93</u>	<u>\$ 567,740.93</u>	<u>\$ 539,139.65</u>	<u>\$ 28,601.28</u>	<u>5.3%</u>

**Mt. Pleasant Golf Club
Monthly Financial Reporting Package**

March 31, 2019

House Expenses	Actual Month Mar-19	Actual YTD Mar-19	Budget YTD Mar-19	Budgetary Variance Mar-19	Budgetary Variance Mar-19
Salaries & Wages	\$ 21,573.01	\$ 91,637.78	\$ 88,882.75	\$ (2,755.03)	-3.1%
Employee Benefits	\$ 3,537.85	\$ 19,993.32	\$ 20,625.26	\$ 631.94	3.1%
Payroll Taxes	\$ 2,134.68	\$ 9,376.41	\$ 9,232.87	\$ (143.54)	-1.6%
Bar Merchandise	\$ 12,492.47	\$ 52,443.66	\$ 49,427.68	\$ (3,015.98)	-6.1%
House Maintenance & Supplies	\$ 5,826.76	\$ 25,647.36	\$ 25,790.00	\$ 142.64	0.6%
Function Package & House Event Expense	\$ 187.90	\$ 2,876.68	\$ 3,040.10	\$ 163.42	5.4%
Laundry Expense	\$ 352.46	\$ 1,701.15	\$ 1,650.00	\$ (51.15)	-3.1%
Liquor License	\$ -	\$ 2,000.00	\$ 2,000.00	\$ -	0.0%
Meeting Expense	\$ 247.02	\$ 848.27	\$ 750.00	\$ (98.27)	-13.1%
Miscellaneous Expense	\$ 43.90	\$ 1,919.25	\$ 1,925.00	\$ 5.75	0.3%
Total House Expenses	\$ 46,396.05	\$ 208,443.88	\$ 203,323.66	\$ (5,120.22)	-2.5%
Golf Course Expenses					
Salaries & Wages	\$ 12,949.40	\$ 59,737.64	\$ 59,925.07	\$ 187.43	0.3%
Employee Benefits	\$ 1,963.30	\$ 7,924.04	\$ 7,427.82	\$ (496.22)	-6.7%
Payroll Taxes	\$ 1,337.96	\$ 6,178.33	\$ 6,414.57	\$ 236.24	3.7%
Course Maintenance & Supplies	\$ 2,326.25	\$ 22,501.67	\$ 22,725.00	\$ 223.33	1.0%
Equipment R&M	\$ 685.49	\$ 9,296.51	\$ 9,450.00	\$ 153.49	1.6%
Meeting Expense	\$ -	\$ -	\$ 100.00	\$ 100.00	100.0%
Miscellaneous Expense	\$ 40.00	\$ 1,059.15	\$ 1,100.00	\$ 40.85	3.7%
Total Golf Course Expenses	\$ 19,302.40	\$ 106,697.34	\$ 107,142.46	\$ 445.12	0.4%
Tournament Expenses					
Salaries & Wages	\$ 6,826.90	\$ 32,855.44	\$ 32,778.17	\$ (77.27)	-0.2%
Employee Benefits	\$ 1,306.30	\$ 6,626.78	\$ 6,687.90	\$ 61.12	0.9%
Payroll Taxes	\$ 636.04	\$ 3,783.42	\$ 3,634.40	\$ (149.02)	-4.1%
Member Tournaments	\$ -	\$ -	\$ -	\$ -	0.0%
Professional Expenses	\$ -	\$ 250.00	\$ 250.00	\$ -	0.0%
Golf Cart Expense	\$ -	\$ -	\$ -	\$ -	0.0%
Awards & Printing	\$ -	\$ -	\$ 42.29	\$ 42.29	100.0%
Meeting Expense	\$ 72.25	\$ 168.71	\$ 175.00	\$ 6.29	3.6%
Miscellaneous Expense	\$ -	\$ 780.00	\$ 800.00	\$ 20.00	2.5%
Total Tournament Expenses	\$ 8,841.49	\$ 44,464.35	\$ 44,367.76	\$ (96.59)	-0.2%
General & Administrative					
Electricity & Natural Gas	\$ 3,870.98	\$ 23,017.32	\$ 25,000.00	\$ 1,982.68	7.9%
Telecommunications	\$ 252.82	\$ 3,907.68	\$ 5,000.00	\$ 1,092.32	21.8%
Water	\$ 516.51	\$ 1,358.10	\$ 1,850.00	\$ 491.90	26.6%
Taxes - Real Estate	\$ 4,692.87	\$ 23,842.53	\$ 23,842.54	\$ 0.01	0.0%
Insurance	\$ 3,500.57	\$ 17,463.04	\$ 17,463.05	\$ 0.01	0.0%
Office Expense	\$ 1,521.42	\$ 23,430.46	\$ 23,987.75	\$ 557.29	2.3%
Professional Fees	\$ 4,050.00	\$ 19,500.00	\$ 19,500.00	\$ -	0.0%
Credit Card Fees	\$ 993.29	\$ 3,936.18	\$ 7,178.94	\$ 3,242.76	45.2%
Bad Debt Expense	\$ 1,207.50	\$ 6,007.50	\$ 6,000.00	\$ (7.50)	-0.1%
Taxes - Sales/Use/Other	\$ 1,288.23	\$ 4,013.33	\$ 4,480.00	\$ 466.67	10.4%
Payroll Taxes	\$ -	\$ -	\$ -	\$ -	0.0%
Contributions	\$ -	\$ -	\$ 250.00	\$ 250.00	100.0%
Board of Directors Expense	\$ 144.66	\$ 1,111.08	\$ 1,200.00	\$ 88.92	7.4%
Miscellaneous Expense	\$ 45.00	\$ 994.54	\$ 1,175.00	\$ 180.46	15.4%
Total General & Administrative	\$ 22,083.85	\$ 128,581.76	\$ 136,927.28	\$ 8,345.52	6.1%

**Mt. Pleasant Golf Club
Monthly Financial Reporting Package**

March 31, 2019

Dues Revenue Summary

	Actual YTD Mar-19	Annual Dues	Number of Members Billed	Members Per Jonas	Variance
Dues Income - Regular A	\$ 317,850.00	\$ 1,950.00	163.0	163.0	0.0
Dues Income - Regular AB	\$ 281,940.00	\$ 2,540.00	111.0	112.0	-1.0
Dues Income - Senior A	\$ 8,820.00	\$ 980.00	9.0	9.0	0.0
Dues Income - Senior AB	\$ 6,280.00	\$ 1,570.00	4.0	4.0	0.0
Dues Income - Super Senior AB	\$ -	\$ 590.00	0.0	0.0	0.0
Dues Income - Limited	\$ 72,930.00	\$ 1,430.00	51.0	50.0	1.0
Dues Income - Senior Limited	\$ 7,100.00	\$ 710.00	10.0	10.0	0.0
Dues Income - Junior					
Student	\$ 1,940.00	\$ 970.00	2.0	1.0	1.0
Non-Student	\$ 28,600.00	\$ 1,430.00	20.0	23.0	-3.0
Dues Income - Youth	\$ 6,600.00	\$ 550.00	12.0	12.0	0.0
Dues - Social	\$ -	\$ 185.00	0.0	353.0	
Dues Income - Debt Assessment	\$ 52,800.00	\$ 150.00	352.0	349.0	3.0
	<u>\$ 784,860.00</u>				

Bar & House Operations

	Actual Month Mar-19	Actual YTD Mar-19	Budget YTD Mar-19
Bar Receipts	\$ 37,289.72	\$ 178,940.38	\$ 174,585.30
Bar Merchandise	\$ (12,492.47)	\$ (52,443.66)	\$ (49,427.68)
Gross Profit	\$ 24,797.25	\$ 126,496.72	\$ 125,157.62
Gross Margin	66.5%	70.7%	71.7%
House Income and Hall Rental	\$ 2,950.00	\$ 20,192.00	\$ 19,800.00
Function Package & House Event Expense	\$ (187.90)	\$ (2,876.68)	\$ (3,040.10)
Gross Profit	\$ 2,762.10	\$ 17,315.32	\$ 16,759.90
Gross Margin	93.6%	85.8%	84.6%
Bar, House and Hall Income	\$ 40,239.72	\$ 199,132.38	\$ 194,385.30
Cost of Income	\$ (12,680.37)	\$ (55,320.34)	\$ (52,467.78)
Gross Profit	\$ 27,559.35	\$ 143,812.04	\$ 141,917.52
Gross Margin	68.5%	72.2%	73.0%

Bar Margin Analysis

	Bar Receipts	Bar Merchandise	Gross Profit	Gross Margin	Last 12 Months
Mar-19	\$ 37,289.72	\$ (12,492.47)	\$ 24,797.25	66.5%	72%
Feb-19	\$ 30,686.71	\$ (14,621.24)	\$ 16,065.47	52.4%	71%
Jan-19	\$ 29,685.43	\$ (3,203.69)	\$ 26,481.74	89.2%	72%
Dec-18	\$ 41,364.77	\$ (9,750.69)	\$ 31,614.08	76.4%	71%
Nov-18	\$ 39,913.75	\$ (12,375.57)	\$ 27,538.18	69.0%	71%
Oct-18	\$ 36,748.91	\$ (4,069.84)	\$ 32,679.07	88.9%	71%
Sep-18	\$ 50,767.40	\$ (11,546.19)	\$ 39,221.21	77.3%	69%
Aug-18	\$ 50,668.03	\$ (13,360.33)	\$ 37,307.70	73.6%	69%
Jul-18	\$ 56,292.19	\$ (18,635.02)	\$ 37,657.17	66.9%	68%
Jun-18	\$ 76,823.10	\$ (13,053.01)	\$ 63,770.09	83.0%	70%
May-18	\$ 55,260.46	\$ (23,376.13)	\$ 31,884.33	57.7%	67%
Apr-18	\$ 43,560.47	\$ (19,755.74)	\$ 23,804.73	54.6%	68%
Mar-18	\$ 43,557.67	\$ (15,669.33)	\$ 27,888.34	64.0%	69%
Feb-18	\$ 32,084.37	\$ (9,579.78)	\$ 22,504.59	70.1%	
Jan-18	\$ 27,608.50	\$ (8,310.59)	\$ 19,297.91	69.9%	
Dec-17	\$ 34,106.55	\$ (10,211.43)	\$ 23,895.12	70.1%	
Nov-17	\$ 34,375.91	\$ (11,580.62)	\$ 22,795.29	66.3%	
Oct-17	\$ 39,080.96	\$ (13,075.23)	\$ 26,005.73	66.5%	
Sep-17	\$ 57,011.76	\$ (15,571.55)	\$ 41,440.21	72.7%	
Aug-17	\$ 52,287.64	\$ (16,431.42)	\$ 35,856.22	68.6%	
Jul-17	\$ 60,239.72	\$ (11,591.12)	\$ 48,648.60	80.8%	
Jun-17	\$ 67,656.91	\$ (23,671.05)	\$ 43,985.86	65.0%	
May-17	\$ 50,949.88	\$ (18,559.30)	\$ 32,390.58	63.6%	
Apr-17	\$ 37,058.00	\$ (12,207.55)	\$ 24,850.45	67.1%	
Last 24 Months	1,085,078.81	(322,698.89)	762,379.92	70.3%	