

Mount Pleasant Golf Club

141 Staples Street

Lowell, Massachusetts 01851

www.mpgc.net

Established 1910

Jason Frediani
President

Andrea Dutile
Vice-President

Bob McLeod
Secretary

(978) 452-8228

Sean Moriarty
Treasurer

Board of Directors Regular Meeting

Wednesday, July 21, 2021

President Jason Frediani called the meeting to order at 7:00 p.m. with eight (8) board members present, and Ray Costello unable to attend.

SECRETARY

Minutes of the 6/16/21 regular meeting were presented for review.

Motion by Pat Donovan, seconded by Donna McMahon to accept the minutes of the 6/16/21 meeting. Vote unanimous - Motion passed.

Correspondence

- From Beau Emerson, thank you for the kind consideration - accepted;
- From Lowell Catholic, thank you for the donation - accepted;
- From St. Anne's of Haverhill, request for donation – placed on file;
- From the family of Ed Walsh, thanking Mount Pleasant for honoring and celebrating Ed's many contributions - accepted;
- From Laurie Hadley and the Ladies Division, seeking to appoint a Ladies Handicap Chair – agreed, referred to Tournament/Handicap Committee;
- From Todd Boyle, resigning Social membership - accepted;
- From Jim Dowd, supporting tee time system - accepted;
- From Gerry and Donna Foley, supporting tee time system - accepted;
- From Deb Shanahan and Chuck Purtell, supporting tee time system - accepted;
- From Mike and Deb Soha, supporting tee time system - accepted;
- From Mike and Martha Mangan, supporting tee time system - accepted;
- From Linda and Vinnie Chiozzi, supporting tee time system - accepted;
- From John and Debbie, supporting tee time system - accepted;
- From Bob and Martha Thompson, supporting tee time system - accepted;
- From Dan Moynihan, supporting tee time system - accepted;
- From Carl and Margie Torrice, supporting tee time system - accepted;
- From Kathleen Robinson, supporting tee time system - accepted;

- From Robert Brown, application for Regular membership – placed on file;
- From Julie Davies, application for Social membership;
- From Michael Jenkins, application for Social membership;
- From John Ciaramaglia, application for Social membership;
- From Greg Kydd, application for Social membership;
- From Lucia Walker, application for Social membership;
- From Tabitha Upton, application for Social membership;
- From Sarah Dillon, application for Social membership;

Membership:

The following candidate is submitted for Social membership:

Julie Davies	Lucia Walker
Michael Jenkins	Tabitha Upton
John Ciaramaglia	Sarah Dillon
Greg Kydd	

Motion by Donna McMahon, seconded by Andrea Dutile to accept the seven (7) Social members, as listed above. Vote unanimous - Motion passed.

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

Mike King, Chair of the Finance Review Committee, entered the meeting at 7:12 p.m.

OLD BUSINESS - FINANCE REVIEW COMMITTEE (Taken Out of Order)

On behalf of the committee Mike reported they had met with Treasurer Sean Moriarty twice in person and several times via zoom conference calls; the transition to a new office manager has been successfully completed; the current financials are all very healthy, and our cash balance is very strong – Accounts/Receivable are down and under control; reviewing capital projects (e.g., IT system improvements, cart path expansion, tree removal and replacement, etc.); a 'restricted' account has been established with NGRID and COVID funding - need to define how and when to utilize (will hold funds until NGRID project is complete and COVID funds are 'forgiven'); plan to initiate the budget process earlier, including meeting in August and establishing end of year projections. The board thanked Mike and the committee for their efforts and expertise.

Mike King left the meeting at 7:29 p.m.

TREASURER'S REPORT

Sean reported our cash position is strong, and Account/Receivables have been managed down; Socials two years in arrears have been expelled, reviewing unpaid Socials for this year; functions

(upstairs) gross revenue at approximately \$72K; beginning to look ahead to 2022 projects, for example IT system upgrade (enterprise wide systems); kitchen options/improvements; etc.; financial report attached.

Motion by Pat Donovan, seconded by Andrea Dutile to accept the Treasurer's report.
Vote unanimous - Motion passed.

HOUSE COMMITTEE

Donna reported work has begun replacing the awnings, to be completed in August; exploring furniture and designs for a patio upgrade, effective next March/April; Sean has resolved several AC issues; at work on several events for the Fall, details to follow; House has been busy with upstairs events (no weddings); a proposal to install a TV based advertising system in the downstairs lounge has been placed on file.

Motion by Dave Desmond, seconded by Sean Moriarty to accept the House report. Vote unanimous - Motion passed.

GREENS COMMITTEE

No report – Ray Costello Absent

[Note: Ray submitted a report after the meeting via email – attached].

TOURNAMENT COMMITTEE

Brian Gleason reported the 2 Day Member/Guest was played despite extraordinarily wet conditions (adjusted start times, one of five nine hole match sets were eliminated, etc.), with input from Chuck and Ray and an all hands on deck from the Pro Shop staff they were able to salvage most of the weekend; Junior Club Championships were recently won by Ben Morgan (Boys) and Molly Shanahan (Girls) and T.J. McKiernan (Youth); exploring alternative tee sheet systems (both stand alone and integrated).

On Friday, July 23rd Mount Pleasant will host, with the NEPGA and Joel, the PGA HOPE NE - this will consist of four (4) 9 hole tee times to assist and encourage veterans interested in golf; also, on August 16th Joel will participate in the Birdies to Benefits Project at Andover Country Club (72 holes with donations based on birdies scored).

Motion by Pat Donovan, seconded by Donna McMahon to accept the Tournament report.
Vote unanimous - Motion passed.

COMMUNICATIONS COMMITTEE

Pat Donovan reported Monday email blasts continue and seem sufficient; Pro Shop continues with their own blasts; will post Kids OPS 36 and Wednesday night clinics; awaiting Neary and Keegan cup info; need to update kitchen and catering information

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

OLD BUSINESS

None

NEW BUSINESS

Reschedule Meetings with Staff

Jason Frediani to pursue with each Chairperson and corresponding Staff member, board members to attend as available.

Finance Review Committee (Taken Out of Order)

There being no further business,

Motion by Donna McMahon, seconded by Andrea Dutile to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 9:19 p.m.

NEXT MEETING
Wednesday, August 18, 2021
at 7:00 p.m.

Respectfully Submitted,

Bob McLeod,
Secretary

Mt Pleasant Golf Club
Financial Summary & Notes
June 30, 2021

REVENUES	DEPT	THIS YEAR				Actual vs		Budget		Forecast		Year over Year		Year over Year	
		YTD		YEAR END		Better (Worse)		Better (Worse)		Forecast		2021 vs 2020		2021 vs 2019	
		ACTUAL	BUDGET	FORECAST	BUDGET	\$	%	\$	%			2020	Inc(Dec)	2019	Inc(Dec)
Dues & Assessments		666,841	642,656	0	987,012	24,185	3.8%	(987,012)		\$	577,990	88,851	568,097	98,744	
Initiation Fees		49,000	35,000		35,000	14,000	40.0%	(35,000)			33,500	15,500	60,500	(11,500)	
Late Fees		8,100	0		0	8,100	100.0%	0			6,000	2,100	7,100	1,000	
Bar Income		238,374	204,500		385,050	33,874	16.6%	(385,050)			194,947	43,427	315,287	(76,913)	
ATM Income		915	450		0	465	103.3%	0			711	204	915	0	
Cart Rental Income		61,656	51,560		130,760	10,096	19.6%	(130,760)			26,190	35,466	400	61,256	
Greens Fee Income		38,380	23,980		61,940	14,400	60.1%	(61,940)			7,024	31,356	21,419	16,961	
F&B Card Income		15,645	0		0	15,645	100.0%	0			757	14,889	19,611	(3,965)	
Interest Income		302	0		0	302	0.0%	0			168	134	540	(238)	
Hall Rental		0	0		0	0	0.0%	0			5,225	(5,225)	24,150	(24,150)	
Linen Rental		500	0		0	500	0.0%	0			4,613	(4,113)	7,012	(6,512)	
Donation Income (Plaques)		5,803	0		0	5,803	0.0%	0			0	5,803	0	5,803	
Other Income		1,296	5,212		7,820	(3,916)	0.0%	(7,820)			0	1,296	8,918	(7,622)	
DEPARTMENTAL REVENUES		1,086,812	963,358	0	1,607,582	123,454	12.8%	(1,607,582)			857,124	229,688	1,033,033	53,780	
COGS-Bar		104,240	65,440		115,520	(38,800)	-59.3%	115,520			69,837	34,403	110,189	5,949	
COGS-Kitchen		7,114	0		0	(7,114)	100.0%	0			1,693	5,421	1,315	5,799	
COGS-Function		0	0		0	0	100.0%	0			1,757	(1,757)	4,443	(4,443)	
House		201,150	229,642		348,350	28,492	12.4%	348,350			185,942	15,208	265,089	(63,939)	
Course		278,210	244,800		423,840	(33,410)	-13.6%	423,840			238,654	39,556	227,458	50,751	
Tournament		117,961	122,632		186,020	4,671	3.8%	186,020			74,385	43,577	101,422	16,540	
General & Administrative		137,573	179,056		257,090	41,483	23.2%	257,090			140,415	(2,842)	172,675	(35,102)	
DEPARTMENTAL EXPENSES		846,248	841,570	0	1,330,820	(4,678)	-0.6%	1,330,820			712,682	133,566	882,592	(36,343)	
Profit(Loss)		240,564	121,788	0	276,762	118,776	12.3%	(276,762)			144,442	96,122	150,441	90,123	
Interest Expense		23,414	26,400		40,000	2,986	11.3%	40,000			25,078	(1,664)	16,350	7,064	
Real Estate Taxes		39,957	39,960		59,940	3	0.0%	59,940			41,085	(1,128)	38,171	1,786	
Depreciation		105,857	100,350		158,790	(5,507)	-5.5%	158,790			111,150	(5,293)	111,149	(5,292)	
Other Expense		0	0		840	0	0.0%	840			0	0	985	(985)	
Total Other		169,228	166,740	0	259,570	(2,518)	-1.5%	259,570			177,314	(8,085)	166,655	2,573	
Profit(Loss)		71,336	(44,922)	0	17,192	121,295	-270.0%	(536,332)			(32,872)	104,208	(16,214)	87,550	

Course Expense	DEPT	JUNE 2021 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		161,617	137,700	(23,917)
Employee Insurance		14,176	14,184	8
Course Seed & Fertilizer		41,873	39,052	(2,821)
Equipment R&M		16,659	20,000	3,341
Course R&M		8,632	8,750	118
Course R&M Other		14,016	566	(13,450)
Course Fuel		5,589	5,000	(589)

House Expense	DEPT	JUNE 2021 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		49,010	60,700	11,690
Salaries & Wages - House		69,325	61,000	(8,325)
Employee Insurance		37,899	40,072	2,173
House Service Contracts		18,864	17,336	(1,528)
House Supplies		9,177	13,336	4,159

Tournament Expense	DEPT	JUNE 2021 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		86,425	84,550	(1,875)
Employee Insurance		12,710	12,360	(350)
Cities Expense		3,262	3,000	(262)
2 Day Member Guest		3,040	4,450	1,410

G&A	DEPT	JUNE 2021 YTD		
		ACTUAL	BUDGET	VARIANCE
Bad Debt		21,511	21,000	(511)
Computer Software		14,407	15,000	593
Credit Card Fees		5,459	4,640	(819)
Club Liability Insurance		20,431	31,040	10,609
BOD Expense		5,962	5,200	(762)
Bookkeeping		18,975	26,000	7,025
RE Taxes		39,957	39,960	3
Electric		23,280	32,000	8,720
Gas		8,208	9,120	912
Interest Expense		23,414	26,400	2,986
Depreciation		105,856	110,000	4,144

Greens Report 7/26/2021

The course has been dumped upon with 8" or more of rain since July 1.

All misc. projects have been put aside for the time being so the greens crew can concentrate on the damaged areas on the course ,particularly the ruts on holes 2,3,8,9.

The well pump house has been delivered and will be installed within the next 2 weeks

Large tree that fell near 6 tee will be removed within the next 2 weeks

Discussed with Chuck the areas to place cart paths if the club decided that they were necessary

Punching greens with solid tines today(7-26-21) since greens are so firm right now

Projects that are still slated to take place this year

>#9 tee makeover(hill/stair areas)

>#4 tee , remove failing retaining walls and regrade back tee

>Rework bunker on #4 fairway and greenside bunker on #5

> Place new bridge for #4 tee, Chuck to coordinate with Dennis Scannell for delivery and placement

I have cc' d Chuck on this email as well. If you have any questions for either of us feel free to do so

Ray Costello