

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, August 18, 2021

Vice President Andrea Dutile called the meeting to order at 7:02 p.m. with seven (7) board members present, Jason Frediani in transit, and Pat Donovan unable to attend.

SECRETARY

Minutes of the 7/21/21 regular meeting, and the 8/1/21 and 8/11/21 special meetings were presented for review.

Motion by Ray Costello, seconded by Sean Moriarty to accept the minutes of 7/21/21 regular, and the 8/1/21 and 8/11/21 special meetings as presented. Vote unanimous - Motion passed.

Correspondence

- From Mount Pleasant Scholarship Fund, thank you for the donation in memory of Ed Walsh - accepted;
- From the Women's Cities Committee, thank you for the donation - accepted;
- From the Lowell Athletic and Activities Foundation, request for a donation to their first annual fundraiser honoring Blake Galvin – from Dave Desmond;
- From the Annual Mount Pleasant Jimmy Fund Tournament, request for a donation of a foursome with carts, from Jack Rourke;
- From Massachusetts Realtors Association, request for a donation of a foursome with carts for their annual fundraiser – from Andrea Dutile;
- From Bob Boudros, resigning Social membership - accepted;
- From Oye Akintan, resigning Social membership - accepted;
- From Rich Guaraldi, resigning Social membership - accepted;
- From Vito Cerasuolo, resigning Social membership - accepted;
- From David Fantini, application for Social membership;
- From David Moore, application for Social membership;
- From William Murphy, application for Social membership;
- From Jessica MacDonald, application for Social membership.

Motion by Andrea Dutile, seconded by Dave Desmond to approve the three (3) donations of a foursome with carts, as listed above. Vote unanimous - Motion passed.

Membership

The following candidates are submitted for Social membership:

David Fantini
David Moore
William Murphy
Jessica MacDonald

Motion by Brian Gleason, seconded by Donna McMahon to accept the four (4) Social members, as listed above. Vote unanimous - Motion passed.

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

TREASURER'S REPORT

Sean reported we are in good shape financially, A/R is down, bar revenue is steady (June was great; July was solid, despite some unfortunate weather), greens and cart fees are up, everything is trending well; started reviewing staff raises and capital projects with Finance Review Committee and the board, financial reports to be issued separately.

Jason Frediani entered the meeting at 7:26 p.m.

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

HOUSE COMMITTEE

Donna reported she has received one (1) quote for new patio furniture, which was reviewed in considerable detail (additional quotes were unavailable due to COVID related production and distribution issues) – agreed to once more seek additional quotes, develop a plan for setup/assembly and maintenance, and finalize patio design and furniture selection.

Plans for Sean's party are on track for Saturday (9/18) evening, music by DJ, passed hors d'oeuvres, sponsor signs, some invites and speakers.

Also back two awnings completed – agreed to review the purchase order and vendor agreement regarding the substitution of particleboard for plywood as underlayment.

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

GREENS COMMITTEE

Ray reported the pump cover has been installed on # 4; top dressing has begun; additional bridge ready to be installed; replacement of the 'Welch/Gallagher' bench on # 4 tee is delayed to next year due to sourcing issues (wire coated mesh); a lot of tough weather- staff has identified and is repairing circled areas on # 8 fairway and in the rough between # 8 and # 2; greens were rolled both a.m. and p.m. this past weekend for the club championships; agreed to review the cart path situation and options.

Three bids were received to redo the side of # 9 tee box

Motion by Dave Desmond, seconded by Andrea Dutile to select the low bidder and allocate up to \$25K in capital expenses to execute the redesign of the side of # 9 tee box facing # 8 green. Vote unanimous - Motion passed.

Motion by Brian Gleason, seconded by Donna McMahon to accept the Greens report. Vote unanimous - Motion passed.

TOURNAMENT COMMITTEE

Brian Gleason reported he reviewed with Joel and Chris several recent incidents involving members of the Pro Shop staff, and written warnings were issued as appropriate; and it was made clear any further discipline would result in termination and/or suspension of membership.

Over 80 members competed this weekend in the various club championships:

Women's Club Champion – Molly Smith
Women's Senior Club Champion – Sue Allison
Women's A Division Champion – Celeste Tremblay
Women's B Division Champion – Sue Allison
Women's C Division Champion – Sandy Murphy

Men's Club Champion – Eric Roy
Men's Senior Club Champion – Jim Moriarty

The Men's Senior City Tournament Team consists of: Bill Silk; Jack Hassett; Victor Kiloski; Ken Gys; Mike Corbin; Jim Moriarty; Dave Desmond; Steve Bourret; Bill Dastou; Tom Murphy; Glen Mello; Rod Gregoire; and Alternates Larry Howarth; Dick O'Loughlin; and Steve Butler,

Still to come in August is the Senior Invitational; the Annual Father/Son/Daughter; a One Day Men's Member/Member; and the Ladies Monkey Tournament.

September will host another Member/3 Guest; Ken and Jeanne's Labor Day Scotch Foursome; and the Annual Fall Two Day Member/Member Tournament.

Continue to explore alternative tee time system options, including Lightspeed and 4 Tees.

Motion by Ray Costello, seconded by Andrea Dutile to accept the Tournament report.
Vote unanimous - Motion passed.

COMMUNICATIONS COMMITTEE

No Report - Pat Donovan absent.

OLD BUSINESS

Reviews with General Manager, Pro, and Superintendent – ongoing

Tee Times – continue to research and gather data

NEW BUSINESS

NGRID Project Update – Dave Desmond developing an information packet

There being no further business,

Motion by Donna McMahon, seconded by Andrea Dutile to adjourn. Vote unanimous -
Motion passed. The meeting was adjourned at 9:10 p.m.

NEXT MEETING
Wednesday, September 22, 2021
at 6:00 p.m.

Respectfully Submitted,

Bob McLeod,
Secretary

Mt Pleasant Golf Club
Financial Summary & Notes
July 31, 2021

REVENUES	DEPT	THIS YEAR				Actual vs Budget		Forecast		Year over Year 2021 vs 2020		Year over Year 2021 vs 2019	
		YTD		YEAR END		Better (Worse)	%	\$	2020	Inc(Dec)	2019	Inc(Dec)	
		ACTUAL	BUDGET	FORECAST	BUDGET								2020
Dues & Assessments		747,300	729,121	0	987,012	18,179	2.5%	(987,012)	622,063	125,237	595,063	152,237	
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		300,220	256,000		385,050	44,220	17.3%	(385,050)	253,349	46,871	381,239	(81,019)	
ATM Income		1,227			0	1,227	#DIV/0!	0	465	762	556	671	
Cart Rental Income		82,482	73,360		130,760	9,122	12.4%	(130,760)	49,633	32,849	63,444	19,038	
Greens Fee Income		51,480	33,470		61,940	18,010	53.8%	(61,940)	21,171	30,309	30,982	20,498	
F&B Card Income		15,645	0		0	15,645	100.0%	0	757	14,888	19,610	(3,965)	
Interest Income		650	0		0	650	0.0%	0	228	422	639	11	
Hall Rental		0	0		0	0	0.0%	0	4,613	(4,613)	27,250	(27,250)	
Linen Rental		600	0		0	600	0.0%	0	4,475	(3,875)	8,306	(7,706)	
Donation Income (Plaques)		6,103	0		0	6,103	0.0%	0	0	6,103	0	6,103	
Other Income		3,744	0		7,820	3,744	0.0%	(7,820)	0	3,744	9,767	(6,023)	
DEPARTMENTAL REVENUES		1,266,551	1,126,951	0	1,607,582	139,600	12.4%	(1,607,582)	996,254	270,297	1,204,456	62,095	
COGS-Bar		127,679	81,920		115,520	(45,759)	-55.9%	115,520	93,417	34,262	136,401	8,722	
COGS-Kitchen		6,236	0		0	(6,236)	100.0%	0	0	6,236	0	6,236	
COGS-Function		1,540	0		0	(1,540)	100.0%	0	164	1,376	6,185	(4,645)	
House		218,132	263,076		348,350	44,944	17.1%	348,350	221,124	(2,992)	298,774	(80,643)	
Course		311,602	297,594		423,840	(14,008)	-4.7%	423,840	297,225	14,377	268,600	43,002	
Tournament		137,949	137,288		186,020	(661)	-0.5%	186,020	92,096	45,853	123,486	14,463	
General & Administrative		186,974	198,390		257,090	11,416	5.8%	257,090	183,432	3,542	198,269	(11,295)	
DEPARTMENTAL EXPENSES		990,111	978,268	0	1,330,820	(11,843)	-1.2%	1,330,820	887,458	102,653	1,031,715	(41,604)	
Profit(Loss)		276,440	148,683	0	276,762	127,757	11.2%	(276,762)	108,796	167,644	172,741	103,699	
Interest Expense		26,120	29,700		40,000	3,580	12.1%	40,000	28,418	(2,298)	18,252	7,868	
Real Estate Taxes		44,933	44,955		59,940	22	0.0%	59,940	45,925	(992)	42,843	2,090	
Depreciation		119,088	118,080		158,790	(1,008)	-0.9%	158,790	125,044	(5,956)	125,044	(5,956)	
Other Expense		2,299	0		840	(2,299)	0.0%	840	0	2,299	985	1,314	
Total Other		192,440	192,735	0	259,570	295	0.2%	259,570	199,387	(6,947)	187,124	5,316	
Profit(Loss)		84,000	(44,052)	0	17,192	127,462	-289.3%	(536,332)	(90,591)	174,591	(14,383)	98,383	

Financial Summary & Notes

07.31.2021

Detail Snap Shot - Key Expense Accounts

Course Expense	DEPT	JULY 2021 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		191,616	169,300	(22,316)
Employee Insurance		14,000	14,481	481
Course Seed & Fertilizer		45,055	48,052	2,997
Equipment R&M		19,732	23,000	3,268
Course R&M		12,270	10,750	(1,520)
Course R&M Other		14,937	637	(14,300)
Course Fuel		5,589	6,800	1,211

House Expense	DEPT	JULY 2021 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		59,094	70,700	11,606
Salaries & Wages - House		79,982	69,000	(10,982)
Employee Insurance		39,052	38,700	(352)
House Service Contracts		22,922	19,503	(3,419)
House Supplies		9,695	15,003	5,308

Tournament Expense	DEPT	JULY 2021 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		110,338	96,550	(13,788)
Employee Insurance		11,182	10,602	(580)
Cities Expense		3,262	3,000	(262)
2 Day Member Guest		1,915	4,450	2,535

G&A	DEPT	JULY 2021 YTD		
		ACTUAL	BUDGET	VARIANCE
Bad Debt		21,510	21,000	(510)
Computer Software		16,104	15,000	(1,104)
Credit Card Fees		7,011	5,220	(1,791)
Club Liability Insurance		28,271	34,920	6,649
BOD Expense		6,054	5,850	(204)
Bookkeeping		19,925	29,250	9,325
RE Taxes		44,933	44,955	22
Electric		39,160	36,000	(3,160)
Gas		8,392	10,260	1,868
Interest Expense		26,120	29,700	3,580
Depreciation		119,088	118,080	(1,008)

Mt Pleasant Golf Club

Gross Margin - Bar Receipts

	2021			2020			2019		
	Revenue	Cost of Sales \$	Cost of Sales %	Revenue	Cost of Sales \$	Cost of Sales %	Revenue	Cost of Sales \$	Cost of Sales %
November	\$ 21,701	\$ 12,387	42.9%	\$ 39,230	\$ 15,845	59.6%	\$ 39,913	\$ 12,376	69.0%
December	\$ 11,634	\$ 6,832	41.3%	\$ 30,095	\$ 5,369	82.2%	\$ 31,181	\$ 9,750	68.7%
January	\$ 11,608	\$ 4,714	59.4%	\$ 29,634	\$ 11,369	61.6%	\$ 20,259	\$ 3,204	84.2%
February	\$ 15,672	\$ 6,350	59.5%	\$ 31,622	\$ 13,438	57.5%	\$ 30,687	\$ 14,621	52.4%
March	\$ 17,489	\$ 10,397	40.6%	\$ 19,436	\$ 10,450	46.2%	\$ 37,290	\$ 12,492	66.5%
April*	\$ 35,548	\$ 20,859	41.3%	\$ -	\$ -	0.0%	\$ 37,285	\$ 23,123	38.0%
May	\$ 52,222	\$ 22,460	57.0%	\$ 2,889	\$ 1,009	65.1%	\$ 51,397	\$ 20,125	60.8%
June	\$ 72,485	\$ 20,241	72.1%	\$ 42,039	\$ 16,033	61.9%	\$ 67,275	\$ 14,498	78.4%
July	\$ 61,861	\$ 20,439	67.0%	\$ 58,401	\$ 23,580	59.6%	\$ 65,953	\$ 26,212	60.3%
August			#DIV/0!	\$ 55,761	\$ 10,889	80.5%	\$ 57,502	\$ 11,986	79.2%
September			#DIV/0!	\$ 42,334	\$ 8,101	80.9%	\$ 53,745	\$ 16,201	69.9%
October			#DIV/0!	\$ 32,845	\$ 18,636	43.3%	\$ 41,009	\$ 5,292	87.1%
YTD	\$ 300,220	\$ 124,679	58.5%	\$ 384,286	\$ 134,719	64.9%	\$ 533,496	\$ 169,880	68.2%
July YTD*	\$ 300,220	\$ 124,679	58.5%	\$ 253,346	\$ 97,093	61.7%	\$ 381,240	\$ 136,401	64.2%

* All 3 years thru July 31