

Mount Pleasant Golf Club

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

Established 1910

(978) 452-8228

Donna McMahon
President

Pat Donovan
Vice-President

Bob McLeod
Secretary

Sean Moriarty
Treasurer

Board of Directors Regular Meeting *

Monday, December 20, 2021

President Donna McMahon called the meeting to order at 6:30 p.m. with all nine (9) board members present.

SECRETARY

Minutes of the 11/17/21 regular meeting, and the 11/29/21 and the 12/2/21 special meetings were presented for review.

Motion by Brian Gleason, seconded by Ray Costello to accept the minutes of the 11/17/21 regular meeting, and the 11/29/21 and the 12/2/21 special meeting. Vote unanimous - Motion passed.

Correspondence

- From Norma and Garry Murphy, thank you for supporting the Annual Veteran's Day Tournament – accepted;
- From Mass. Association of Realtors, thank you for the donation to their foundation to combat hunger and homelessness – accepted;
- Thank you to Mount Pleasant for this past year - accepted;
- From Lowell Conservation Commission, a Notice of Intent by Lowell Gas Modernization Project Public Hearing – forward to Attorney Kevin Murphy and place on file;
- From Peng Chen, resigning Social membership – accepted;
- From Social member Scott Durkin, application for Limited/Regular membership – placed on file;
- From Alex Marcin, application for Social membership;
- From Anne Marie Martin, application for Social membership;
- From Nick Fantasia, requesting a change from Junior to Social membership;
- From Greg Fulton, application for Social membership.

Membership

The following candidates are submitted for membership:

Alex Marcin - Social
Anne Marie Martin – Social
Nick Fantasia – Social
Greg Fulton - Social

The following changes are submitted:

Jim Cassin – Senior A to Senior + A (50 years)
Shirley Anderson – Senior Limited to Senior + Limited (50 years)
Bernie Judge – Limited to Senior Limited
Nick Fantasia – Junior to Social

Motion by Brian Gleason, seconded by Shaun McCarty to accept the four (4) Social members and the four (4) changes listed above. Vote unanimous - Motion passed.

Motion by Pat Donovan, seconded by Sean Moriarty to accept the Secretary's report. Vote unanimous - Motion passed.

TREASURER'S REPORT

Sean distributed the financial reports through 11//30/21 (attached): revenue has been steady; Veteran's Day, Utilities, and Salaries are up a bit but not a concern; part time employees (shop and barn) have been let go for the season; some issues with dues going out relating to emails (being resent as reported) and Food & Beverage balances (these are being corrected and reset); continue to review and tweak the budget.

Also, Fallon Health Care just issued notice they are out of Massachusetts effective March 1, 2022 – making necessary changes to our few affected employees.

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

HOUSE COMMITTEE

Shaun McCarty reported he's putting his committee together; January events scheduled for upstairs are being coordinated between Sean T (showers, parties, etc.) and Joel (golf instruction, league play, etc.); planning a meeting to seek input on the kitchen situation; Member Appreciation Day scheduled for Thursday, 12/30 at 4:00 p.m..

Projects under consideration: moving the water/ice machine from the vestibule, reviewing dumpster situation, attacking upstairs storage, especially stage and back of bar; updating wall plaques (in process).

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

GREENS COMMITTEE

Ray reported as of Monday the temporary pins have been pulled for the season; the barn is now in 'equipment mode' (sharpening blades, tuning up engines, annual maintenance, etc.); Chuck is planning to walk the course with Jack Hassett and Tom Lamond to put together a punch list – a hole by hole assessment with photographs of improvements, work to be done, etc. for the course; finally, a crane needs to be scheduled to address tree work, primarily on # 4 tee, while the ground is still frozen – Ray to work with Chuck.

Motion by John Goscila, seconded by Sean Moriarty to accept the Greens report. Vote unanimous - Motion passed.

TOURNAMENT COMMITTEE

Brian reported on planning for the 2022 tournament schedule; said not to expect any major changes, just some minor tweaks, e.g. seeking input on club championship weekend schedule and formats; also stated the need to establish a fixed, tournament catering menu with vendor in advance.

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

COMMUNICATIONS COMMITTEE

Sean Casey reported he is working with Pat and coming up to speed with email distributions and updates to the web site.

Motion by Brian Gleason, seconded by John Goscila to accept the Communications report. Vote unanimous - Motion passed.

OLD BUSINESS

Membership Update – Reviewed current status

NEW BUSINESS

Set Interview Dates for New Members

Interviews Friday (2/4), Wednesday (2/9), and Thursday (2/17) 6:30 to 9:00 p.m.

Board Review Sunday (2/20) at 10:00 a.m.

Capital Guidelines

Reviewed guidelines and Restricted Account

Miscellaneous

Tee Times – agreed to continue to explore alternative systems and solutions long term; short term to work with Pro Shop staff on increased conformance and enforcement of existing system (Golf Genius).

Kitchen – agreed, in order to open on or about April 1st we need a plan and agreement in place by February.

There being no further business,

Motion by Sean Moriarty, seconded by Brian Gleason to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 8:27 p.m.

NEXT MEETING
Monday, January 17, 2022
at 6:30 p.m.

Respectfully Submitted,

Bob McLeod,
Secretary

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

	REVENUES	DEPT	THIS YEAR				Actual vs Budget (Worse)	Forecast	Year over Year	
			YTD ACTUAL	BUDGET	FORECAST	BUDGET			2021	2022 vs 2021
	Dues & Assessments		74,966	71,766		3,200	4.5%	0	380	74,586
	Initiation Fees		0	0		0	#DIV/0!	0	0	0
	Late Fees		0	0		0	100.0%	0	0	0
	Bar Income		34,918	35,000		(82)	-0.2%	0	21,701	13,217
	ATM Income		199	200		(1)	100.0%	0	0	199
	Cart Rental Income		4,765	3,500		1,265	36.1%	0	7,878	(3,113)
	Greens Fee Income		3,655	2,500		1,155	46.2%	0	8,840	(5,185)
	F&B Card Income		0	0		0	100.0%	0	0	0
	Interest Income		17	0		17	0.0%	0	169	(152)
	Hall Rental		1,900	1,000		900	0.0%	0	0	1,900
	Linen Rental		850	500		350	0.0%	0	0	850
	Donation Income (Plaques)		0	0		0	0.0%	0	0	0
	Other Income		0	200		(200)	0.0%	0	3,676	(3,676)
	DEPARTMENTAL REVENUES		121,270	114,666	0	6,604	5.8%	0	42,644	78,626
	COGS-Bar		9,599	11,396		1,797	15.8%	0	12,384	(2,785)
	COGS-Kitchen		0	0		0	100.0%	0	0	0
	COGS-Function		114	375		261	100.0%	0	0	114
	House		26,392	22,696		(3,696)	-16.3%	0	23,108	3,284
	Course		70,632	69,717		(915)	-1.3%	0	48,397	22,235
	Tournament		13,459	10,344		(3,115)	-30.1%	0	13,594	(135)
	General & Administrative		25,802	19,418		(6,384)	-32.9%	0	16,143	9,659
	DEPARTMENTAL EXPENSES		145,998	133,946	0	(12,052)	-9.0%	0	113,626	32,372
	Profit(Loss)		(24,728)	(19,280)	0	(5,448)	-3.2%	0	(70,982)	46,254
	Interest Expense		2,746	2,750		4	0.1%	0	3,189	(443)
	Real Estate Taxes		4,977	5,200		223	4.3%	0	4,830	147
	Depreciation		13,232	13,917		685	4.9%	0	13,232	0
	Other Expense		0	0		0	0.0%	0	0	0
	Total Other		20,955	21,867	0	912	4.2%	0	21,251	(296)
	Profit(loss)		(45,683)	(41,147)	0	(6,360)	15.5%	0	(92,233)	46,550

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

Detail Snap Shot - Key Expense Accounts

		November 2021 YTD		
Course Expense	DEPT	ACTUAL	BUDGET	VARIANCE
Salaries & Wages		22,850	22,850	0
Employee Insurance		1,995	1,656	(339)
Course Seed & Fertilizer		36,368	36,000	(368)
Equipment R&M		0	2,000	2,000
Course R&M		6,659	2,833	(3,826)
Course R&M Other		148	0	(148)
Course Fuel		2,057	2,000	(57)
Totals		70,077	67,339	(2,738)
		November 2021 YTD		
House Expense	DEPT	ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		7,355	4,843	(2,512)
Salaries & Wages - House		8,170	8,530	360
Employee Insurance		5,179	3,365	(1,814)
House Service Contracts		2,265	1,833	(432)
House R&M		804	1,000	196
House Supplies		1,030	1,167	137
Totals		24,803	20,738	(4,065)
		November 2021 YTD		
Tournament Expense	DEPT	ACTUAL	BUDGET	VARIANCE
Salaries & Wages		10,871	7,900	(2,971)
Employee Insurance		1,739	855	(884)
Cities Expense		0	0	0
2 Day Member Guest		0	0	0
Totals		12,610	8,755	(3,855)
		November 2021 YTD		
G&A	DEPT	ACTUAL	BUDGET	VARIANCE
Bad Debt		590	667	77
Computer Software		1,950	1,500	(450)
Credit Card Fees		1,166	1,333	167
Club Liability Insurance		3,147	3,466	319
BOD Expense		3,467	650	(2,817)
Bookkeeping		950	1,000	50
RE Taxes		4,976	5,200	224
Electric		8,524	4,417	(4,107)
Gas		651	1,167	516
Interest Expense		2,745	2,750	5
Telecommunications		1,363	1,200	(163)
Totals		29,529	23,350	(6,179)

Credit of \$1402 due for K Mungovan Health for Nov
 Extra \$1,000 paid for final Waste Mgmt Dumpster Contract

Chris Gentle expected off ins mid Nov

\$2,498 Veterans Day

Mt Pleasant Golf Club
Summary Balance Sheet

ASSETS	Nov	Nov
Cash	2021	2020
Operating & Payroll	59,667	-9,816
Money Market	50,128	25,005
Restricted	314,274	0
House Banks	1,800	1,800
Course Petty Cash	200	200
Total Cash	426,069	17,189
Receivables		
Members	17,333	69,569
Other Receivables	0	1,500
Bad Debt Allowance	-2,530	-16,280
Net Recievables	14,803	54,789
Other Assets		
Inventories	18,203	22,569
Prepaid Expenses	22,600	30,631
Other Current Assets	39,500	49,429
Total Other Assets	80,303	102,629
Total Current Assets	521,175	174,607
Fixed Assets		
Land and Land Improvements	136,709	136,709
Buildings	548,403	548,403
Course Improvements	1,212,031	1,177,431
Course Equipment	677,312	606,560
Golf Carts	163,693	247,902
Office & EDP Equipment	125,585	124,438
Furniture Fixtures & Equip	268,851	260,365
Building Improvements	1,657,830	1,635,412
Less Accumulated Depreciation	-2,561,876	-2,618,715
Total Fixed Assets	2,228,538	2,118,505
TOTAL ASSETS	2,749,713	2,293,112
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	86,110	37,203
Prepaid Food & Bev	36,417	23,403
Prepaid Member Dues	-72,810	17,040
Quimet Scholarship	157	157
Accrued Payroll	14,025	0
Leases Payable	249,324	102,441
Accrued Other	109,287	25,808
Total Current Liabilities	422,510	206,052
Long Term Liabilites		
Long Term Debt	706,899	750,023
Bonds Payable	0	735
Total Long Term Liabilities	706,899	750,758
Equity		
Retained Earnings Current YR	-45,683	-92,233
Members Equity	1,665,987	1,428,535
Total Equity	1,620,304	1,336,302
TOTAL LIABILITIES & EQUITY	2,749,713	2,293,112

Mt Pleasant Golf Club

Gross Margin - Bar Receipts

	2022			2021			2020			2019		
	Revenue	Cost of Sales	Cost of Sales %	Revenue	Cost of Sales	Cost of Sales %	Revenue	Cost of Sales	Cost of Sales %	Revenue	Cost of Sales	Cost of Sales %
November	\$ 34,918	\$ 9,599	72.5%	\$ 21,701	\$ 12,387	42.9%	\$ 39,230	\$ 15,845	59.6%	\$ 39,913	\$ 12,376	69.0%
December				\$ 11,650	\$ 6,832	41.4%	\$ 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				\$ 73,186	\$ 20,241	72.3%	\$ 42,039	\$ 16,033	61.9%	\$ 67,275	\$ 14,498	78.4%
July				\$ 61,144	\$ 23,439	61.7%	\$ 58,401	\$ 23,580	59.6%	\$ 65,953	\$ 26,212	60.3%
August				\$ 52,478	\$ 9,729	81.5%	\$ 55,761	\$ 10,889	80.5%	\$ 57,502	\$ 11,986	79.2%
September				\$ 52,695	\$ 17,712	66.4%	\$ 42,334	\$ 8,101	80.9%	\$ 53,745	\$ 16,201	69.9%
October				\$ 51,836	\$ 13,171	74.6%	\$ 32,845	\$ 18,636	43.3%	\$ 41,009	\$ 5,292	87.1%
YTD	\$ 34,918	\$ 9,599	72.5%	\$ 457,229	\$ 168,291	63.2%	\$ 384,286	\$ 134,719	64.9%	\$ 533,496	\$ 169,880	68.2%
August YTD*	\$ 34,918	\$ 9,599	72.5%	\$ 457,229	\$ 168,291	63.2%	\$ 309,107	\$ 107,982	65.1%	\$ 438,742	\$ 148,387	66.2%