

# 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 \***

Thursday, February 24, 2022

President Donna McMahon called the meeting to order at 6:30 p.m. with seven (7) board members present, Ray Costello in attendance via teleconference, and Sean Moriarty on his way; John Bukala of the FRC was also present.

### NEW BUSINESS

Quarterly meeting with Finance Review Committee (Taken Out of Order)

John Bukala explained he will be chairing the committee this year with Mike King serving on the committee; John confirmed the committee has been working with Treasurer Sean Moriarty and the club is in good financial shape; issues being addressed are Social members (no longer being carried for two years, and aligning the billing cycle with the rest of the membership), establishing policy for use of the reserve account, and review of bar pricing and margins (especially in light of upstairs hall activity). Also agreed to re-establish regular quarterly meetings between the board the committee.

John Bukala left the meeting at 6:58 p.m.

Joel Jenkins entered the meeting at 7:00 p.m.

### NEW BUSINESS

Quarterly meeting with Pro Joel Jenkins (Taken Out of Order)

Joel mentioned he's entering his ninth year as Mount Pleasant's resident Professional, and still very happy to be here; there was a brief recap of last year's tournaments and scheduling

Sean Moriarty entered the meeting at 7:09 p.m.

Joel also stated this year's staffing is taking shape with some changes (Trevor and Austin are moving on, Chris Gentle will return as an instructor and playing Pro, and there will be

some new faces in the shop and on the tee); tournament schedule is basically complete; he highly recommended adopting the Fore Tees software for tee times this year as it has 'everything we want and need...' (member categories, partners, cart preference, reporting, options, etc.); he also requested some additional clean up in the lesson area adjacent to # 3 tee.

Joel left the meeting at 7:37 p.m.

Chris Green entered the meeting at 7:39 p.m.

## NEW BUSINESS

Chris Green Request to Appear (Taken Out of Order)

Chris appeared to express his concerns regarding the Domestic Partner Policy, particularly the fact that it was not proposed as a bylaw change; the board acknowledged his concerns but pointed out that a policy change was also perfectly appropriate and the board's choice at this time, and that it could become a bylaw at any time if the membership so desired.

Chris left the meeting at 8:04 p.m.

## SECRETARY

Minutes of the 1/17/22 regular meeting and the 2/20/22 special meeting were presented for review.

**Motion** by Brian Gleason, seconded by Pat Donovan to accept the minutes of the 1/17/22 regular meeting and the 2/20/22 special meeting. Vote unanimous - Motion passed.

## Correspondence

- From Lowell Winterfest, requesting a donation - filed;
- From MS is BS in Dracut, request for donation from Dave Desmond - approved;
- From Brendan Flynn, requesting a change from Regular AB to Regular A;
- From Theodore Steinberg, application for Youth membership;
- From Sarah McCarty, application for Junior membership;
- From Morgan Smith, application for Junior membership;
- From Phil Smith, application for Regular membership; - placed on file
- From Casey Howe, application for Social membership'
- From Lindsey Howe, application for Social membership'
- From Trevor Green, requesting a change from Junior to Social membership;
- From Jacob Pelletier, resigning Social membership;
- From Jerry Jagers, resigning Social membership;
- From Matt Blodgett, resigning Social membership;
- From Jack Weissman, resigning Social membership;
- From Fred Lovejoy and Anne Sullivan requesting Domestic Partnership;

- From Chuck Purtell and Deb Shanahan, requesting Domestic Partnership;
- From Larry Howarth and Joanne Doherty requesting Domestic Partnership;
- From Ron Bouchard and Beth Shelton, requesting Domestic Partnership.

## Membership

The following candidates are submitted for membership:

- Kristy Paolillo – Social
- Casey Howe – Social
- Lindsey Howe – Social
- Joshua Boyd – Junior
- Sarah McCarty – Junior
- Christian Melendez – Youth
- Theodore Steinberg – Youth
- Colin Underwood - Youth

The following changes are submitted:

- Brendan Flynn – from Regular AB to Regular A
- Trevor Green – from Junior to Social
- Jacob Pelletier – Social resigned
- Jerry Jagers – Social resigned
- Matt Blodgett – Social resigned
- Jack Weissman – Social resigned

**Motion** by Sean Moriarty, seconded by Brian Gleason to accept the eight (8) new members and the six (6) resignations/changes as 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 Moriarty presented the financials through 2/28 for review (attached); status is very steady state for off season; awaiting quotes to remove damaged pine and/or all pines between # 8 and # 9, to be combined with planned tree work (e.g., # 4 tee box, lesson area, etc.); dues collection has been unusually strong, putting us in a very solid cash position; staff raises went into effect this week; Socials two years in arrears (last year and this year) are being reviewed; also bar costs and pricing are under review, to be finalized next month.

**Motion** by Pat Donovan, seconded by Brian Gleason to accept the Treasurer's report. Vote unanimous - Motion passed.

## HOUSE COMMITTEE

Shaun McCarty reported the new coolers for the bar and kitchen are in; estimates for 50-60 sprinkler head replacements (required) at approximately \$7K; St. Patrick's Day dinner will require advance signup; this Friday's snow forecast canceled Bianco's dinner plans, will consider a late opening depending on weather; House Committee and Rod Gregoire to look at streaming options for the downstairs lounge and possible cost savings; there have been queries about using the hall for a corn hole league/tournament upstairs (?) committee to investigate.

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

## GREENS COMMITTEE

Ray reported Chuck is awaiting quotes and scheduling regarding tree(s) on # 8 and # 9, as well as the crane for the rest of the tree work (from December).

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

## TOURNAMENT COMMITTEE

Brian reported the tournament scheduled is essentially complete, going through some tweaks with Joel and the committee.

**Motion** by Shaun McCarty, seconded by Sean Casey to accept the Tournament Committee report. Vote unanimous - Motion passed.

## COMMUNICATIONS COMMITTEE

Sean Casey reported emails are going out regularly, awaiting updates on committee assignments for web site; also exploring internal web pages being accessed from outside.

**Motion** by Pat Donovan, seconded by Brian Gleason to accept the Communications report. Vote unanimous - Motion passed.

## OLD BUSINESS

Kitchen Proposal – Status

Agreement in principle, need signed document by next month

Membership Update

Roster full, Wait List in place

Upstairs Exploratory Committee

Pat Donovan putting group together to consider options

NEW BUSINESS

Rules & Regulations and Privileges Matrix

To be approved next month

Quarterly meeting Finance Review Committee

Complete (Taken Out of Order)

Quarterly Meeting with Pro Joel Jenkins

Complete (Taken Out of Order)

Chris Green – Request to Appear

Complete (Taken Out of Order)

Tee Times System

Final review of Fore Tees software to manage tee times (\$4.4K implementation, \$5K annual cost thereafter) as recommended by committee and pro shop staff.

**Motion** by Brian Gleason, seconded by Shaun McCarty to adopt the Fore Tees system. Vote Five (5) votes Yea, Four (4) votes Nay - Motion passed.

Domestic Partner Policy

There was a brief review of the Domestic Partner Policy as discussed and published in the email blast/

**Motion** by Sean Casey, seconded by Pat Donovan to adopt Domestic Partner Policy as is. Vote Seven (7) votes Yea, One (1) vote Nay - Motion passed.

MISCELLANEOUS

The following changes are submitted:

- From Fred Lovejoy and Anne Sullivan requesting Domestic Partnership;
- From Chuck Purtell and Deb Shanahan, requesting Domestic Partnership;
- From Larry Howarth and Joanne Doherty requesting Domestic Partnership;
- From Ron Bouchard and Beth Shelton, requesting Domestic Partnership.

- Anne Sullivan – Limited resigned
- Deb Shanahan – Limited resigned
- Beth Sheldon – Social resigned
- Brian Cohen – Social to Limited
- MarkFinneral – Social to Limited

**Motion** by Sean Moriarty, seconded by Brian Gleason to accept the nine (9) resignations/changes as listed above. Vote unanimous - Motion passed.

There being no further business,

**Motion** by Pat Donovan, seconded by Ray Costello to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 10:04 p.m.

NEXT MEETING  
Wednesday, March 16, 2022  
at 6:30 p.m.

Respectfully Submitted,

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Bob McLeod,  
Secretary

**Mt Pleasant Golf Club**  
**Financial Summary & Notes**  
**January 31, 2021**

REVENUES	DEPT	YTD		THIS YEAR		YEAR END		Actual vs Budget		Forecast		Year over Year	
		ACTUAL	BUDGET	FORECAST	BUDGET	\$	%	\$	Better (Worse)	2021	Inc(Dec)	2021	2022 vs 2021
Dues & Assessments		270,337	273,298					(2,961)	-1.1%	0		879,945	(609,608)
Initiation Fees		0	0					0	#DIV/0!	0		0	0
Late Fees		0	0					0	100.0%	0		0	0
Bar Income		88,186	72,000					16,186	22.5%	0		44,944	43,242
ATM Income		424	600					(176)	100.0%	0		0	424
Cart Rental Income		4,765	4,000					765	19.1%	0		7,942	(3,177)
Greens Fee Income		3,655	2,500					1,155	46.2%	0		8,900	(5,245)
F&B Card Income		10,242	6,000					4,242	100.0%	0		15,645	(5,403)
Interest Income		48	300					(252)	0.0%	0		266	(218)
Hall Rental		1,750	3,000					(1,250)	0.0%	0		0	1,750
Linen Rental		1,750	0					1,750	0.0%	0		0	1,750
Donation Income		0	0					0	0.0%	0		11,593	(11,593)
Other Income		271	600					(329)	0.0%	0		3,745	(3,474)
<b>DEPARTMENTAL REVENUES</b>		<b>381,428</b>	<b>362,298</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>19,130</b>	<b>5.3%</b>	<b>0</b>	<b>0</b>	<b>972,980</b>	<b>(591,552)</b>
COGS-Bar		30,626	23,443					(7,183)	-30.6%	0		0	30,626
COGS-Kitchen		0	0					0	100.0%	0		0	0
COGS-Function		543	0					(543)	100.0%	0		0	543
House		81,508	71,712					(9,796)	-13.7%	0		0	81,508
Course		124,007	132,541					8,534	6.4%	0		0	124,007
Tournament		32,581	35,667					3,086	8.7%	0		0	32,581
General & Administrative		59,281	59,151					(130)	-0.2%	0		0	59,281
<b>DEPARTMENTAL EXPENSES</b>		<b>328,546</b>	<b>322,514</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(6,032)</b>	<b>-1.9%</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>328,546</b>
<b>Profit(Loss)</b>		<b>52,882</b>	<b>39,784</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>13,098</b>	<b>3.4%</b>	<b>0</b>	<b>0</b>	<b>972,980</b>	<b>(920,098)</b>
Interest Expense		8,111	8,250					139	1.7%	0		9,504	(1,393)
Real Estate Taxes		14,707	15,600					893	5.7%	0		14,707	0
Depreciation		39,696	41,751					2,055	4.9%	0		39,696	0
Other Expense		47,758	49,701					1,943	0.0%	0		45,170	2,588
<b>Total Other</b>		<b>110,272</b>	<b>115,302</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5,030</b>	<b>4.4%</b>	<b>0</b>	<b>0</b>	<b>109,077</b>	<b>1,195</b>
<b>Profit(Loss)</b>		<b>(57,390)</b>	<b>(75,518)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>18,128</b>	<b>-24.0%</b>	<b>0</b>	<b>0</b>	<b>863,903</b>	<b>(921,293)</b>

Mt Pleasant Golf Club  
Summary Balance Sheet

ASSETS	Jan 2022	Jan 2021
<b>Cash</b>		
Operating & Payroll	50,161	69,070
Money Market	255,132	150,000
Restricted	314,301	0
House Banks	1,800	1,800
Course Petty Cash	200	200
<b>Total Cash</b>	<b>621,594</b>	<b>221,070</b>
<b>Receivables</b>		
Members	707,584	700,108
Other Receivables	0	1,500
Bad Debt Allowance	-2,530	-1,340
<b>Net Receivables</b>	<b>705,054</b>	<b>700,268</b>
<b>Other Assets</b>		
Inventories	18,203	22,569
Prepaid Expenses	51,284	31,360
Other Current Assets	39,500	49,429
<b>Total Other Assets</b>	<b>108,987</b>	<b>103,358</b>
<b>Total Current Assets</b>	<b>1,435,635</b>	<b>1,024,696</b>
<b>Fixed Assets</b>		
Land and Land Improvements	136,709	136,709
Buildings	548,403	548,403
Course Improvements	1,212,031	1,177,431
Course Equipment	679,436	606,560
Golf Carts	163,693	247,902
Office & EDP Equipment	125,585	124,438
Furniture Fixtures & Equip	268,851	264,069
Building Improvements	1,657,830	1,635,412
Less Accumulated Depreciation	-2,588,340	-2,645,179
<b>Total Fixed Assets</b>	<b>2,204,198</b>	<b>2,095,745</b>
<b>TOTAL ASSETS</b>	<b>3,639,833</b>	<b>3,120,441</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Accounts Payable	92,557	47,382
Prepaid Food & Bev	168,425	148,667
Prepaid Member Dues	658,614	14,520
Quimet Scholarship	15,517	14,737
Accrued Payroll	10,166	0
Leases Payable	245,564	98,060
Accrued Other	93,631	21,930
<b>Total Current Liabilities</b>	<b>1,284,474</b>	<b>345,296</b>
<b>Long Term Liabilities</b>		
Long Term Debt	700,310	739,187
Bonds Payable	0	0
<b>Total Long Term Liabilities</b>	<b>700,310</b>	<b>739,187</b>
<b>Equity</b>		
Retained Earnings Current YR	-57,390	863,903
Members Equity	1,712,439	1,172,055
<b>Total Equity</b>	<b>1,655,049</b>	<b>2,035,958</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,639,833</b>	<b>3,120,441</b>



**Mt Pleasant Golf Club**  
**Financial Summary & Notes**  
**January 31, 2021**

**Detail Snap Shot - Key Expense Accounts**

Course Expense	DEPT	January 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		58,069	67,350	9,281
Employee Insurance		3,775	4,968	1,193
Course Seed & Fertilizer		36,522	36,000	(522)
Equipment R&M		8,220	6,000	(2,220)
Course R&M		8,499	5,666	(2,833)
Course R&M Other		303	0	(303)
Course Fuel		2,057	2,000	(57)
Totals		117,445	121,984	4,539

Timing, Budget heavier in Spring  
Timing, Budget heavier in Spring

House Expense	DEPT	January 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		21,996	14,275	(7,721)
Salaries & Wages - House		24,282	25,140	858
Employee Insurance		8,229	12,959	4,730
House Service Contracts		13,818	5,499	(8,319)
House R&M		3,574	4,000	426
House Supplies		3,147	3,501	354
Totals		75,046	65,374	(9,672)

Extra Functions

Credit of \$1402 due for K Mungovan Health for Nov, Gael Expected on Ins, plus 8% i  
Snow & Ice(2K), Final Waste (\$2K

Tournament Expense	DEPT	January 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		24,677	26,900	2,223
Employee Insurance		5,588	2,565	(3,023)
Cities Expense		0	0	0
2 Day Member Guest		0	0	0
Totals		30,265	29,465	(800)

G&A	DEPT	January 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Bad Debt		590	2,001	1,411
Computer Software		7,816	4,500	(3,316)
Credit Card Fees		2,700	3,999	1,299
Club Liability Insurance		10,171	10,398	227
BOD Expense		3,875	1,950	(1,925)
Bookkeeping		2,825	3,000	175
RE Taxes		14,650	15,600	950
Electric		12,351	13,251	900
Gas		2,772	3,501	729
Interest Expense		8,110	8,250	140
Telecommunications		4,107	3,750	(357)
Totals		69,967	70,200	233

\$2,498 Veterans Day

Comcast and Phone

Mt Pleasant Golf Club

Gross Margin - Bar Receipts

	2022		2021		2020		2019	
	Revenue	Cost of Sales %	Revenue	Cost of Sales %	Revenue	Cost of Sales %	Revenue	Cost of Sales %
November	\$ 34,918	72.5%	\$ 21,701	42.9%	\$ 39,230	59.6%	\$ 39,913	69.0%
December	\$ 27,432	56.0%	\$ 11,650	41.4%	\$ 30,095	82.2%	\$ 31,181	68.7%
January	\$ 25,836	71.2%	\$ 11,608	59.4%	\$ 29,634	61.6%	\$ 20,259	84.2%
February		#DIV/0!	\$ 15,672	59.5%	\$ 31,622	57.5%	\$ 30,687	52.4%
March		#DIV/0!	\$ 17,489	40.6%	\$ 19,436	46.2%	\$ 37,290	66.5%
April		#DIV/0!	\$ 35,548	41.3%	\$ -	0.0%	\$ 37,285	38.0%
May		#DIV/0!	\$ 52,222	57.0%	\$ 2,889	65.1%	\$ 51,397	60.8%
June		#DIV/0!	\$ 73,186	72.3%	\$ 42,039	61.9%	\$ 67,275	78.4%
July		#DIV/0!	\$ 61,144	61.7%	\$ 58,401	59.6%	\$ 65,953	60.3%
August		#DIV/0!	\$ 52,478	81.5%	\$ 55,761	80.5%	\$ 57,502	79.2%
September		#DIV/0!	\$ 52,695	66.4%	\$ 42,334	80.9%	\$ 53,745	69.9%
October		#DIV/0!	\$ 51,836	74.6%	\$ 32,845	43.3%	\$ 41,009	87.1%
YTD	\$ 88,186	67.0%	\$ 457,229	63.2%	\$ 384,286	64.9%	\$ 533,496	68.2%
January YTD*	\$ 88,186	67.0%	\$ 44,959	46.8%	\$ 98,959	67.1%	\$ 91,353	72.3%
January YTD*	\$ 29,110		\$ 23,933		\$ 32,583		\$ 25,330	

\*Just Nov Thru Jan for each year