

# Mount Pleasant Golf Club

141 Staples Street

Lowell, Massachusetts 01851

[www.mpgc.net](http://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

Wednesday, June 15, 2022

President Donna McMahon called the meeting to order at 7:01 p.m. with eight (8) board members present, Shaun McCarty absent, and John Bukala of the Finance Review Committee also present.

### NEW BUSINESS – FINANCE REVIEW COMMITTEE (Taken Out of Order)

Committee Chair John Bukala appeared for the regular, quarterly review with the board, and reported the committee is in regular discussions with the Treasurer, and the questions, responses, and overall communication has been excellent; overall numbers are good, receivables are down, bar revenue is up (along with corresponding staffing expenses), greens and cart fees remain even, guest activity seems to be down; looking to establish a professional services review (i.e., document all contracts, agreements, etc. in effect); also expressed some concerns over the lack of progress in developing an operations handbook (i.e., policies and procedures, HR benefits, etc.) and in particular succession planning for staff and board turnover; finally, also touched on some kitchen issues, mostly inconsistencies in food and service,

John Bukala left the meeting at 7:19 p.m.

Laurie Hadley entered the meeting at 7:20 p.m.

### NEW BUSINESS – LADIES DIVISION REPRESENTATIVE

Ladies Division President Laurie Hadley thanked the board for the opportunity to meet, and said she just had a few issues:

- will the course slope/rating change to reflect the new tee box on # 9 (will wait until next year after the NGRID project to re-rate the entire course);
- reviewed posting scores and handicap info in Golf Genius versus Fore Tees;
- can the two day sign up be adjusted for Monday twi league (currently Sat. at 7:00 a.m. – will explore options);

- member info (mostly phone and email) for ladies and B members (we are currently updating JONAS and Fore Tees to insure they are in sync, also working to include the ladies division in updates as well).
- Laurie expressed thanks for the new patio furniture, and wondered if cup holders were available for the seating arrangements (agreed to explore).

The board thanked Laurie for the input, and agreed to continue the communication.

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

## SECRETARY

Minutes of the 5/18/22 regular meeting and the 6/1/22 and 6/8/22 special meetings were presented for review.

**Motion** by Sean Moriarty, seconded by John Goscila to accept the above minutes as amended. Vote unanimous - Motion passed.

## Correspondence

- From Middlesex Community College, thank you for the recent donation – accepted;
- From St. Patrick’s Catholic Church, requesting a donation – placed on file;
- From Mike Soha, email regarding course safety – reviewed and discussed, agreed to continue to explore options for the area between # 8 and # 9 fairways;
- From Eric Wrobel, application for Junior membership – placed on file (no openings at this time)'
- From James Matt Coggins, application for Social membership;
- From Kyle Dolliver, application for Social membership;
- From Ian Delisle, application for Social membership;
- From James Callery, application for Social membership;
- From Frank Holmes, application for Social membership;
- From Russ Williams, seeking reinstatement as a Social member;
- From Mike Burns, requesting a change from Senior + A to Senior + AB;
- From Mike Dubuque, requesting a change from Regular A to Regular AB.

## Membership

The following candidates are submitted for membership:

- James Matt Coggins – Social
- Kyle Dolliver – Social
- Ian Delisle – Social
- James Callery – Social
- Frank Holmes – Social
- Russ Williams – Junior

The following changes are submitted:

- Mike Burns – Senior + A to Senior + AB
- Mike Dubuque – Regular A to Regular AB

**Motion** by Pat Donovan, seconded by Brian Gleason to accept the six (6) Social members, and two (2) Member changes, listed above. Vote unanimous - Motion passed.

**Motion** by Sean Casey, seconded by Brian Gleason to accept the Secretary's report. Vote unanimous - Motion passed.

### TREASURER'S REPORT

Sean Moriarty presented the monthly financial reports for review (attached); finances are okay overall, but some cause for caution – expenses are all up (!) seed and fertilizer costs have increased significantly, fuel has doubled, utilities are up; bar revenue is up, but so are corresponding staffing and product costs, while cart fees and greens fees are below expectations; should revisit dues, initiation, and F&B amounts (at same point as last year); need to be wary, track actual expenses to projections for the rest of the year

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

### HOUSE COMMITTEE

No report as Chair Shaun McCarty was absent.

### GREENS COMMITTEE

Ray reported the large tree that split on # 4 (left of the green) has been cleaned up as of today, and the cart path is open and clear for use; all bridge work between # 2 and # 3 fairways has been completed; all greens will be top dressed, cut and rolled for the Cities; the committee toured the course last week and created an extensive 'punch list' of items to be addressed and corrected – Chuck and staff are working through item by item; area between the new # 9 tee box and # 8 green has been completed, with a stone dust cart path extension and adjacent loam and seeding; Chuck reported he is down one employee (unexpectedly did not return this year) – seeking one or two more for the summer (staffing is still difficult); Chuck met with Vesper's Superintendent to compare notes – both course having similar issues. A special meeting on the status of the greens and course conditions is scheduled for Wednesday, June 29<sup>th</sup> at 5:00 p.m.

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

## TOURNAMENT COMMITTEE

Brian reported it's been a very busy and successful season so far; the Spring Member/Member (5/21) had 72 players; City Tournament Qualifier (5/28 & 5/29) had 64 players, cut to 30 the second day; the Ladies Junior/Senior (5/22) had 26 teams; the mixed Scotch Foursome (5/30) was held on Memorial Day; for the NEPGA Operations Play Day (6/1), Joel and Mount Pleasant hosted 24 Veterans; the Lowell Police Tournament (6/3) had 72 players and receipts of \$42K; the Ladies City Qualifier had 19 players competing for twelve positions and three alternates; the Friday Member/3 Guest (6/10) had full flights; and the Meadow/Mount (6/11) had 60 a.m. players, and 60 p.m. players.

Fore Tees usage is up, member feedback is much more positive than with Golf Genius, coordinating member info and data integrity between the board and pro shop staff, and continuing to refine and improve operations.,

A question regarding non-league players teeing off Monday before 6:00 p.m. was brought to the board's attention – to be investigated.

A request from Lowell High School to allow them to run a one-day tournament/fundraiser was denied, as we are at the limit for outside tournaments and the schedule is fixed.

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

## COMMUNICATIONS COMMITTEE

Sean Casey reported this Friday's email blast will promote the Cities on Saturday, the Thomas Livingston Medalist Trophy, and a DJ and party on the patio afterwards, along with MP Scholarship awards next week. Also, the mail chimp upgrade turned out to be more expensive than planned and was put on hold.

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

## OLD BUSINESS

Exploratory Committee (Upstairs) – Status

Pat explained the committee continues to gather historical records, and are scheduled to meet again next week; they are also working on a survey to begin to include member input; it was pointed out they need to begin to involve the Treasurer and Finance Review Committee and discuss some 'big picture' numbers.

Tee Time System – Status

Covered under Tournament Report.

Fence (between # 6 and # 7) and DS Graphics

After sending a certified letter to Mr. Jeffrey Pallis at DS Graphics last month informing him of the neglect and disrepair of the fence, and their obligation to resolve this, and not receiving any response whatsoever, our attorney advised us to obtain quotes for repairing the fence and we will recover the cost via small claims court if necessary.

## NEW BUSINESS

Finance Review Committee Quarterly Review

Taken Out of Order

Ladies Division Representative(s)

Taken Out of Order

Membership/Bylaw Review Committee

President Donna McMahon announced she has appointed an Ad Hoc Committee to review current membership categories and the corresponding bylaws, and consider options on updating; the committee consists of Tom Connolly, Bob McLeod, Dan Moynihan, Dave Mungovan, and the President ex officio; any proposal for changes or alterations will be presented to the membership for review.

City Tournament: Authorize Price Adjustments and Lunches

**Motion** by Brian Gleason, seconded by John Goscila to authorize Sean Tully to adjust drink prices for efficiency's sake during the City Tournament, and to have Mount Pleasant, as host, provide lunches to players and caddies. Vote unanimous - Motion passed.

Thomas Livingston Memorial Tournament

The 9-hole Memorial Tournament has been moved to October, due to a busy summer schedule; the board agreed to support the efforts of the committee, and will consider a donation.

## MISCELLANEOUS

A member recently approached several board members regarding a dress code for the club house (as opposed to the course) – agreed to review.

There being no further business,

**Motion** by Brian Gleason, seconded by Sean Moriarty to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 9:04 p.m.

NEXT MEETING  
Wednesday, July 20, 2022  
at 7:00 p.m.

Respectfully Submitted,

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Bob McLeod,  
Secretary

**Mt Pleasant Golf Club**  
**Financial Summary & Notes**  
**May 31, 2022**

REVENUES	DEPT	YTD		THIS YEAR		YEAR END		Actual vs Budget		Forecast	Year over Year	
		ACTUAL	BUDGET	FORECAST	BUDGET	\$	%	2021	2022 vs 2021			
									Inc(Dec)			
Dues & Assessments		542,886	560,362			(17,476)		-3.1%	0	598,553	(55,667)	
Initiation Fees		15,200	0			15,200		#DIV/0!	0	49,000	(33,800)	
Late Fees		6,200	8,000			(1,800)		100.0%	0	8,100	(1,900)	
Bar Income		264,458	198,000			66,458		33.6%	0	165,890	98,568	
ATM Income		940	1,600			(660)		100.0%	0	632	308	
Cart Rental Income		38,594	39,000			(406)		-1.0%	0	38,549	45	
Greens Fee Income		15,390	12,500			2,890		23.1%	0	18,199	(2,809)	
F&B Card Income		10,242	6,000			4,242		100.0%	0	15,645	(5,403)	
Interest Income		174	700			(526)		0.0%	0	302	(128)	
Hall Rental		9,300	7,000			2,300		0.0%	0	0	9,300	
Linen Rental		4,700	3,500			1,200		0.0%	0	150	4,550	
Donation Income		0	0			0		0.0%	0	6,103	(6,103)	
Other Income		5	1,400			(1,395)		0.0%	0	3,745	(3,740)	
<b>DEPARTMENTAL REVENUES</b>		<b>908,090</b>	<b>838,062</b>	<b>0</b>	<b>0</b>	<b>70,028</b>		<b>8.4%</b>	<b>0</b>	<b>904,868</b>	<b>3,222</b>	
COGS-Bar		98,649	64,469			(34,180)		-53.0%	0	84,000	14,649	
COGS-Kitchen		0	4,000			4,000		100.0%	0	3,468	(3,468)	
COGS-Function		1,830	2,625			795		100.0%	0	254	1,576	
Course		293,329	273,633			(19,696)		-7.2%	0	243,015	50,314	
House		196,087	179,418			(16,669)		-9.3%	0	172,550	23,537	
Tournament		92,491	94,256			1,765		1.9%	0	95,864	(3,373)	
General & Administrative		152,675	138,206			(14,469)		-10.5%	0	147,751	4,924	
<b>DEPARTMENTAL EXPENSES</b>		<b>835,061</b>	<b>756,607</b>	<b>0</b>	<b>0</b>	<b>(78,454)</b>		<b>-10.4%</b>	<b>0</b>	<b>746,902</b>	<b>88,159</b>	
<b>Profit(Loss)</b>		<b>73,029</b>	<b>81,455</b>	<b>0</b>	<b>0</b>	<b>(8,426)</b>		<b>-2.0%</b>	<b>0</b>	<b>157,966</b>	<b>(84,937)</b>	
Interest Expense		18,517	19,250			733		3.8%	0	20,606	(2,089)	
Real Estate Taxes		33,436	36,400			2,964		8.1%	0	34,905	(1,469)	
Depreciation		92,624	97,419			4,795		4.9%	0	92,625	(1)	
Other Expense		0	0			0		0.0%	0	1,049	(1,049)	
<b>Total Other</b>		<b>144,577</b>	<b>153,069</b>	<b>0</b>	<b>0</b>	<b>8,492</b>		<b>5.5%</b>	<b>0</b>	<b>149,185</b>	<b>(4,608)</b>	
<b>Profit(Loss)</b>		<b>(71,548)</b>	<b>(71,614)</b>	<b>0</b>	<b>0</b>	<b>66</b>		<b>-0.1%</b>	<b>0</b>	<b>8,781</b>	<b>(80,329)</b>	

Mt Pleasant Golf Club  
Financial Summary & Notes  
May 31, 2022

Detail Snap Shot - Key Expense Accounts

Course Expense	DEPT	May 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		146,308	157,812	11,504
Employee Insurance		11,222	11,980	758
Course Seed & Fertilizer		63,236	41,000	(22,236)
Equipment R&M		16,577	14,000	(2,577)
Course R&M		26,413	14,165	(12,248)
Course Fuel		5,400	5,000	(400)
<b>Totals</b>		<b>269,156</b>	<b>243,957</b>	<b>(25,199)</b>

Course Damage  
Timing, Budget heavier in Spring  
Course Damage

House Expense	DEPT	May 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		53,560	33,449	(20,111)
Salaries & Wages - House		60,303	58,910	(1,393)
Employee Insurance		18,522	37,835	19,313
House Service Contracts		33,865	12,831	(21,034)
House R&M		10,283	12,000	8,000
House Supplies		6,221	8,169	1,948
<b>Totals</b>		<b>182,754</b>	<b>163,194</b>	<b>(13,277)</b>

Bar Increase, Extra Functions, Head Bartender not expected to Spring

K Mungovan budgeted for Full year, Gael on medicare. New plan in place for May, n  
Snow & Ice (\$7K), Final Waste (\$2K), Cleaning (\$9K), Security \$2.5K)

Tournament Expense	DEPT	May 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		69,458	70,400	942
Employee Insurance		9,984	5,985	(3,999)
Cities Expense		700	0	(700)
2 Day Member Guest		0	0	0
Misc Expense		5,422	1,400	(4,022)
<b>Totals</b>		<b>85,564</b>	<b>77,785</b>	<b>(7,779)</b>

Chris Gentle

Foretees \$4,400, Biancos\$800 Smoker

G&A	DEPT	May 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Mass Unemployment		7,217	3,625	(3,592)
Bad Debt		6,730	4,669	(2,061)
Computer Software		14,643	10,500	(4,143)
Credit Card Fees		10,533	9,331	(1,202)
Club Liability Insurance		25,403	23,331	(2,072)
BOD Expense		5,677	4,550	(1,127)
Bookkeeping		6,600	6,000	7,000
RE Taxes		33,435	36,400	2,965
Electric		36,285	30,919	(5,366)
Gas		8,598	8,169	(429)
Interest Expense		18,516	19,250	734
Telecommunications		9,627	8,750	(877)
<b>Totals</b>		<b>183,264</b>	<b>165,494</b>	<b>(10,170)</b>

Rate Increase due to COVID Layoffs

\$2,498 Veterans Day

Inflation+ Nexamp

Comcast and Phone



Mt Pleasant Golf Club  
Summary Balance Sheet

ASSETS	May	May
Cash	2022	2021
Operating & Payroll	48,078	366,406
Money Market	510,219	250,093
Restricted	348,099	222,326
House Banks	1,800	1,800
Course Petty Cash	200	200
<b>Total Cash</b>	<b>908,396</b>	<b>840,825</b>
<b>Receivables</b>		
Members	45,269	35,528
Other Receivables	0	1,500
Bad Debt Allowance	-2,530	-2,530
<b>Net Recievables</b>	<b>42,739</b>	<b>34,498</b>
<b>Other Assets</b>		
Inventories	18,203	22,569
Prepaid Expenses	40,624	20,970
Other Current Assets	1,000	49,429
<b>Total Other Assets</b>	<b>59,827</b>	<b>92,968</b>
<b>Total Current Assets</b>	<b>1,010,962</b>	<b>968,291</b>
<b>Fied Assets</b>		
Land and Land Improvements	136,709	136,709
Buildings	548,403	548,403
Course Improvements	1,233,214	1,182,681
Course Equipment	679,436	606,560
Golf Carts	163,693	454,965
Office & EDP Equipment	125,585	124,438
Furniture Fixtures & Equip	330,897	266,089
Building Improvements	1,657,830	1,644,612
Less Accumulated Depreciation	-2,641,268	-2,698,107
<b>Total Fixed Assets</b>	<b>2,234,499</b>	<b>2,266,350</b>
<b>TOTAL ASSETS</b>	<b>3,245,461</b>	<b>3,234,641</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Accounts Payable	102,043	162,952
Prepaid Food & Bev	109,505	91,349
Prepaid Member Dues	387,191	396,882
Ouimet Scholaship	15,157	14,917
Accrued Payroll	20,733	16,587
Leases Payable	231,841	281,374
Accrued Other	99,106	103,044
<b>Total Current Liabilities</b>	<b>965,576</b>	<b>1,067,105</b>
<b>Long Term Liabilites</b>		
Long Term Debt	686,809	729,682
Bonds Payable	0	0
<b>Total Long Term Liabilities</b>	<b>686,809</b>	<b>729,682</b>
<b>Equity</b>		
Retained Earnings Current YR	-71,549	-71,614
Members Equity	1,664,625	1,509,468
<b>Total Equity</b>	<b>1,593,076</b>	<b>1,437,854</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,245,461</b>	<b>3,234,641</b>

**Mt Pleasant Golf Club  
Financial Summary & Notes  
May 31, 2022**

Accounts Receivable as of 02.28.2022					
	1-30	31-60	61-90	90-120	+120
Total A/R 05/16/2022	1,400	(3,350)	1,800	4,840	40,581
	3.1%	-7.4%	4.0%	10.7%	89.6%

**Social 2 Year Current      Expulsion 02.24.2022**

AR Breakdown	
Category	\$ Amount
Initiation	1,600
Members	15,650
1 Year Social	12,931
2 Year Social	15,090
Total	<u>45,271</u>

Percent

3.5% J Armstrong(\$1,100), Dean Trahan (\$500)  
34.6%  
28.6%  
33.3% To be collected or expelled