

# 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, July 20, 2022

President Donna McMahon called the meeting to order at 6:59 p.m. with eight (8) board members present and Brian Gleason absent.

### SECRETARY

Minutes of the 6/15/22 regular meeting and the 6/29/22 special meeting were presented for review.

**Motion** by Ray Costello, seconded by Sean Moriarty to accept the above minutes. Vote unanimous - Motion passed.

### Correspondence

- From the Jimmy Fund Tournament, request for a donation for the raffle, and hole sponsorship (\$150) – from Jack Rourke;
- From John Johnson, email regarding bar service and pricing issues in the downstairs lounge;
- From Michael Bedard, application for Social membership;
- From Sean Eklund, application for Social membership;
- From Doug Jackson, application for Social membership;
- From Colby Boulay, application for Social membership;

### Membership

The following candidates are submitted for membership:

- Michael Bedard – Social
- Sean Eklund – Social
- Doug Jackson – Social
- Colby Boulay – Social

**Motion** by Shaun McCarty, seconded by John Goscila to accept the four (4) Social members. Vote unanimous - Motion passed.

**Motion** by Ray Costello, seconded by Pat Donovan to donate a foursome with carts to the Jimmy Fund raffle, and sponsor a hole for \$150. Vote unanimous - Motion passed

After some discussion of John Johnson's email, including a review of the board's announcement in March (attached) explaining that bar prices and margins were being reviewed and adjusted, and also confirming that we were not "understaffed at a major event" but that two bartenders and a waitress dedicated to patio service were scheduled that day but the waitress left early after being struck by an errant golf ball from #9 fairway (she returned to work the next day). It was agreed to have House Chair Shaun McCarty meet with John Johnson and address the issues in detail.

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

### TREASURER'S REPORT

Sean reported through the end of June we are about \$113K ahead of the budget in revenue, and about \$132 K behind budget in expenses. Expenses are up due to cost of goods sold at the bar (about \$40K over budget), course expenses (about \$46K over budget) including winter damage, tree removal, seed and fertilizer (100% price increase) and fuel (50% price increase), and house expenses including staffing, repairs, and service contracts (payroll, cleaning, plowing, etc.)

Brian Gleason entered the meeting at 7:23 p.m.

On the balance sheet cash remains strong (\$789K, including \$316 in restricted funds), as A/R and liabilities are both down from last year. For the four months remaining in the fiscal year, we need to continue to control expenses wherever possible, while also offering the best product and service we can to our members. We fully expect to exceed \$2M in operations next year, and will need to adjust income and expenses in a post COVID environment.

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

### HOUSE COMMITTEE

Shaun confirmed he would meet with John Johnson and address the issues raised and the board's response; the patio was recently power washed and 'regouted;' planning on reviving the Queen of Clubs in the Fall, details to follow; also planning on attacking the stage area upstairs (cleaning and purging)

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



## GREENS COMMITTEE

Ray reported the fountain on # 2 has been repaired and is ready to be installed; greens have been aerated (small, solid tine), cut, and rolled; for the Member/Guest on Friday greens will be rolled that day; painting bridge on # 7; edging cart paths almost complete; due to extreme weather conditions we have been using city water since June; initial estimates for next year's budget include a slice/seeder for greens (\$13K) and three tarps (\$7.5K); received initial quote for fence repairs between # 6 and # 7 (DA Graphics responsibility), awaiting additional quotes. It was agreed that the course has turned the corner, and it should be made clear this is the expectation of the board and membership going forward.

**Motion** by Shaun McCarty, seconded by Sean Moriarty to accept the Greens report.  
Vote unanimous - Motion passed.

## TOURNAMENT COMMITTEE

Brian reported although the weather was less than ideal, the City Tournament went well with Chris Harrick (Nab.) winning in an exciting playoff finish; congratulations to a young Mount Pleasant team, especially Club Champ Eric Roy who finished tied for 4<sup>th</sup> place; the Ed Walsh 2 Day Member/Guest was a success, with much improved course conditions, cooking on the patio all day Friday, and a steak dinner on Sunday (reports of a few players not getting dinner will be investigated) – special thanks to Joel and his staff as well as Sean and his staff for their efforts all weekend; and a very special thanks to Colleen who returned to serving members and guests on the patio on Saturday after getting hit with a golf ball on Friday; the Tom Livingston tournament has been cancelled – in lieu of a donation to the tournament the board will consider a donation to the event to be held; an upcoming Tournament Committee meeting will prepare for the 2 Day Member/Member, discuss changes to the handicap rules for the 2 Day Member/Guest, and review tee time policies.

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

## COMMUNICATIONS COMMITTEE

Sean Casey reported email blasts are going out on an as needed basis rather than on a regular schedule; information promoting the memorial clock is going out regularly; Sean Casey, Pat Donovan, and Shaun McCarty will reach out to Jason Howarth to review the history and evolution of our social media platforms (i.e., Facebook, Twitter, Instagram, etc.)

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

## OLD BUSINESS

Exploratory Committee (Upstairs) – Status

Pat explained the last meeting was cancelled, and the committee is revamping the member survey, and revisiting the scope of the project.

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

One initial quote has been received, awaiting additional responses – any expense to Mount Pleasant will be recovered from DS Graphics per agreement.

Membership/Bylaws Committee

Initial meeting reviewed member categories and history; areas to investigate include Junior/Junior Executive status, Senior and Senior + status and criteria, possibly allowing long time Regular AB (Family) memberships to transition to a Social and a Limited membership – also reviewing similar 9-hole area clubs to compare best practices.

### NEW BUSINESS

Q3 Review Committee – Sean Tully

Rescheduled

NGRID Project

Agreed to research and develop ongoing status to keep members informed.

There being no further business,

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

NEXT MEETING  
Wednesday, August 24, 2022  
At 6:30 p.m.

Respectfully Submitted,

\_\_\_\_\_  
Bob McLeod,  
Secretary



*Dear Members,*

*As discussed at the 2021 Annual Meeting, the margins at the bars at Mt. Pleasant have been decreasing in recent years. From our financial statements, we can see margins go from 71% in 2018, to 69% in 2019, 66% in 2020 and 63% in 2021. This is partly due to increased costs from our vendors on bar products, and partly due to a slowdown in our function hall as a result of COVID (margins run significantly higher upstairs). As a result of this, the Board has worked closely with Club Manager Sean Tully to review prices of all drink categories, both upstairs and down. The process involved reviewing invoices and our purchasing behavior to ensure we are getting the best deals possible. As a result of this, In the coming weeks, small increases will be implemented on a number of products, but not all. Fortunately, club management has done a good job of pricing many of the relatively new products that we carry, so not everything will be impacted.*



**Mt Pleasant Golf Club**  
**Financial Summary & Notes**  
**June 30, 2022**

REVENUES	DEPT	YTD		THIS YEAR		Actual vs Better (Worse)		Forecast	Year over Year 2022 vs 2021	
		ACTUAL	BUDGET	FORECAST	BUDGET	\$	%		2021	Inc(Dec)
Dues & Assessments		611,131	612,895			(1,764)	-0.3%	0	616,842	(5,711)
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		347,349	269,000			78,349	29.1%	0	239,077	108,272
ATM Income		1,256	1,900			(644)	100.0%	0	1,102	154
Cart Rental Income		63,304	59,000			4,304	7.3%	0	62,468	836
Greens Fee Income		34,741	27,500			7,241	26.3%	0	38,710	(3,969)
F&B Card Income		10,242	6,000			4,242	100.0%	0	15,645	(5,403)
Interest Income		207	800			(593)	0.0%	0	580	(373)
Hall Rental		12,650	8,000			4,650	0.0%	0	0	12,650
Linen Rental		6,000	0			6,000	0.0%	0	500	5,500
Donation Income		(207)	0			(207)	0.0%	0	6,103	(6,310)
Other Income		5	1,600			(1,595)	0.0%	0	-92,058	92,063
<b>DEPARTMENTAL REVENUES</b>		<b>1,108,078</b>	<b>994,695</b>	<b>0</b>	<b>0</b>	<b>113,383</b>	<b>11.4%</b>	<b>0</b>	<b>946,069</b>	<b>162,009</b>
COGS-Bar		126,477	87,587			(38,890)	-44.4%	0	104,241	22,236
COGS-Kitchen		3,000	6,000			3,000	100.0%	0	6,237	(3,237)
COGS-Function		2,368	3,000			632	100.0%	0	880	1,488
Course		352,297	305,800			(46,497)	-15.2%	0	266,199	86,098
House		234,511	206,498			(28,013)	-13.6%	0	185,406	49,105
Tournament		116,219	116,689			471	0.4%	0	106,327	9,892
General & Administrative		182,341	158,730			(23,611)	-14.9%	0	169,286	13,055
<b>DEPARTMENTAL EXPENSES</b>		<b>1,017,212</b>	<b>884,304</b>	<b>0</b>	<b>0</b>	<b>(132,908)</b>	<b>-15.0%</b>	<b>0</b>	<b>838,576</b>	<b>178,636</b>
<b>Profit(Loss)</b>		<b>90,866</b>	<b>110,391</b>	<b>0</b>	<b>0</b>	<b>(19,525)</b>	<b>-3.6%</b>	<b>0</b>	<b>107,493</b>	<b>(16,627)</b>
Interest Expense		21,172	22,000			828	3.8%	0	23,414	(2,242)
Real Estate Taxes		38,132	41,600			3,468	8.3%	0	39,957	(1,825)
Depreciation		105,856	111,336			5,480	4.9%	0	105,857	(1)
Other Expense		0	0			0	0.0%	0	2,449	(2,449)
<b>Total Other</b>		<b>165,160</b>	<b>174,936</b>	<b>0</b>	<b>0</b>	<b>9,776</b>	<b>5.6%</b>	<b>0</b>	<b>171,677</b>	<b>(6,517)</b>
<b>Profit(Loss)</b>		<b>(74,294)</b>	<b>(64,545)</b>	<b>0</b>	<b>0</b>	<b>(9,749)</b>	<b>15.1%</b>	<b>0</b>	<b>(64,184)</b>	<b>(10,110)</b>

**Mt Pleasant Golf Club**  
**Financial Summary & Notes**  
**June 30, 2022**

**Detail Snap Shot - Key Expense Accounts**

Course Expense	DEPT	June 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		176,055	180,562	4,607
Employee Insurance		14,061	13,701	(360)
Course Seed & Fertilizer		67,300	43,500	(23,800)
Equipment R&M		16,831	16,000	(831)
Course R&M		55,065	24,965	(30,100)
Course Fuel		9,340	5,000	(4,340)
<b>Totals</b>		<b>338,652</b>	<b>283,828</b>	<b>(54,824)</b>

Course Damage

Course Damage

House Expense	DEPT	June 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		62,682	38,292	(24,390)
Salaries & Wages - House		71,739	67,440	(4,299)
Employee Insurance		24,555	44,054	19,499
House Service Contracts		36,607	14,664	(21,943)
House R&M		15,121	14,000	(1,121)
House Supplies		8,287	9,336	1,049
<b>Totals</b>		<b>218,991</b>	<b>187,786</b>	<b>(31,205)</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	June 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		87,791	85,400	(2,391)
Employee Insurance		11,635	6,840	(4,795)
Cities Expense		2,131	3,500	1,369
2 Day Member Guest		0	0	0
Misc Expense		5,452	1,688	(3,764)
<b>Totals</b>		<b>107,009</b>	<b>97,428</b>	<b>(9,581)</b>

Chris Gentle

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

G&A	DEPT	June 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Mass Unemployment		7,336	4,625	(2,711)
Bad Debt		6,730	5,336	(1,394)
Computer Software		16,383	12,000	(4,383)
Credit Card Fees		12,494	10,664	(1,830)
Club Liability Insurance		30,761	28,067	(2,694)
BOD Expense		6,139	5,200	(939)
Bookkeeping		7,560	8,000	440
RE Taxes		38,132	41,600	3,468
Electric		46,151	35,336	(10,815)
Gas		9,145	9,336	191
Telecommunications		11,005	10,000	(1,005)
<b>Totals</b>		<b>191,836</b>	<b>170,164</b>	<b>(21,672)</b>

Rate Increase due to COVID Layoffs

\$2,498 Veterans Day

Inflation+ Nexamp

Comcast and Phone



Mt Pleasant Golf Club  
Summary Balance Sheet

ASSETS	June	June
Cash	2022	2021
Operating & Payroll	22,656	288,074
Money Market	450,226	250,099
Restricted	316,246	314,208
House Banks	0	1,800
Course Petty Cash	0	200
<b>Total Cash</b>	<b>789,128</b>	<b>854,381</b>
<b>Receivables</b>		
Members	33,676	28,963
Other Receivables	0	1,500
Bad Debt Allowance	-2,530	-2,530
<b>Net Receivables</b>	<b>31,146</b>	<b>27,933</b>
<b>Other Assets</b>		
Inventories	18,203	22,569
Prepaid Expenses	24,494	19,080
Other Current Assets	1,000	1,000
<b>Total Other Assets</b>	<b>43,697</b>	<b>42,649</b>
<b>Total Current Assets</b>	<b>863,971</b>	<b>924,963</b>
<b>Fixed Assets</b>		
Land and Land Improvements	136,709	136,709
Buildings	548,403	548,403
Course Improvements	1,238,185	1,186,681
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	-2,654,500	-2,711,340
<b>Total Fixed Assets</b>	<b>2,226,238</b>	<b>2,257,117</b>
<b>TOTAL ASSETS</b>	<b>3,090,209</b>	<b>3,182,080</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Accounts Payable	71,003	46,647
Prepaid Food & Bev	91,129	65,774
Prepaid Member Dues	319,091	317,043
Quimet Scholarship	15,157	157
Accrued Payroll	9,541	18,014
Leases Payable	221,880	264,648
Accrued Other	90,318	319,750
<b>Total Current Liabilities</b>	<b>818,119</b>	<b>1,032,033</b>
<b>Long Term Liabilities</b>		
Long Term Debt	683,488	726,514
Bonds Payable	0	0
<b>Total Long Term Liabilities</b>	<b>683,488</b>	<b>726,514</b>
<b>Equity</b>		
Retained Earnings Current YR	-74,294	-64,184
Members Equity	1,664,896	1,487,717
<b>Total Equity</b>	<b>1,590,602</b>	<b>1,423,533</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,092,209</b>	<b>3,182,080</b>



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	\$ 24,645	61.7%	\$ 15,672	59.5%	\$ 31,622	57.5%	\$ 30,687	52.4%
March	\$ 30,554	39.8%	\$ 17,489	40.6%	\$ 19,436	46.2%	\$ 37,290	66.5%
April	\$ 49,254	61.9%	\$ 35,548	41.3%	\$ -	0.0%	\$ 37,285	38.0%
May	\$ 71,818	68.1%	\$ 52,222	57.0%	\$ 2,889	65.1%	\$ 51,397	60.8%
June	\$ 82,891	68.5%	\$ 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	\$ 347,348	64.1%	\$ 457,229	63.2%	\$ 384,286	64.9%	\$ 533,496	68.2%
June YTD*	\$ 347,348	64.1%	\$ 239,076	56.4%	\$ 194,945	62.3%	\$ 315,287	65.1%

\*Just Nov Thru June for each year

March Stock up for Course Opening