

# 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, September 21, 2022

President Donna McMahon called the meeting to order at 6:33 p.m. with seven (7) board members present, and Sean Casey and Shaun McCarty absent.

### SECRETARY

Minutes of the 8/28/22 regular meeting were presented for review.

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

### Correspondence

- From Brian Campbell, requesting a small golf outing (7 members and 11 guests, paying all fees) with food (Bianco's) and drinks afterward, be permitted on Saturday, October 1<sup>st</sup> – Approved, Brian to coordinate with Joel and Sean;
- From Jeanne Winn Charity requesting a donation, from Phil Regan;
- From Nick Beauchamp, resigning Social membership – accepted;
- From Jeffrey Saviano, application for Social membership;
- From Debra Saviano, application for Social membership;

### Membership

The following candidates are submitted for membership:

- Jeffrey Saviano – Social
- Debra Saviano – Social

**Motion** by John Goscila, seconded by Pat Donovan to accept the two (2) Social members as listed above. Vote unanimous - Motion passed.

**Motion** by Ray Costello, seconded by Pat Donovan to donate a foursome with carts to the Jeanne Winn Charity as requested above. Vote unanimous - Motion passed

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

### TREASURER'S REPORT

Financials have been distributed and are attached; looking to present a balanced budget for approval at the October meeting, which will allow 2023 dues invoices to go out approximately 11/1/22, giving members a 65 day advance look and window to the first payment; signed off to finance purchase of a blower (approximately \$12K) approved last winter – we will be billed 12 times over the next 24 months (only during the golf season) and Chuck will have it for this fall clean up; we were recently informed by Merrimack Distributors (Miller, Coors, White Claw, Truly, Sam Adams, Corona, etc.) of a new price increase scheduled for 10/1 – we will continue to buy in bulk, but this may impact margins over the winter; reviewing plowing arrangements for this coming season; Sean met with John Johnson in response to his letter re bar pricing and margins, F&B cards, etc.; we seem to be in a strong enough cash position to get through the winter without turning to the line of credit.

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

### HOUSE COMMITTEE

No report as Shaun McCarty was absent.

Sean Tully sent word the cleaning company was looking for an increase of \$25/week (from \$425 to \$450 weekly) – Agreed to the increase.

### GREENS COMMITTEE

Ray reported the greens are due to be aerated on the 12<sup>th</sup> and 13<sup>th</sup>, per schedule; three (3) nuisance trees have been removed on # 2 – stumps to be done shortly; hedges have been removed in preparation for the clock installation on the first tee; Gerry Foley is a Certified Golf Course Designer and has agreed to do a CAD presentation to the committee exploring designs for the space between # 8 and # 9 fairways, ultimately presenting a recommendation to the board, and then to the membership; set to meet with NGRID on October 5<sup>th</sup>, Chuck will attend as well; all agree course conditions have been and continue to be outstanding.

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

### TOURNAMENT COMMITTEE

Brian reported the Member/Member Tournament set records for players (48) and prizes; event finished with four playoffs all during daylight – special thanks to Chris Gentle for careful planning for extra holes; congratulations to Dick Latour and Ricky Creegan, Jr. for the win; all agreed the course was in great shape, food was very good, and special thanks to shop, course, and bar staff for a great weekend; challenges included long rounds/days and pace of play, and golf carts; agreed that in retrospect, additional assistance was needed, e.g., auction, para mutuals, bar/wait staff, etc.

Vaughan Cup Qualifier was a smaller field but went well this past weekend at Longmeadow; Senior City Tournament is this coming Friday at Nabnasset; Senior Ryder Cup and Solheim Cup both scheduled for September 24<sup>th</sup> and 25<sup>th</sup>; also a few LHS and Merrimack Valley matches scheduled.

**Motion** by Ray Costello, seconded by John Goscila to accept the Tournament report.  
Vote unanimous - Motion passed.

### COMMUNICATIONS COMMITTEE

No report, Sean Casey absent.

### OLD BUSINESS

Exploratory Committee (Upstairs) – Status

Pat reported they are trying to develop a survey – needs additional refinement and a target audience – more details next month.

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

Chuck to have final quotes and/or solution for next meeting - any expense to Mount Pleasant will be recovered from DS Graphics per agreement.

Membership/Bylaws Committee

Final report and/or recommendation at next meeting.

### NEW BUSINESS

Q3 Review Committee – Sean Tully

Rescheduled

NGRID Project

Agreed to develop and distribute an ongoing status report to keep members informed.

Review Greens Fees in October

Postponed until November Meeting based on activity

Selection of Nominating Committee

Committee and alternates selected and to be notified.

There being no further business,

**Motion** by Brian Gleason, seconded by Sean Moriarty to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 8:28 p.m.

NEXT MEETING  
Wednesday, October 26, 2022  
At 6:30 p.m.

Respectfully Submitted,

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Bob McLeod,  
Secretary

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

REVENUES	DEPT	THIS YEAR				Year over Year	
		YTD		YEAR END		2022 vs 2021	
		ACTUAL	BUDGET	FORECAST	BUDGET	2021	Inc(Dec)
Dues & Assessments		764,891	765,660			828,222	(63,331)
Initiation Fees		15,200	0			49,000	(33,800)
Late Fees		6,200	8,000			8,100	(1,900)
Bar Income		487,245	389,000			352,698	134,547
ATM Income		1,930	2,500			1,895	35
Cart Rental Income		120,153	104,000			107,053	13,100
Greens Fee Income		65,900	57,500			68,378	(2,478)
F&B Card Income		10,242	6,000			15,645	(5,403)
Interest Income		262	1,000			619	(357)
Hall Rental		19,300	10,000			4,050	15,250
Linen Rental		7,900	5,000			850	7,050
Donation Income		64	0			9,848	(9,784)
Other Income		5	2,000			125,394	(125,389)
<b>DEPARTMENTAL REVENUES</b>		<b>1,499,293</b>	<b>1,350,660</b>	<b>0</b>	<b>0</b>	<b>1,571,752</b>	<b>(72,459)</b>
COGS-Bar		170,909	126,659			137,409	33,500
COGS-Kitchen		5,349	10,000			8,737	(3,388)
COGS-Function		705	3,750			2,083	(1,378)
Course		441,772	379,113			360,674	81,098
House		291,087	260,083			249,622	41,465
Tournament		169,706	174,512			161,119	8,587
General & Administrative		233,927	200,278			210,246	23,681
<b>DEPARTMENTAL EXPENSES</b>		<b>1,313,453</b>	<b>1,154,395</b>	<b>0</b>	<b>0</b>	<b>1,129,890</b>	<b>183,563</b>
<b>Profit(Loss)</b>		<b>185,840</b>	<b>196,265</b>	<b>0</b>	<b>0</b>	<b>441,862</b>	<b>(256,022)</b>
Interest Expense		26,359	27,500			28,903	(2,544)
Real Estate Taxes		47,999	52,000			49,910	(1,911)
Depreciation		132,320	139,170			132,321	(1)
Other Expense		0	0			1,051	(1,051)
<b>Total Other</b>		<b>206,678</b>	<b>218,670</b>	<b>0</b>	<b>0</b>	<b>212,185</b>	<b>(5,507)</b>
<b>Profit(Loss)</b>		<b>(20,839)</b>	<b>(22,405)</b>	<b>0</b>	<b>0</b>	<b>229,677</b>	<b>(250,516)</b>

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

**Detail Snap Shot - Key Expense Accounts**

Course Expense	DEPT	August 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		239,729	225,893	(13,836)
Employee Insurance		15,365	17,239	1,874
Course Seed & Fertilizer		72,963	52,500	(20,463)
Equipment R&M		19,631	20,000	369
Course R&M		54,456	19,165	(35,291)
Course Fuel		11,947	8,500	(3,447)
<b>Totals</b>		<b>414,091</b>	<b>343,297</b>	<b>(70,794)</b>

House Expense	DEPT	August 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		82,775	47,879	(34,896)
Salaries & Wages - House		92,448	84,325	(8,123)
Employee Insurance		25,204	53,013	27,809
House Service Contracts		41,154	18,330	(22,824)
House R&M		18,249	18,000	(249)
House Supplies		12,355	11,670	(685)
<b>Totals</b>		<b>272,185</b>	<b>233,217</b>	<b>(38,968)</b>

Tournament Expense	DEPT	August 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		130,369	134,140	3,771
Employee Insurance		14,939	8,550	(6,389)
Cities Expense		2,131	3,500	1,369
2 Day Member Guest		1,711	0	(1,711)
Misc Expense		5,781	2,000	(3,781)
<b>Totals</b>		<b>154,931</b>	<b>148,190</b>	<b>(6,741)</b>

G&A	DEPT	August 2022 YTD		
		ACTUAL	BUDGET	VARIANCE
Mass Unemployment		9,887	6,625	(3,262)
Bad Debt		6,830	6,670	(160)
Computer Software		19,797	15,000	(4,797)
Credit Card Fees		17,054	13,330	(3,724)
Club Liability Insurance		40,618	35,677	(4,941)
BOD Expense		6,435	6,500	65
Bookkeeping		8,520	10,000	1,480
RE Taxes		47,999	52,000	4,001
Electric		66,412	44,170	(22,242)
Gas		10,139	11,670	1,531
Telecommunications		13,772	12,500	(1,272)
<b>Totals</b>		<b>247,463</b>	<b>214,142</b>	<b>(33,321)</b>

Course Damage				
Course Damage				
Course Damage				
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)				
Chris Gentle				
Foretees \$4,400, Biancos\$800 Smoker				
Rate Increase due to COVID Layoffs				
\$2,498 Veterans Day				
Inflation+ Nexamp				
Comcast and Phone				

Mt Pleasant Golf Club  
Summary Balance Sheet

ASSETS	August 2022	August 2021
<b>Cash</b>		
Operating & Payroll	-3,730	230,776
Money Market	301,253	150,112
Restricted	331,274	314,235
House Banks	1,800	1,800
Course Petty Cash	200	200
<b>Total Cash</b>	<b>630,797</b>	<b>697,123</b>
<b>Receivables</b>		
Members	24,721	21,153
Other Receivables	0	0
Bad Debt Allowance	-2,530	-2,530
<b>Net Receivables</b>	<b>22,191</b>	<b>18,623</b>
<b>Other Assets</b>		
Inventories	18,203	22,569
Prepaid Expenses	32,875	21,715
Other Current Assets	1,000	1,000
<b>Total Other Assets</b>	<b>52,078</b>	<b>45,284</b>
<b>Total Current Assets</b>	<b>705,066</b>	<b>761,030</b>
<b>Fixed Assets</b>		
Land and Land Improvements	136,709	136,709
Buildings	553,702	548,403
Course Improvements	1,243,071	1,187,231
Course Equipment	679,436	606,560
Golf Carts	163,693	454,965
Office & EDP Equipment	125,585	124,438
Furniture Fixtures & Equip	339,274	266,089
Building Improvements	1,657,830	1,644,612
Less Accumulated Depreciation	-2,680,964	-2,737,804
<b>Total Fixed Assets</b>	<b>2,218,336</b>	<b>2,231,203</b>
<b>TOTAL ASSETS</b>	<b>2,923,402</b>	<b>2,992,233</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Accounts Payable	56,889	27,495
Prepaid Food & Bev	71,823	50,906
Prepaid Member Dues	166,995	159,033
Quimet Scholarship	0	157
Accrued Payroll	24,439	19,965
Leases Payable	201,957	255,880
National Grid Easement	84,713	84,713
Accrued Other	20,827	30,717
<b>Total Current Liabilities</b>	<b>627,643</b>	<b>628,866</b>
<b>Long Term Liabilities</b>		
Long Term Debt	676,721	716,643
Bonds Payable	0	0
<b>Total Long Term Liabilities</b>	<b>676,721</b>	<b>716,643</b>
<b>Equity</b>		
Retained Earnings Current YR	-20,839	229,677
Members Equity	1,639,877	1,417,047
<b>Total Equity</b>	<b>1,619,038</b>	<b>1,646,724</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>2,923,402</b>	<b>2,992,233</b>

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	72.5%	\$ 9,599	\$ 21,701	42.9%	\$ 12,387	\$ 39,230	59.6%	\$ 15,845	\$ 39,913	69.0%	\$ 12,376
December	\$ 27,432	56.0%	\$ 12,065	\$ 11,650	41.4%	\$ 6,832	\$ 30,095	82.2%	\$ 5,369	\$ 31,181	68.7%	\$ 9,750
January	\$ 25,836	71.2%	\$ 7,446	\$ 11,608	59.4%	\$ 4,714	\$ 29,634	61.6%	\$ 11,369	\$ 20,259	84.2%	\$ 3,204
February	\$ 24,645	61.7%	\$ 9,438	\$ 15,672	59.5%	\$ 6,350	\$ 31,622	57.5%	\$ 13,438	\$ 30,687	52.4%	\$ 14,621
March	\$ 30,554	39.8%	\$ 18,385	\$ 17,489	40.6%	\$ 10,397	\$ 19,436	46.2%	\$ 10,450	\$ 37,290	66.5%	\$ 12,492
April	\$ 49,254	61.9%	\$ 18,786	\$ 35,548	41.3%	\$ 20,859	\$ -	0.0%	\$ -	\$ 37,285	38.0%	\$ 23,123
May	\$ 71,818	68.1%	\$ 22,930	\$ 52,222	57.0%	\$ 22,460	\$ 2,889	65.1%	\$ 1,009	\$ 51,397	60.8%	\$ 20,125
June	\$ 82,891	68.5%	\$ 26,142	\$ 73,186	72.3%	\$ 20,241	\$ 42,039	61.9%	\$ 16,033	\$ 67,275	78.4%	\$ 14,498
July	\$ 75,613	73.1%	\$ 20,317	\$ 61,144	61.7%	\$ 23,439	\$ 58,401	59.6%	\$ 23,580	\$ 65,953	60.3%	\$ 26,212
August	\$ 64,283	65.9%	\$ 21,925	\$ 52,478	81.5%	\$ 9,729	\$ 55,761	80.5%	\$ 10,889	\$ 57,502	79.2%	\$ 11,986
September		#DIV/0!		\$ 52,695	66.4%	\$ 17,712	\$ 42,334	80.9%	\$ 8,101	\$ 53,745	69.9%	\$ 16,201
October		#DIV/0!		\$ 51,836	74.6%	\$ 13,171	\$ 32,845	43.3%	\$ 18,636	\$ 41,009	87.1%	\$ 5,292
YTD	\$ 487,244	65.7%	\$ 167,033	\$ 457,229	63.2%	\$ 168,291	\$ 384,286	64.9%	\$ 134,719	\$ 533,496	68.2%	\$ 169,880
June YTD*	\$ 487,244	65.7%	\$ 167,033	\$ 352,698	61.0%	\$ 137,408	\$ 309,107	65.1%	\$ 107,982	\$ 438,742	66.2%	\$ 148,387

\*Just Nov Thru August for each year

March Stock up for Course Opening