

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

Wednesday, January 18, 2023

President Donna McMahon called the meeting to order at 7:11 p.m. with seven (7) board members present, and Diane Murphy and Brian Gleason absent.

Sean Tully entered the meeting at 7:12 p.n.

NEW BUSINESS (Taken Out of Order)

Sean Tully – Q1 Review

Sean discussed options for the kitchen he and the board were exploring (different vendor options, types of events, etc.); reviewed items in need of attention, including downstairs lounge (paint as needed, not entire room), bottom concrete step and railing on stairway from parking lot; carpets; also the flooring behind the bar (get quote on replace versus repair); cleaning up storage and number of propane tanks, also looking to address the storage behind the stage in mid-February; staffing pretty well set through March, will have summer staffing set by March; exploring options for patio television; also need to improve process and communications balancing hall use for events versus simulators. Sean thanked the board for their support and cooperation, and the board expressed their thanks for all Sean does.

Sean left the meeting at 7:40 p.m.

SECRETARY – Bob McLeod

Minutes of the 12/19/22 regular meeting were presented for review.

Motion by Jim Moriarty, seconded by Pat Donovan to accept the minutes of the 12/19/22 meeting as presented. Vote unanimous - Motion passed.

Correspondence

- From Table of Plenty in Chelmsford, thank you for the recent donation from the MP Christmas Tree Raffle which was used to provide meals and supermarket gift certificates - accepted;
- From the family of Shaun McCarty, thank you for your kindness and support during this difficult time - accepted;
- From Lisa Colangelo, request for donation CPAL fundraiser to held at Nab asset Country Club in January - placed on file;
- From Habitat for Humanity of Greater Lowell, request for donation for their 2023 auction on March 23rd - placed on file;
- From Ed Weza, III, requesting an LOA for 2023 – a letter to be sent explaining the member had a LOA in 2019;
- From 50 Legs annual fundraiser, requesting a donation of a foursome with carts, and a waiver of the hall fee for their event scheduled at Mount Pleasant on March 25, from Kevin Moriarty;
- From Larry Howarth, request to renew Domestic Partner agreement for 2023;
- From Chuck Purtell, request to renew Domestic Partner agreement for 2023;
- From John Murphy, request to renew Domestic Partner agreement for 2023;
- From Ron Bouchard, request to renew Domestic Partner agreement for 2023;
- From Fred Lovejoy, request to renew Domestic Partner agreement for 2023;
- From Andrew Mierzwa, requesting a Domestic Partnership agreement for 2023;
- From Ed McDonnell, requesting a change from Regular A to Social membership;
- From Tom Connolly, Junior applying for Regular A membership – placed on file;
- From Scott Dillon, Junior applying for Regular A membership – placed on file;
- From Kyle McQuaide, Junior applying for Regular A membership – placed on file;
- From Jake Lafferty, Junior applying for Regular A membership – placed on file;
- From Jake Desmond, application for Junior membership – placed on file;
- From Eric Hoose, application for Limited/Regular membership – placed on file;
- From Tyler Brinson, application for Social membership;
- From Dan Mistretta, application for Social/Regular/Limited membership.
- From Richard Romano, application for Social membership;
- From Annette Romano, application for Social membership;
- From Wilfredo Rodriguez, application for Social membership;
- From Daniel Bain, application for Social membership;
- From Janis Panagiotopoulos, application for Social membership.

Motion by Jim Moriarty, seconded by Pat Donovan to approve the request for a donation of a foursome with carts, and to waive the hall fee for the 50 Legs organization , as above. Vote unanimous - Motion passed.

Motion by Jim Moriarty, seconded by Dennis Moriarty to approve the seven (7) changes listed above. Vote unanimous - Motion passed.

Motion by Sean Moriarty, seconded by Pat Donovan to approve the seven (7) Social members, as listed above. Vote unanimous - Motion passed.

Motion by Jim Moriarty, seconded by Shaun McCarty to accept the Secretary's report. Vote unanimous - Motion passed.

TREASURER'S REPORT – Sean Moriarty

Sean presented the December financial reports for review (attached); December was a very solid month at the bar; been a busy two to three weeks with phone calls and emails regarding the first payment date for dues; obtaining quotes for credit card processing, trying to reduce costs; staff raises took effect the first of the calendar year, as planned; also briefly reviewed credit card fee and late fee policies – Agreed: to allow the Treasurer to reconsider the Late Fee policy due to miscommunications. Vote unanimous - Motion passed.

Motion by Jim Moriarty, seconded by Dennis Moriarty to accept the Treasurer's report. Vote unanimous - Motion passed.

HOUSE COMMITTEE – Diane Murphy

Diane submitted a written report in her absence: Member Appreciation Day was a great success - sold \$1,600 in 50/50 tickets and K. Kydd donated his winnings to the bar; January Trivia had a full house, including 79 players, thanks to Mark Duffy; exploring replacement for outside television, and new sound system.

Scheduled events: mini-Queen on 1/21; Meat Bingo in February; Super bowl tailgate on 2/12; Trivia 2/3; Valentine's dinner; interior cleanup to get underway.

Motion by Pat Donovan, seconded by Dennis Moriarty to accept the House report. Vote unanimous - Motion passed.

GREENS COMMITTEE – Jim Moriarty

Jim reported his thirteen member committee had a very positive meeting with Chuck, and all agreed a major focus this year will be developing members' commitment and responsibility to the course (greens, traps, divots, etc.); directional cart signs, ropes initially, followed by blocks later; divot mix to be always available, also cylinders for walkers; slice seeder (for greens) on backorder may be available in April; fence adjacent to barn sustained some weather damage and needs to be repaired (will use vendor from fence repair on # 6); will remove damaged bench on # 8 tee, and look into repairs and movement of other benches; will also remove 'raised' turnaround between # 3 green and # 4 tee, and replace with ground level plantings; Chuck will have his Q1 review with the board in February.

Motion by Shaun McCarty, seconded by Pat Donovan to accept the Greens report. Vote unanimous - Motion passed.

TOURNAMENT COMMITTEE – Brian Gleason

No report as Brian was absent.

COMMUNICATIONS COMMITTEE – Shaun McCarty

Shaun reported he is continuing to review and update the web page in preparation for the 2023 season; also coordinating and consolidating the email blasts (previously from the Communication committee and also the Pro Shop); and pursuing additional social media opportunities (Facebook, Twitter, etc.)

Motion by Dennis Moriarty, seconded by Jim Moriarty to accept the Communications Committee report. Vote unanimous - Motion passed.

OLD BUSINESS

- NGRID – Status

Updated status was posted on January 12 – will update as necessary.

- DS Graphics - Fence Status

Repairs completes, and DS Graphics reimbursed the full cost (\$1,750)

NEW BUSINESS

- Sean Tully – Q1 Review (Taken Out of Order)

- Web Site Updates

Covered under Communications report

- Carts & Greens Fees for 2023

Set for 2023 Season (attached)

- Member Interviews

Three dates set in February and posted

There being no further business,

Motion by Pat Donovan, seconded by Dennis Moriarty to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 9:12 p.m.

NEXT MEETING
Sunday, February 26, 2023
at 10:00 a.m.

Respectfully Submitted,

Bob McLeod,
Secretary

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

| REVENUES | DEPT | YTD | | THIS YEAR | | YEAR END | | Actual vs Better (Worse) | Budget % | Forecast \$ | Year over Year 2023 vs 2022 | |
|------------------------------|------|-----------------|------------------|-----------|----------|----------|----------|--------------------------|---------------|-------------|-----------------------------|----------------|
| | | ACTUAL | BUDGET | FORECAST | BUDGET | \$ | % | | | | 2023 | Inc(Dec) |
| Dues & Assessments | | 152,467 | 150,759 | | | | | 1,708 | 101.1% | 0 | 144,283 | 8,184 |
| Initiation Fees | | 0 | | | | | | 0 | 0.0% | 0 | 0 | 0 |
| Late Fees | | 0 | 0 | | | | | 0 | 0.0% | 0 | 0 | 0 |
| Bar Income | | 76,043 | 39,500 | | | | | 36,543 | 192.5% | 0 | 62,350 | 13,693 |
| ATM Income | | 311 | 400 | | | | | (89) | 77.8% | 0 | 332 | (21) |
| Cart Rental Income | | 4,525 | 2,000 | | | | | 2,525 | 226.3% | 0 | 4,765 | (240) |
| Greens Fee Income | | 3,010 | 3,000 | | | | | 10 | 100.3% | 0 | 3,655 | (645) |
| F&B Card Income | | 0 | 0 | | | | | 0 | 0.0% | 0 | 0 | 0 |
| Interest Income | | 28 | 0 | | | | | 28 | 0.0% | 0 | 31 | (3) |
| Hall Rental | | 5,800 | 3,200 | | | | | 2,600 | 181.3% | 0 | 2,050 | 3,750 |
| Linen Rental | | 3,150 | 1,000 | | | | | 2,150 | 315.0% | 0 | 1,350 | 1,800 |
| Donation Income | | 0 | 0 | | | | | 0 | 0.0% | 0 | 271 | (271) |
| Other Income | | 0 | 300 | | | | | (300) | 0.0% | 0 | 0 | 0 |
| DEPARTMENTAL REVENUES | | 245,334 | 200,159 | 0 | 0 | 0 | 0 | 45,175 | 122.6% | 0 | 219,087 | 26,247 |
| COGS-Bar | | 29,269 | 12,861 | | | | | (16,408) | 227.6% | 0 | 23,180 | 6,089 |
| COGS-Kitchen | | 0 | | | | | | 0 | 0.0% | 0 | 0 | 0 |
| COGS-Function | | 513 | 750 | | | | | 237 | 68.4% | 0 | 347 | 166 |
| Course | | 126,374 | 110,758 | | | | | (15,616) | 114.1% | 0 | 103,091 | 23,283 |
| House | | 56,467 | 55,578 | | | | | (889) | 101.6% | 0 | 50,479 | 5,988 |
| Tournament | | 23,971 | 33,195 | | | | | 9,224 | 72.2% | 0 | 22,769 | 1,202 |
| General & Administrative | | 34,413 | 47,377 | | | | | 12,964 | 72.6% | 0 | 39,029 | (4,616) |
| DEPARTMENTAL EXPENSES | | 271,008 | 260,519 | 0 | 0 | 0 | 0 | (10,489) | 104.0% | 0 | 238,895 | 32,113 |
| Profit(Loss) | | (25,674) | (60,360) | 0 | 0 | 0 | 0 | 34,686 | 42.5% | 0 | (19,808) | (5,866) |
| Interest Expense | | 5,085 | 5,000 | | | | | (85) | 101.7% | 0 | 5,391 | (306) |
| Real Estate Taxes | | 9,884 | 10,000 | | | | | 116 | 98.8% | 0 | 9,953 | (69) |
| Depreciation | | 29,000 | 29,000 | | | | | 0 | 100.0% | 0 | 26,464 | 2,536 |
| Other Expense | | 0 | 0 | | | | | 0 | 0.0% | 0 | 0 | 0 |
| Total Other | | 43,968 | 44,000 | 0 | 0 | 0 | 0 | 32 | 99.9% | 0 | 41,808 | 2,160 |
| Profit(Loss) | | (69,642) | (104,360) | 0 | 0 | 0 | 0 | 34,718 | 66.7% | 0 | (61,616) | (8,026) |

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

Detail Snap Shot - Key Expense Accounts

| Course Expense | DEPT | December 2022 YTD | | |
|--------------------------|------|-------------------|---------|----------|
| | | ACTUAL | BUDGET | VARIANCE |
| Salaries & Wages | | 51,723 | 45,119 | (6,604) |
| Employee Insurance | | 5,971 | 5,952 | (19) |
| Course Seed & Fertilizer | | 47,208 | 36,000 | (11,208) |
| Equipment R&M | | 7,658 | 4,000 | (3,658) |
| Course R&M | | 6,921 | 10,000 | 3,079 |
| Course Fuel | | 2,154 | 4,000 | 1,846 |
| Totals | | 121,634 | 105,071 | (16,563) |

Timing-Annual Pre-Buy
Timing
Timing

| House Expense | DEPT | December 2022 YTD | | |
|--------------------------|------|-------------------|--------|----------|
| | | ACTUAL | BUDGET | VARIANCE |
| Salaries & Wages - Bar | | 15,729 | 16,404 | 675 |
| Salaries & Wages - House | | 17,964 | 17,791 | (173) |
| Employee Insurance | | 6,715 | 6,814 | 99 |
| House Service Contracts | | 7,197 | 6,000 | (1,197) |
| House R&M | | 3,364 | 2,000 | (1,364) |
| House Supplies | | 1,688 | 2,334 | 646 |
| Totals | | 52,656 | 51,343 | (1,313) |

| Tournament Expense | DEPT | December 2022 YTD | | |
|--------------------|------|-------------------|--------|----------|
| | | ACTUAL | BUDGET | VARIANCE |
| Salaries & Wages | | 17,038 | 27,603 | 10,565 |
| Employee Insurance | | 2,801 | 2,356 | (445) |
| Cities Expense | | 0 | 0 | 0 |
| 2 Day Member Guest | | 0 | 0 | 0 |
| Misc Expense | | 2,500 | 900 | (1,600) |
| Totals | | 22,339 | 30,859 | 8,520 |

2022 Tournaments

| G&A | DEPT | December 2022 YTD | | |
|--------------------------|------|-------------------|--------|----------|
| | | ACTUAL | BUDGET | VARIANCE |
| Bad Debt | | 0 | 0 | 0 |
| Computer Software | | 4,419 | 3,334 | (1,085) |
| Credit Card Fees | | 2,426 | 3,000 | 574 |
| Club Liability Insurance | | 7,085 | 7,532 | 447 |
| BOD Expense | | 6,094 | 1,300 | (4,794) |
| Bookkeeping | | 2,135 | 3,000 | 865 |
| RE Taxes | | 9,883 | 10,000 | 117 |
| Electric | | 2,275 | 14,000 | 11,725 |
| Gas | | 2,167 | 3,000 | 833 |
| Telecommunications | | 1,947 | 2,200 | 253 |
| Totals | | 38,431 | 47,366 | 8,935 |

\$1976 Veterans Day, \$3,000 Xmas Bonus

Comcast and Phone

Mt Pleasant Golf Club
Summary Balance Sheet

| ASSETS | December | December |
|---------------------------------------|------------------|------------------|
| Cash | 2022 | 2021 |
| Operating & Payroll | 52,049 | 63,996 |
| Money Market | 63,000 | 5,129 |
| Restricted | 331,329 | 314,287 |
| House Banks | 1,800 | 1,800 |
| Course Petty Cash | 200 | 200 |
| Total Cash | 448,378 | 385,412 |
| Receivables | | |
| Members | 963,118 | 993,273 |
| Other Receivables | 0 | 0 |
| Bad Debt Allowance | -2,530 | -2,530 |
| Net Receivables | 960,588 | 990,743 |
| Other Assets | | |
| Inventories | 23,220 | 18,203 |
| Prepaid Expenses | 32,410 | 17,521 |
| Other Current Assets | 1,000 | 39,500 |
| Total Other Assets | 56,630 | 75,224 |
| Total Current Assets | 1,465,596 | 1,451,379 |
| Fixed Assets | | |
| Land and Land Improvements | 136,709 | 136,709 |
| Buildings | 548,402 | 548,402 |
| Course Improvements | 1,253,771 | 1,212,031 |
| Course Equipment | 687,850 | 677,312 |
| Golf Carts | 163,693 | 163,693 |
| Office & EDP Equipment | 125,585 | 125,585 |
| Furniture Fixtures & Equip | 339,274 | 268,851 |
| Building Improvements | 1,660,230 | 1,657,831 |
| Less Accumulated Depreciation | -2,780,775 | -2,575,108 |
| Total Fixed Assets | 2,134,739 | 2,215,306 |
| TOTAL ASSETS | 3,600,335 | 3,666,685 |
| LIABILITIES AND EQUITY | | |
| Current Liabilities | | |
| Accounts Payable | 113,724 | 81,008 |
| Prepaid Food & Bev | 235,745 | 178,656 |
| Prepaid Member Dues | 755,432 | 726,473 |
| Quimet Scholarship | 15,600 | 15,577 |
| Accrued Payroll | 9,216 | 7,036 |
| Leases Payable | 179,838 | 248,071 |
| National Grid Easement | 84,713 | 84,713 |
| Accrued Other | 6,242 | 19,018 |
| Total Current Liabilities | 1,400,510 | 1,360,552 |
| Long Term Liabilities | | |
| Long Term Debt | 663,035 | 706,899 |
| Bonds Payable | 0 | 0 |
| Total Long Term Liabilities | 663,035 | 706,899 |
| Equity | | |
| Retained Earnings Current YR | -69,642 | -61,616 |
| Members Equity | 1,606,432 | 1,660,850 |
| Total Equity | 1,536,790 | 1,599,234 |
| TOTAL LIABILITIES & EQUITY | 3,600,335 | 3,666,685 |

Mount Pleasant Golf Club

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Established 1910

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January 18, 2023

2023 GOLF FEES

GREENS FEES

9 Holes – Monday through Thursday - \$40.00

9 Holes – Friday, Saturday, Sunday - \$45.00

18 Holes – Monday through Thursday - \$65.00

18 Holes – Friday, Saturday, Sunday - \$70.00

CART FEES

9 Holes, Individual– \$12.00

9 Holes, Two Golfers – \$20.00 (\$10.00 per person)

18 Holes, Individual – \$20.00

18 Holes, Two Golfers - \$ 30.00 (\$15.00 per person)

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December 20, 2022

NOTICE

2023 MEMBER INTERVIEWS

Interviews for current Social Members, Junior Members, and Limited Members interested in either Limited and/or Regular membership have been scheduled as follows:

Thursday, February 2, 2023, 6:30 to 9:00 p.m.

Friday, February 10, 2023, 6:30 to 9:00 p.m.

Thursday, February 16, 2023, 6:30 to 9:00 p.m.

Interviews will be conducted on a first come, first served basis. Signup sheet will be available each night at the bar in the downstairs lounge. You must be a current member in good standing to interview.