

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

Sunday, February 26, 2023

President Donna McMahon called the meeting to order at 10:01 a.m. with eight (8) board members present and Pat Donovan absent (out of state).

Rick Gillis entered the meeting at 10:02 a.m.

NEW BUSINESS – 100TH City Tournament – Rick Gillis (Taken Out of Order)

As Mount Pleasant's representative to the City Tournament Committee Rick reported the 100th anniversary of the Tournament would open at Mount Pleasant this year on Wednesday, June 21st with the two following rounds on Friday, June 23rd at Long Meadow and on Saturday, June 24th at Vesper. As an added touch to the 100th anniversary, Rick recommended Mount Pleasant hold a 'Social' evening on Wednesday, June 14th upstairs at Mount Pleasant to celebrate past and present players in the tournament – the board agreed this was an excellent idea, and agreed to work with Rick on the details – the board also thanked Rick for his outstanding work representing Mount Pleasant on the Committee.

Rick Gillis left the meeting at 10:12 a.m.

Dan Emerson entered the meeting at 10:13 a.m.

NEW BUSINESS – Dan Emerson – Request to Appear

Dan presented a brief history and review of the Tuesday morning 'Hatred' tournament, which consists of a pool of approximately 60 members, of which 28 or so sign up to play each Tuesday. Dan was asking if a block of tee times could be set aside each week from

approximately 10:00 a.m. to 11:00 a.m., or possibly be able to be booked on Sunday – the board agreed to review and explore options.

Dan left the meeting at 10:26 a.m.

Superintendent Chuck Malatesta entered the meeting at 10:40 a.m.

NEW BUSINESS – Chuck Malatesta – Q1 Review

Chuck reviewed a report from his meeting with the Greens Committee, including:

- 1) projects completed in the last three months (e.g., #5 tee and the area directly in front, tree removal left of # 7 tee, tree removal left of # 8 tee and on hill, tuning up equipment and sharpening blades, etc.);
- 2) projects scheduled for completion between now and Memorial Day (i.e., new trees between # 8 and # 9 fairways, # 7 tee regraded and resodded, finish regrading and resodding # 5 tee, new divot mix boxes, blocks and ropes, and scatter signs, replace and relocate several benches on tees, etc.);
- 3) other open ended and weather dependent projects (i.e., revamp turnaround behind # 3 green, eye brow bunkers on # 5, expand forward tees on # 1 and # 9, enhancements to practice area by #10 tee, and cart path improvements);
- 4) Chuck also reviewed a comprehensive list of all equipment with current status.

The board thanked Chuck and his crew for their efforts, and agreed to continue to meet and monitor progress throughout the year.

Chuck left the meeting at 11:14 a.m.

SECRETARY – Bob McLeod

Minutes of the 1/18/23 regular meeting and the 2/18/23 special meeting were presented for review.

Motion by Jim Moriarty, seconded by Brian Gleason to accept the minutes of the 1/18/23 and the 2/18/23 meetings as presented. Vote unanimous - Motion passed.

Correspondence

- From the Senior Invitational Committee and Pat Murphy, proposed dates for the 2023 season – accepted, referred to Tournament Committee;
- From St. Patrick's Church and Educational Center, expressing an interest in re-establishing the annual St Patrick's outside tournament – placed on file;

- From Stafford, Gaudet, & Associates, management letter re the process for the monthly reconciliation of cash balances – accepted, referred to Treasurer who is addressing the open issue with staff;
- From Eric Hoose, thank you for the opportunity to interview – accepted;
- From anonymous, a complaint by a ‘Concerned Member’ regarding an incident at the Queen of Clubs event – placed on file, as we do not respond to anonymous complaints;
- From Sean Moriarty, requesting the use of a room (to be determined) on Saturday, March 18th, from 8:30 a.m. to 12:00 noon for Ouimet Scholarship interviews - agreed;
- From LHS Hockey parents, requesting a waiver of the hall fee for their end of season banquet in March, from Steve Geary;
- From the Women’s City Tournament Committee and Donna Foley, asking for support in planning and hosting the tournament, to be held on Saturday, July 15th - agreed, as in the past, to a) provide lunch to players and caddies the day of the tournament, b) to establish an account for the committee’s planning meetings, and c) to charge a flat rate of \$20/cart for players the day of the tournament;
- From MSisBS, requesting a donation for their annual fundraiser – from Dennis Moriarty;
- From Greg Fulton, resigning Social membership - accepted;
- From Lisa O’Beirne, resigning Social membership - accepted.

Motion by Brian Gleason, seconded Sean Moriarty to approve the request from LHS Hockey parents to waive the hall fee for their end of season banquet. Vote unanimous - Motion passed.

Motion by Dennis Moriarty, seconded by Donna McMahon to approve the donation of a foursome with carts for MSisBS, as listed above. Vote unanimous - Motion passed.

Membership

Based on a review of current openings, the following are presented for membership:

Jake Desmond – Junior
 Trevor Green – Junior
 Nolan Houlihan – Junior
 Owen Lee – Junior
 Aaron Bianco – Youth
 Caden Daley – Youth
 Quinn Galvagni – Youth
 Jack Ingles – Youth
 Rowan Ingles – Youth
 Matt Rossetti – Youth

In addition, the following changes are then submitted:

Steve Betty – Youth to Junior
Dave McMillan – Youth to Junior
Dylan Kuczek – Family to Junior
Ryan Lally – Family to Junior
Liam Martin – Family to Junior
Ben Morgan – Family to Junior
Ty Walsh – Family to Junior

Motion by Jim Moriarty, seconded by Shaun McCarty to approve the ten (10) new members, and the seven (7) member changes, as listed above. Vote unanimous - Motion passed.

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

TREASURER'S REPORT – Sean Moriarty

Sean stated the financial reports should be available in a day or two and will be distributed then (attached) - highlights include we're in a great 'cash' position, bar revenue continues to be strong (Jan 2023 = \$28K, up \$3K from Jan 2022), adjusting for new members and tracking A/R (to date, 45 members have made no dues payments), also will explore employee retention tax credits from the pandemic.

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

HOUSE COMMITTEE – Diane Murphy

Diane presented a calendar of pending and potential events and activities through July, and also a 'punch list' of repairs and improvements underway: Trivia, Super Bowl Sunday, and the Mini Queen (bar did \$2K in sales last night) were all very successful; new tray tables for the downstairs lounge are on order, the stall door in the upstairs ladies room has been repaired, and we're awaiting quotes for locker rooms and the floor behind the downstairs bar; looking to paint the upstairs rest rooms, and spot paint downstairs as needed; exploring options for sound system improvements and an outdoor TV; card room cleaned out, looking to schedule cleaning the area upstairs behind the stage; will seal coat front parking lot and walkways when weather improves.

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

GREENS COMMITTEE – Jim Moriarty

Jim's report was essentially covered during Chuck Malatesta's update.

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

TOURNAMENT COMMITTEE – Brian Gleason

Brian passed out the latest draft of the 2023 tournament schedule for review; Brian communicated that Joel was planning to take two weeks off (6/12 to 6/18 to Alaska, and 8/5 to 8/11 to Ireland) – agreed that coverage would have to be assured in advance (some concerns regarding a New England golf pro taking vacation weeks in season); committee is reviewing rules and scoring for club cups, handicap restrictions for the Two-Day Member/Guest, and team limits for the Member/Member.

It was requested, and agreed, to review tournaments, including Friday Member/Guests and outside events, to establish minimum requirements (i.e., 72 golfers for the day) in order to maximize attendance and revenue.

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

COMMUNICATIONS COMMITTEE – Shaun McCarty

Shaun reported the Web page updates are ongoing, the tournament schedule and google events calendar will be posted as they become available, and the email blasts are continuing.

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

OLD BUSINESS

Queen of Clubs – Dian Murphy

Diane reported that while the first Mini Queen (Sat., 1/21) was successful, there was an incident with a member she recounted which several members thought was troubling.

Motion by Jim Moriarty, seconded by Dennis Moriarty to request the member to appear at the next board to further explain the details of that evening. Vote unanimous - Motion passed (Secretary to send a letter requesting the member's appearance).

NEW BUSINESS

Dan Emerson – Request to Appear (Taken Out of Order)

100th City Tournament – Rick Gillis (Taken Out of Order)

Superintendent Chuck Malatesta – Q1 Review (Taken Out of Order)

Kitchen Status

In discussion with several possible vendors, nothing definite as of now.

Rules & Regulations, Privileges Matrix, Fees for Review

To be distributed to board members for review and approval at the March meeting, prior to posting April 1st.

Youth and Junior memberships

Covered under Secretary's Report.

MISCELLANEOUS

Brian Gleason suggested since we're planning improvements to the front parking lot and walkways around the clubhouse, it might make sense to incorporate cart paths and explore a larger, comprehensive capitol paving project – Dennis Moriarty agreed to explore options and possibilities.

There being no further business,

Motion by Brian Gleason, seconded by Dennis Moriarty to adjourn. Vote unanimous - Motion passed.

NEXT MEETING
Sunday, March 19, 2023
at 10:00 a.m.

Respectfully Submitted,

Bob McLeod,
Secretary

Mt Pleasant Golf Club
Financial Summary & Notes
January 31, 2023

REVENUES	DEPT	YTD		YEAR END		Actual vs Better (Worse)		Forecast	Year over Year 2023 vs 2022	
		ACTUAL	BUDGET	FORECAST	BUDGET	\$	%		\$	Inc(Dec)
Dues & Assessments		293,599	297,794			(4,195)	98.6%	0	270,337	23,262
Initiation Fees		0	0			0	0.0%	0	0	0
Late Fees		0	0			0	0.0%	0	0	0
Bar Income		104,483	61,500			42,983	169.9%	0	88,186	16,297
ATM Income		417	600			(183)	69.5%	0	424	(7)
Cart Rental Income		4,525	2,000			2,525	226.3%	0	4,769	(244)
Greens Fee Income		3,010	3,000			10	100.3%	0	3,655	(645)
F&B Card Income		8,315	6,000			2,315	0.0%	0	10,242	(1,927)
Interest Income		638	0			638	0.0%	0	68	570
Hall Rental		7,250	4,700			2,550	154.3%	0	1,750	5,500
Linen Rental		3,650	1,500			2,150	243.3%	0	1,750	1,900
Donation Income		0	0			0	0.0%	0	0	0
Other Income		83	500			(417)	16.5%	0	271	(188)
DEPARTMENTAL REVENUES		425,970	377,594	0	0	48,376	112.8%	0	381,452	44,518
COGS-Bar		35,306	20,024			(15,282)	176.3%	0	30,627	4,679
COGS-Kitchen		0	0			0	0.0%	0	0	0
COGS-Function		1,509	1,125			(384)	134.1%	0	543	966
Course		151,319	141,607			(9,712)	106.9%	0	125,815	25,504
House		88,581	85,568			(3,013)	103.5%	0	81,629	6,952
Tournament		36,952	53,045			16,093	69.7%	0	28,376	8,576
General & Administrative		73,601	70,938			(2,663)	103.8%	0	59,705	13,896
DEPARTMENTAL EXPENSES		387,268	372,307	0	0	(14,961)	104.0%	0	326,695	60,573
Profit(Loss)		38,702	5,287	0	0	33,415	732.0%	0	54,757	(16,055)
Interest Expense		5,085	7,500			2,415	67.8%	0	8,111	(3,026)
Real Estate Taxes		14,617	15,000			383	97.4%	0	14,650	(33)
Depreciation		41,249	43,500			2,251	94.8%	0	39,696	1,553
Other Expense		0	0			0	0.0%	0	0	0
Total Other		60,950	66,000	0	0	5,050	92.3%	0	62,457	(1,507)
Profit(Loss)		(22,249)	(60,713)	0	0	38,464	36.6%	0	(7,700)	(14,549)

Mt Pleasant Golf Club
Financial Summary & Notes
January 31, 2023

Detail Snap Shot - Key Expense Accounts

Course Expense	DEPT	January 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		68,359	68,102	(257)
Employee Insurance		8,737	9,231	494
Course Seed & Fertilizer		47,268	36,000	(11,268)
Equipment R&M		11,967	6,000	(5,967)
Course R&M		6,100	10,000	3,900
Course Fuel		2,153	4,000	1,847
Totals		144,583	133,333	(11,250)

Timing-Annual Pre-Buy
Timing
Timing

House Expense	DEPT	January 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		23,965	24,827	862
Salaries & Wages - House		27,614	26,927	(687)
Employee Insurance		9,371	10,221	850
House Service Contracts		16,676	9,000	(7,676)
House R&M		4,909	9,000	4,091
House Supplies		2,098	3,501	1,403
Totals		84,633	83,476	(1,157)

Tournament Expense	DEPT	January 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		23,861	41,225	17,364
Employee Insurance		4,748	3,459	(1,289)
Cities Expense		0	0	0
2 Day Member Guest		0	0	0
Misc Expense		2,750		(2,750)
Totals		31,359	44,684	13,325

2022 Tournaments

G&A	DEPT	January 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Bad Debt		0	0	0
Computer Software		6,468	5,001	(1,467)
Credit Card Fees		5,053	4,500	(553)
Club Liability Insurance		9,422	9,899	477
BOD Expense		6,253	1,950	(4,303)
Bookkeeping		3,230	4,500	1,270
RE Taxes		14,626	15,000	374
Electric		14,422	21,000	6,578
Gas		4,430	4,500	70
Telecommunications		2,567	3,300	733
Totals		66,471	69,650	3,179

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

Comcast and Phone

Mt Pleasant Golf Club
Summary Balance Sheet

ASSETS	January	January
Cash	2023	2022
Operating & Payroll	63,727	62,037
Money Market	323,746	245,132
Restricted	331,762	314,301
House Banks	1,800	1,800
Course Petty Cash	200	200
Total Cash	721,234	623,469
Receivables		
Members	596,016	707,258
Other Receivables	0	0
Bad Debt Allowance	-2,530	-2,530
Net Recievables	593,486	704,728
Other Assets		
Inventories	23,220	18,203
Prepaid Expenses	42,132	51,284
Other Current Assets	1,000	39,500
Total Other Assets	66,352	108,987
Total Current Assets	1,381,073	1,437,185
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	679,436
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	-2,793,022	-2,588,340
Total Fixed Assets	2,122,492	2,204,198
TOTAL ASSETS	3,503,565	3,641,383
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	63,234	92,557
Prepaid Food & Bev	224,983	168,425
Prepaid Member Dues	679,425	658,288
Quimet Scholarship	15,420	15,517
Accrued Payroll	10,752	10,166
Leases Payable	178,585	245,564
National Grid Easement	84,713	84,713
Accrued Other	-3,792	9,866
Total Current Liabilities	1,253,320	1,285,096
Long Term Liabilites		
Long Term Debt	659,621	700,310
Bonds Payable	0	0
Total Long Term Liabilities	659,621	700,310
Equity		
Retained Earnings Current YR	-22,249	-7,700
Members Equity	1,612,873	1,663,677
Total Equity	1,590,624	1,655,977
TOTAL LIABILITIES & EQUITY	3,503,565	3,641,383

Mt Pleasant Golf Club

Gross Margin - Bar Receipts

	2023			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 %	Revenue	Cost of Sales \$	Cost of Sales %
November	\$ 40,965	\$ 15,441	62.3%	\$ 34,918	\$ 9,599	72.5%	\$ 21,701	\$ 12,387	42.9%	\$ 39,230	\$ 15,845	59.6%	\$ 39,913	\$ 12,376	69.0%
December	\$ 35,079	\$ 12,742	63.7%	\$ 27,432	\$ 12,065	56.0%	\$ 11,650	\$ 6,832	41.4%	\$ 30,095	\$ 5,369	82.2%	\$ 31,181	\$ 9,750	68.7%
January	\$ 28,840	\$ 6,037	79.1%	\$ 25,836	\$ 7,446	71.2%	\$ 11,608	\$ 4,714	59.4%	\$ 29,634	\$ 11,369	61.6%	\$ 20,259	\$ 3,204	84.2%
February			#DIV/0!	\$ 24,645	\$ 9,438	61.7%	\$ 15,672	\$ 6,350	59.5%	\$ 31,622	\$ 13,438	57.5%	\$ 30,687	\$ 14,621	52.4%
March			#DIV/0!	\$ 30,554	\$ 18,385	39.8%	\$ 17,489	\$ 10,397	40.6%	\$ 19,436	\$ 10,450	46.2%	\$ 37,290	\$ 12,492	66.5%
April			#DIV/0!	\$ 49,254	\$ 18,786	61.9%	\$ 35,548	\$ 20,859	41.3%	\$ -	\$ -	0.0%	\$ 37,285	\$ 23,123	38.0%
May			#DIV/0!	\$ 71,818	\$ 22,930	68.1%	\$ 52,222	\$ 22,460	57.0%	\$ 2,889	\$ 1,009	65.1%	\$ 51,397	\$ 20,125	60.8%
June			#DIV/0!	\$ 82,891	\$ 26,142	68.5%	\$ 73,186	\$ 20,241	72.3%	\$ 42,039	\$ 16,033	61.9%	\$ 67,275	\$ 14,498	78.4%
July			#DIV/0!	\$ 75,613	\$ 20,317	73.1%	\$ 61,144	\$ 23,439	61.7%	\$ 58,401	\$ 23,580	59.6%	\$ 65,953	\$ 26,212	60.3%
August			#DIV/0!	\$ 64,283	\$ 21,925	65.9%	\$ 52,478	\$ 9,729	81.5%	\$ 55,761	\$ 10,889	80.5%	\$ 57,502	\$ 11,986	79.2%
September			#DIV/0!	\$ 73,444	\$ 18,170	75.3%	\$ 52,695	\$ 17,712	66.4%	\$ 42,334	\$ 8,101	80.9%	\$ 53,745	\$ 16,201	69.9%
October			#DIV/0!			#DIV/0!	\$ 51,836	\$ 13,171	74.6%	\$ 32,845	\$ 18,636	43.3%	\$ 41,009	\$ 5,292	87.1%
YTD	\$ 104,884	\$ 34,220	67.4%	\$ 34,918	\$ 9,599	72.5%	\$ 21,701	\$ 12,387	42.9%	\$ 39,230	\$ 15,845	59.6%	\$ 39,913	\$ 12,376	69.0%
Jan YTD	\$ 104,884	\$ 34,220	67.4%	\$ 88,186	\$ 9,599	89.1%	\$ 44,959	\$ 12,387	72.4%	\$ 98,959	\$ 15,845	84.0%	\$ 91,353	\$ 12,376	86.5%