

Mount Pleasant Golf Club

141 Staples Street
Lowell, Massachusetts 01851
www.mpgc.net

Established 1910

Donna McMahon
President

Pat Donovan
Vice-President

Bob McLeod
Secretary

(978) 452-8228
Sean Moriarty
Treasurer

Board of Directors Regular Meeting

Tuesday, April 11, 2023

President Donna McMahon called the meeting to order at 6:03 p.m. with all board members present.

Mike Labo, the new kitchen vendor, will join tonight's meeting at 7:15 p.m. to meet everyone and discuss initial plans and goals.

SECRETARY – Bob McLeod

Minutes of the 3/19/23 regular meeting were presented for review.

Motion by Jim Moriarty, seconded by Brian Gleason to accept the minutes of the 3/19/23 regular meeting as presented. Vote unanimous - Motion passed.

Correspondence

- From MSisBS in NE, thank you for the recent donation of a foursome with carts to their annual fundraiser - accepted;
- From the Hellenic American Academy, thanking MP for its support in the past and requesting a donation to their annual fundraiser on May 8th, from Jason Hantzis;
- From Boys & Girls Clubs of the Lower Merrimack Valley (Salisbury, MA), request for donation – placed on file;
- From Shaun McCarty, requesting a change from Regular AB to Regular A;
- From Wayne Civinkas, resigning Social membership - accepted;
- From Richard Nardone, resigning Social membership - accepted;
- From Todd Sweeney, resigning Social membership - accepted;
- From Cormac Doherty, application for Junior membership – placed on file;
- From Tyrese Silungwe, application for Junior membership – placed on file;
- From Justin McCarthy, application for Social membership;
- From Timothy Phelps, application for Social membership;

- From William Callahan, application for Social membership;
- From Danielle Coimbra, application for Social membership;
- From David O’Sullivan, application for Social membership;
- From Mary O’Sullivan, application for Social membership;
- From Tomas Coffey, application for Social membership.

Motion by Pat Donovan, seconded by Brian Gleason to approve the request for a donation of a foursome with carts to the Hellenic American Academy, as per above. Vote unanimous - Motion passed.

Membership (Note: per the bylaws, there are no Youth/Junior openings at this time)

The following changes are submitted for approval:

- Shaun McCarty - Regular AB to Regular A

Following are submitted for membership:

- Timothy Phelps – Social
- William Callahan – Social
- Danielle Coimbra – Social
- Justin McCarthy – Social
- David O’Sullivan – Social
- Mary O’Sullivan – Social
- Thomas Coffey - Social

Motion by Jim Moriarty, seconded by Dennis Moriarty to approve the one (1) change and seven (7) new Social members, as listed above. Vote unanimous - Motion passed.

Agreed: there will be a special board on Saturday, April 15, 2023 at 9:00 a.m. to review any last-minute membership changes, and approve the four Juniors moving to Regular A status.

Motion by Sean Moriarty, seconded by Brian Gleason to accept the Secretary’s report. Vote unanimous - Motion passed.

TREASURER’S REPORT – Sean Moriarty

Sean distributed the financial reports through 3/31/23 (attached); balance sheet remains strong, bar income is well above budget, and the upstairs hall has been stronger than expected; \$19K in initiation fees so far, which will be added to the reserve account; some fluctuations in salaries will catch up as the season picks ups; course expenses are up slightly, due to pre buying chemicals and other products, and will also level off; will continue to monitor Accounts Receivables through the April 15th deadline for dues payments. The two money market

accounts have been enrolled into the 'sweep' as discussed last month, thereby providing greater protections for our funds than the traditional FDIC insurance.

Finally, several personal checks cashed at the bar have been returned recently, causing some expense and aggravation – therefor it is agreed, the bar will no longer cash personal checks (members may continue to pay dues invoices and F&B increases by personal check).

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

HOUSE COMMITTEE – Diane Murphy

Diane reported the first Meat Bingo went well, attracting 56 players and netting about \$900; cleaning behind the stage has started, with the next dumpster scheduled for 4/26 – business documents to be reviewed and categorized by then; investigating Bose speakers for the downstairs lounge and a new television for the patio (pole versus arm. etc.); bar flooring to be ordered and scheduled; punch list has proven successful in scheduling and tracking projects.

It was agreed that Sean Tully and Diane Murphy will continue to work together addressing the punch list tasks and schedule, and Sean will also appear at the next three board meetings to review progress. Separately, Sean will work with Donna McMahon and Pat Donovan (representing the Executive Committee) on management issues and improvements.

Motion by Sean Moriarty, seconded by Brian Gleason to accept the House report. Vote unanimous - Motion passed.

At 7:11 p.m. Mike Labo entered the meeting.

Mike indicated his few days open have gone well, a lot of positive feedback; he's working to establish menu basics, understand Twi leagues and tournaments, etc.; looking to hire staff (possibly VOKE school kids) establish weekly specials, considering Friday/Saturday evening dinners, breakfasts on weekends, getting to know the members, and generally ramping up the business as quickly as possible.

The board was impressed with his energy and openness, relayed the positive reports from members, reiterated its complete support for this endeavor, and promised to continue to work together to make this a success for Mike and the membership.

At 7:23 p.m. Mike Labo left the meeting

GREENS COMMITTEE – Jim Moriarty

Jim reported the cleanup went great with 45-50 volunteers, good turnout from NDA girl's golf team and LHS boy's golf team; Committee met last week to prioritize a 'needs' versus 'wants' item list; Chuck to explore possible availability of excess equipment at Green Meadows; sod completed on # 7 tee boxes; shrubbery on first tee has been removed on either side of the clock, and will be replaced with flowers; Ambassador posters have been ordered; divot mix and walking cylinders have been restocked and put out.

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

TOURNAMENT COMMITTEE – Brian Gleason

Brian reported the Smoker went well and was very well attended - special thanks to our first responders and emergency services personnel for springing into action; the tournament schedule has been published and booklets distributed; currently quiet as the 2023 tournament season is about to kick off.

Motion by Jim Moriarty, seconded by Pat Donovan to accept the Tournament Committee report. Vote unanimous - Motion passed.

COMMUNICATIONS COMMITTEE – Shaun McCarty

Shaun reported emails and announcement are going out; the Pro Shop will use Fore Tees for tournament and 'day of' notifications; agreed that Communications will be responsible for the regular scheduling and distribution of information, and that 'content' will be provided by the stakeholder(s).

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

OLD BUSINESS

Kitchen Status

Status covered under Mike Labo's section; developing basic agreement between Labo Catering and Mount Pleasant.

NGRID Status

Final project update published and distributed to members now that the project is nearing completion (attached).

NEW BUSINESS

Sean Tully – Q2 Review

Rescheduled to next month as Sean was unable to attend.

Socials Two Years in Arrears and Posting Regular and Limited Members

Postponed for further review.

MISCELLANEOUS

Ladies Ice Breaker Tournament is scheduled for Sunday, April 30th

Agreed to open the course to Social members and Guests effective May 1st.

Tentative special meeting is scheduled for Monday, May 15th, if needed, to address members in arrears after thirty days.

There being no further business,

Motion by Jim Moriarty, seconded by Brian Gleason to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 8:13 p.m.

NEXT MEETING
Saturday, April 15, 2023
at 9:00 a.m.

Respectfully Submitted,

Bob McLeod,
Secretary

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

REVENUES	DEPT	YTD		YEAR END		Actual vs Budget (Worse) \$	Budget Better (Worse) %	Forecast \$	Year over Year 2023 vs 2022	
		ACTUAL	BUDGET	FORECAST	BUDGET				ACTUAL	Inc(Dec)
Dues & Assessments		460,119	450,590			9,529	102.1%	0	405,115	55,004
Initiation Fees		19,000	0			19,000	0.0%	0	16,200	2,800
Late Fees		6,100	7,500			(1,400)	0.0%	0	6,500	(400)
Bar Income		179,517	105,500			74,017	170.2%	0	142,886	36,631
ATM Income		636	1,000			(364)	63.6%	0	742	(106)
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		8,315	6,000			2,315	0.0%	0	10,242	(1,927)
Interest Income		2,329	0			2,329	0.0%	0	105	2,224
Hall Rental		10,300	8,300			2,000	124.1%	0	5,400	4,900
Linen Rental		5,200	2,500			2,700	208.0%	0	3,521	1,679
Donation Income		0	0			0	0.0%	0	0	0
Other Income		83	900			(817)	9.2%	0	5	78
DEPARTMENTAL REVENUES		699,134	587,290	0	0	111,844	119.0%	0	599,136	99,998
COGS-Bar		68,242	34,352			(33,890)	198.7%	0	56,933	11,309
COGS-Kitchen		0	0			0	0.0%	0	0	0
COGS-Function		2,161	1,875			(286)	115.3%	0	2,819	(658)
Course		213,035	203,689			(9,346)	104.6%	0	196,593	16,442
House		143,750	145,144			1,394	99.0%	0	137,097	6,653
Tournament		51,222	90,720			39,498	56.5%	0	48,000	3,222
General & Administrative		130,831	116,121			(14,710)	112.7%	0	105,622	25,209
DEPARTMENTAL EXPENSES		609,242	591,901	0	0	(17,341)	102.9%	0	547,064	62,178
Profit(Loss)		89,892	(4,611)	0	0	94,503	-1949.5%	0	52,072	37,820
Interest Expense		12,490	12,500			10	99.9%	0	13,253	(763)
Real Estate Taxes		24,109	25,000			891	96.4%	0	24,043	66
Depreciation		68,748	72,500			3,752	94.8%	0	66,160	2,588
Other Expense		0	0			0	0.0%	0	0	0
Total Other		105,347	110,000	0	0	4,653	95.8%	0	103,456	1,891
Profit(Loss)		(15,456)	(114,611)	0	0	99,155	13.5%	0	(51,384)	35,928

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

Detail Snap Shot - Key Expense Accounts

Course Expense	DEPT	January 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		111,290	111,891	601
Employee Insurance		14,086	14,880	794
Course Seed & Fertilizer		47,268	36,000	(11,268)
Equipment R&M		16,595	10,000	(6,595)
Course R&M		9,644	11,000	1,356
Course Fuel		3,866	4,000	134
Totals		202,750	187,771	(14,979)

Timing-Annual Pre-Buy
Timing
Timing
Timing

House Expense	DEPT	January 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		40,030	41,500	1,470
Salaries & Wages - House		46,139	45,011	(1,128)
Employee Insurance		14,296	17,035	2,739
House Service Contracts		25,925	15,000	(10,925)
House R&M		6,114	8,000	1,886
House Supplies		3,820	5,835	2,015
Totals		136,323	132,381	(3,942)

Timing

Tournament Expense	DEPT	January 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		37,215	69,908	32,693
Employee Insurance		7,073	8,890	1,817
Cities Expense		0	0	0
2 Day Member Guest		0	0	0
Misc Expense		2,750	1,000	(1,750)
Totals		47,038	79,798	32,760

Savings in Nov & Dec

2022 Tournaments

G&A	DEPT	January 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Bad Debt	0	200	3,355	3,155
Computer Software		10,442	8,335	(2,107)
Credit Card Fees		10,731	7,500	(3,231)
Club Liability Insurance		17,712	18,830	1,118
BOD Expense		6,854	3,250	(3,604)
Bookkeeping		5,450	7,500	2,050
RE Taxes		24,110	25,000	890
Electric		29,252	35,000	5,748
Gas		11,620	7,500	(4,120)
Telecommunications		4,642	5,500	858
Totals		121,013	121,770	757

Heavy Charging for Dues. Should catch up after April 2022 Policy. 2023 begins June 2023

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

Will catch up as we move into Golf Season

Comcast and Phone

Mt Pleasant Golf Club
Summary Balance Sheet

ASSETS	March 2023	March 2022
Cash		
Operating & Payroll	84,735	12,296
Money Market	525,638	576,163
Restricted	332,562	314,326
House Banks	1,800	1,800
Course Petty Cash	200	200
Total Cash	944,934	904,785
Receivables		
Members	255,518	235,325
Other Receivables	0	0
Bad Debt Allowance	-2,530	-2,530
Net Receivables	252,988	232,795
Other Assets		
Inventories	23,220	18,203
Prepaid Expenses	42,287	46,460
Other Current Assets	1,000	39,500
Total Other Assets	66,507	104,163
Total Current Assets	1,264,430	1,241,743
Fixed Assets		
Land and Land Improvements	136,709	136,709
Buildings	548,402	548,402
Course Improvements	1,266,446	1,231,631
Course Equipment	687,850	679,436
Golf Carts	163,693	163,693
Office & EDP Equipment	125,585	125,585
Furniture Fixtures & Equip	340,973	289,806
Building Improvements	1,660,230	1,657,831
Less Accumulated Depreciation	-2,820,522	-2,614,805
Total Fixed Assets	2,109,366	2,218,288
TOTAL ASSETS	3,373,796	3,460,031
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	84,776	96,436
Prepaid Food & Bev	212,756	161,869
Prepaid Member Dues	550,734	536,636
Quimet Scholarship	15,600	15,157
Accrued Payroll	8,728	7,052
Leases Payable	176,077	243,057
National Grid Easement	84,713	84,713
Accrued Other	18,243	14,268
Total Current Liabilities	1,151,627	1,159,188
Long Term Liabilities		
Long Term Debt	652,510	693,498
Bonds Payable	0	0
Total Long Term Liabilities	652,510	693,498
Equity		
Retained Earnings Current YR	-15,496	-51,384
Members Equity	1,585,155	1,658,729
Total Equity	1,569,659	1,607,345
TOTAL LIABILITIES & EQUITY	3,373,796	3,460,031

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Established 1910

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Update: National GRID Project Status IV – April 15, 2023

Dear Members,

Regarding the National GRID pipeline project, we are happy to report they have finished their work on our property and are now working on adjacent parcels behind # 4 green and # 5 tee box. Per our agreement they have until April 30th to finish and be off our property without penalty (agreement calls for temporary workspace rental and property access for six months, November 1st to April 30th).

Remaining open action items:

- 1) Miscellaneous cleanup (branches, debris, etc.) that they will perform;
- 2) Regrading – Chuck has provided spec's and NGRID is arranging for a third-party contractor to regrade and loam the work area on # 4, from where they entered our property at the bottom of the hill, to where they exited left and back of # 4 green;
- 3) Seeding – Chuck has also provided spec's for grass seed, and seeding will be scheduled as weather permits;
- 4) Cart Path Repairs – they will revisit after being sent photographs of their patches and reminded of the agreement to 'return to original condition.'

Their Project Manager is in contact with Chuck and Ray to discuss details and scheduling. Both sides have agreed on trees removed and final compensation (after Kevin Murphy and Gerry Foley walked the property, Gerry identified an additional tree they missed, for an additional \$1,100 in compensation) – NGRID is processing the check and we should see it later this month. Once the agreement has been completed, the Greens Committee will work with Chuck and his crew to determine what other plantings and enhancements may be warranted.

Once again, we wish to thank Kevin Murphy, Gerry Foley, and their team of experts for representing our interests, and also Chuck Malatesta and his crew for all their efforts.

Bob McLeod
Secretary
Board of Directors