

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

Wednesday, May 24, 2023

President Donna McMahon called the meeting to order at 6:29 p.m. with seven (7) board members present, and Pat Donovan and Sean Moriarty in transit.

At 6:30 p.m. Sean Tully entered the meeting.

NEW BUSINESS – Sean Tully Q2 Review & Update (Taken Out of Order)

Sean reported the season is off to a strong start with kitchen and bar revenue up; review of dishwashers status and issues – downstairs bar (6 years old – gasket), upstairs bar (5 years old), kitchen (10 years old, ‘sanitizer’) – estimates to repair downstairs at \$1,500 and replace at \$5,500; sun porch doors are generally unlocked during a function; hall advertising is primarily web site and word of mouth; order/supply issues – seltzer drinks (e.g., High Noon) flavors are bundled together for distribution, making it impossible to order/stock individual flavors; propane tanks are all full and have full backups (checking with Dick T regarding permits).

At 6:50 p.m. Sean Tully left the meeting.

At 6:51 Chuck Malatesta entered the meeting.

NEW BUSINESS – Chuck Malatesta Q2 Review

Chuck reported the course came through the winter in good shape; accomplished thus far – shrubs removed from # 1 tee (adjacent to clock) to be replaced by flowers and plantings, new trees planted between # 8 and # 9 fairways, trees removed from left of # 8 in front of barn, # 7 tee boxes regraded and sodded, stumps ground down and/or removed, left of # 8 in front of bard sodded, hydro seeding on # 4 (NGRID project) completed, majority of bunkers edged and sand added.

At 6:55 p.m. Pat Donovan entered the meeting.

Stone markers at Heelon and Wheeler bridges have been cleared and are being replanted, area behind # 2 green has been sodded, benches are being painted and plaques restored as needed, plugging has begun on # 2 fairway and divot mix boxes are being added to tee areas.

Still to be done – regrade and sod # 7 forward tee boxes, restore greenside bunkers on # 5, top dress greens (# 1, # 8, and # 9) scheduled for 6/5 a.m., prune additional trees in lesson area, cold patch cart paths as short-term fix, add irrigation to side of # 4 green (post NGRID) and in front of barn (post tree removal).

Note: rough is currently cut daily to a standard 2.25 inches; board also remarked on the many compliments received recently on course conditions.

At 7:15 p.m. Chuck Malatesta left the meeting.

At 7:15 p.m. Sean Moriarty entered the meeting.

At 7:16 p.m. Jay Dinneen entered the meeting.

NEW BUSINESS – Finance Review Committee – Jay Dinneen

Representing the FRC Jay Dinneen reported the committee meets quarterly with Treasurer Sean Moriarty and communicates regularly by email; financials are in good shape as income and expenses are tracking close to budget, hall business is up, the Restricted Fund continues to grow, and all funds and accounts are fully insured thanks to the efforts of the FRC and Treasurer; the only concern is the lack of a written policies and procedures manual for the business - recommend to have something in place for the end of the fiscal year.

At 7:27 p.m. Jay Dinneen left the meeting.

At 7:28 p.m. Joanne Soulard and Joann Wynkoop entered the meeting.

NEW BUSINESS – Ladies Division Representatives

Representing the Ladies Division President Joanne Soulard and Secretary Joann Wynkoop expressed their satisfaction with and support of the new kitchen operation; announced they had recently donated \$1,000 to the Mount Pleasant Scholarship Fund; stated they were all looking forward to Mount Pleasant hosting the 25th Women's Cities Tournament; and reiterated their support and willingness to help out at Mount Pleasant in any way they can.

An incident of a male player teeing off on a Monday at 6:00 p.m. was reviewed and agreed it was a onetime error that has been addressed; issues of email hacks were also reviewed, and it is not uncommon based on titles ('President' etc.); also agreed to revisit payments of fees for North

Shore and Spring Cup players.

At 7:44 p.m. Joanne and Joann left the meeting.

SECRETARY – Bob McLeod

Minutes of the 4/11/23 regular meeting and the 4/15/23 special 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 LHS Hockey, thank you for supporting our program - accepted;
- From Hellenic American PTA, thank you for the generous donation - accepted;
- From the NDA Girls Golf Team, thank you for hosting and supporting the program this season – accepted;
- From Merrimack Valley Food Bank, requesting a donation for their annual fundraiser, from Chris Hill;
- From Middlesex Community College, requesting a donation to their annual celebrity raffle fundraiser, from Caitlin Campopiano and Sean Moriarty;
- From Monday Night Cribbage League, thank you for hosting during 2022-23, and requesting they be allowed to return for 2023-24 - agreed;
- From MP Scholarship Committee, requesting the use of the patio from 6:00 to 8:00 p.m. on Wednesday, 6/28 to give out awards, from Sean Moriarty - agreed;
- From the Women’s City Tournament Committee, requesting a donation of \$200 to support their annual program book, from Donna McMahan;
- From Glenn Thoene, requesting a change from Regular A to Regular AB;
- From Pat Archfield, requesting a change from Senior Limited to Social;
- From Joe Levesque, resigning Junior membership - accepted;
- From Nicholas Perreira, resigning Junior/student membership - accepted;
- From John Ciaramaglia, resigning Social membership - accepted;
- From Jonathan Clement, resigning Social membership - accepted;
- From Bob Delucia, application for Social membership;
- From Justin Morgan, application for Social membership;
- From Kyle Kurpis, application for Social membership;
- From Nathaniel Spears, application for Social membership;
- From Brian Daley, application for Social membership;
- From Thomas Sancartier, application for Social membership;
- From Martin Judge, application for Social membership;
- From Carrie Dodge, application for Social membership;
- From Jeff Cormier, application for Social membership;
- From Kristen Cormier, application for Social membership;

- From Peter Desjardins, application for Social membership;
- From Nancy Desjardins, application for Social membership;
- From Adam Kmetz, application for Social membership;
- From Emily Kmetz, application for Social membership;
- From Beth Allison, application for Social membership;
- From Christopher Barbanti, application for Social membership;
- From Brian Hogan, application for Social membership;
- From Michael Landry, application for Social membership;
- From Michael Harris, application for Social membership;
- From Grace Finneral, application for Social membership;
- From Robert Merrill, application for Social membership;
- From Daniel Towne, application for Social membership;
- From Kate Ingles, application for Social membership[;];
- From John Bullock, application for Social membership;
- From Rick DiTrapano, application for Social membership;
- From Adam Dowling, application for Social membership;
- From Michael Talbot, application for Social membership;
- From Richard Tansino, application for Social membership;
- From Michael Macaуда, application for Social membership;
- From Mike Dexter, application for Social membership,

Membership

The following candidates are submitted for membership:

- Bob Delucia – Social
- Justin Morgan – Social
- Kyle Kurpis – Social
- Nathaniel Spear – Social
- Brian Daley – Social
- Thomas Sancarrier – Social
- Martin Judge – Social
- Carrie Dodge – Social
- Jeff Cormier – Social
- Kristen Cormier – Social
- Peter Desjardins – Social
- Nancy Desjardins – Social
- Adam Kmetz – Social
- Emily Kmetz – Social
- Beth Allison – Social
- Christopher Barbanti – Social
- Brian Hogan – Social
- Michael Landry – Social
- Michael Harris – Social
- Grace Finneral – Social
- Robert Merrill – Social

- Daniel Towne – Social
- Kate Ingles – Social
- Jon Bullock – Social
- Rick DiTrapano – Social
- Adam Dowling – Social
- Michael Talbot – Social
- Richard Tansino – Social
- Michael Macaуда – Social
- Mike Dexter - Social

The following changes are submitted:

- Glenn Thoene – Regular A to Regular AB
- Par Archfield – Senior Limited to Social

Motion by Jim Moriarty, seconded by Dennis Moriarty to approve the two requests for a donation of a foursome with carts to the Merrimack Valley Food Bank and Middlesex Community College. as per above. Vote unanimous - Motion passed.

Motion by Shaun McCarty, seconded by Pat Donovan to approve the request for \$200 to the Women's City Tournament sponsor book. Vote unanimous - Motion passed.

Motion by Shaun McCarty, seconded by Diane Murphy to approve the two (2) changes and thirty (30) new Social members, as listed above. Vote unanimous - Motion passed.

Motion by Pat Donovan, seconded by Shaun McCarty to accept the minutes of the 4/11/23 regular meeting, the minutes of the 4/15/23 special meeting, and the Secretary's report. Vote unanimous - Motion passed.

TREASURER'S REPORT – Sean Moriarty

Sean distributed the financial reports through 4/30/23 (attached); all Regular members were paid by the 5/15/23 deadline; initiation fees have been move to the restricted fund per policy; much or the member A/R is down since 4/30 – continue to review and chase; insurance increase at 7% (reviewing deductibles); reviewing Accounts Receivables (primarily dues), especially cleaning up Youth and Juniors; proceeding with ERTC funds process; adjusted process so kitchen is now being 'paid' weekly as requested (F&B charges); agreed to revisit paying golfer fees with Ladies Division; to review capital expenses next month; seal coating of parking lots was approved last year, postponed due to weather; Restricted Fund withdrawal process to be reviewed (attached);.

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

HOUSE COMMITTEE – Diane Murphy

Diane reported the kitchen is doing very well, pursuing a television to display menus in the kitchen; stage cleanup is substantially complete; new water/ice dispenser (\$5K-6K) and enclosure (\$6K) planned for outside main entry (to replace previous unit in vestibule), unit will be moved indoors during winter; quotes for new sound system received (\$15K to \$30K) for upstairs, downstairs, patio, etc. – to get quote for downstairs only for next meeting; need to work with Sean T. on hiring and training procedures for staff – emphasizing we are trying to move from a ‘bar’ model to a more member friendly ‘service’ model; proposal to add three additional hi top tables with four seats each to the patio (estimate \$12K) – tabled for time being.

Motion by Sean Moriarty, seconded by Shaun McCarty to purchase the outside water/ice dispenser unit, not to exceed \$13K, and a new dishwasher for the downstairs bar, not to exceed \$6K - Vote unanimous - Motion passed.

Also, when asked there was some confusion over why the complimentary candy was removed from the downstairs lounge – it was agreed that Gail be permitted to again offer candy to members, and that complimentary snacks (e.g., goldfish, Chex mix, etc.) also should be made available.

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

GREENS COMMITTEE – Jim Moriarty

Jim reported we have a new neighbor behind # 4 green, as the property recently changed hands – agreed to get the contact information and send an introductory letter; obtaining quotes for fencing for the back, left of # 4, after NGRID work; may need to examine crew salaries, as there appears to be some employee poaching in the industry; along those lines, an employee recently obtained a job related certificate and asked about reimbursement; looking into the possibility of solar panels for the barn/garage roof; NEPGA Veterans Day held today at Mount Pleasant – 40 plus veterans were entertained, special thanks to Joel and staff and Mike and the kitchen staff.

Motion by Sean Moriarty, seconded by Jim Moriarty to approve a 50% employee reimbursement (\$1,300) payment in this instance for employment related education, if employee stays employed through December 2024. Vote unanimous - Motion passed.

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

TOURNAMENT COMMITTEE – Brian Gleason

Brian reported the Spring Member/Member was a ‘wet’ success, with special thanks to Joel, Mike and staffs for their efforts; May Member/3Guest registration is light in the morning and full in the afternoon; June Member/3Guest is almost full; notices will go out to Limited’s and Socials as dates approach; City qualifying coming up, Meadow/Mount is full, and Mother’s Day and Memorial Day events; this Tuesday 192 golfers played a total of 292 9-hole rounds of golf. Note: Handicap Chair is reviewing apparent discrepancies between tournament scores as posted in Fore Tees, and GHIN scores posted for the same round.

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

COMMUNICATIONS COMMITTEE – Shaun McCarty

Shaun had no formal report, emails are going well.

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

OLD BUSINESS

Kitchen Status

Covered under House Committee.

NEW BUSINESS

Sean Tully – Q2 Review & Update

Taken Out of Order

Chuck Malatesta – Q2 Review

Taken Out of Order

Finance Review Committee - Jay Dineen

Taken Out of Order

Ladies Division Representatives – Joanne Soulard and Joann Wynkoop

Taken Out of Order

There being no further business,

Motion by Pat Donovan, seconded by Dennis Moriarty to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 9:42 p.m.

NEXT MEETING
Monday, June 26, 2023
at 6:30 p.m.

Respectfully Submitted,

Bob McLeod,
Secretary

Mt Pleasant Golf Club
Financial Summary & Notes
April 30, 2023

REVENUES	DEPT	YTD		YEAR END		Actual vs Budget (Worse)	Forecast	Year over Year 2023 vs 2022	
		ACTUAL	BUDGET	FORECAST	BUDGET			ACTUAL	Inc(Dec)
Dues & Assessments		541,222	526,988			\$ 14,234	\$ 0	472,192	69,030
Initiation Fees		26,500	0			26,500	0	15,200	11,300
Late Fees		6,200	8,000			(1,800)	0	6,900	(700)
Bar Income		231,788	160,500			71,288	0	192,139	39,649
ATM Income		813	1,300			(487)	0	742	71
Cart Rental Income		15,961	18,000			(2,039)	0	14,920	1,041
Greens Fee Income		3,240	3,000			240	0	3,700	(460)
F&B Card Income		8,315	6,000			2,315	0	10,242	(1,927)
Interest Income		3,462	0			3,462	0	137	3,325
Hall Rental		13,500	10,300			3,200	0	6,600	6,900
Linen Rental		6,400	0			6,400	0	3,900	2,500
Donation Income		0	0			0	0	64	(64)
Other Income		83	1,100			(1,017)	0	5	78
DEPARTMENTAL REVENUES		857,484	735,188	0	0	122,296	116.6%	726,741	130,743
COGS-Bar		89,220	52,260			(36,960)	0	75,719	13,501
COGS-Kitchen		0	2,000			2,000	0	0	0
COGS-Function		1,130	2,250			1,120	0	3,149	(2,019)
Course		264,388	252,744			(11,644)	0	244,766	19,622
House		177,914	174,730			(3,184)	0	167,441	10,473
Tournament		72,567	109,555			36,988	0	70,691	1,876
General & Administrative		145,818	131,770			(14,048)	0	141,129	4,689
DEPARTMENTAL EXPENSES		751,038	725,309	0	0	(25,729)	103.5%	702,895	48,143
Profit(Loss)		106,447	9,879	0	0	96,568	1077.5%	23,846	82,601
Interest Expense		15,013	15,000			(13)	0	15,934	(921)
Real Estate Taxes		28,852	30,000			1,148	0	28,739	113
Depreciation		82,497	87,000			4,503	0	79,392	3,105
Other Expense		0	0			0	0	0	0
Total Other		126,363	132,000	0	0	5,637	95.7%	124,065	2,298
Profit(Loss)		(19,916)	(122,121)	0	0	102,205	16.3%	(100,219)	80,303

MT Pleasant Golf Club
Financial Summary & Notes
April 30, 2023

Detail Snap Shot - Key Expense Accounts

Course Expense	DEPT	April 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		137,805	134,079	(3,726)
Employee Insurance		16,825	17,856	1,031
Course Seed & Fertilizer		47,268	46,000	(1,268)
Equipment R&M		19,073	10,000	(9,073)
Course R&M		26,717	15,600	(11,117)
Course Fuel		3,866	8,000	4,134
Totals		251,556	231,535	(20,021)

Timing-Annual Pre-Buy
Timing
\$27K Credit to Be applied in May
Timing

House Expense	DEPT	April 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		48,903	49,750	847
Salaries & Wages - House		55,618	53,959	(1,659)
Employee Insurance		16,713	20,442	3,729
House Service Contracts		33,155	18,000	(15,155)
House R&M		8,332	10,000	1,668
House Supplies		5,460	7,002	1,542
Totals		168,180	159,153	(9,027)

Timing

Tournament Expense	DEPT	April 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		51,255	83,709	32,454
Employee Insurance		2,066		(2,066)
Cities Expense		6,129	7,068	939
2 Day Member Guest		0	0	0
Misc Expense		3,580	1,200	(2,380)
Totals		63,030	91,977	28,947

Savings in Nov & Dec C Gentle

2022 Tournaments

G&A	DEPT	April 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Bad Debt		0	900	700
Computer Software		11,596	10,002	(1,594)
Credit Card Fees		12,903	9,900	(3,003)
Club Liability Insurance		21,254	22,596	1,342
BOD Expense		7,106	3,900	(3,206)
Bookkeeping		6,530	9,000	2,470
RE Taxes		28,852	30,000	1,148
Electric		30,281	42,000	11,719
Gas		10,982	9,000	(1,982)
Telecommunications		6,111	6,600	489
Totals		135,815	143,898	8,083

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	April 2023	April 2022
Cash		
Operating & Payroll	91,175	190,393
Money Market	576,363	500,164
Restricted	359,469	314,338
House Banks	1,800	1,800
Course Petty Cash	200	200
Total Cash	1,029,006	1,006,915
Receivables		
Members	60,202	52,255
Other Receivables	0	0
Bad Debt Allowance	-2,530	-2,530
Net Receivables	57,672	49,725
Other Assets		
Inventories	23,220	18,203
Prepaid Expenses	55,215	43,943
Other Current Assets	1,000	1,000
Total Other Assets	79,435	63,146
Total Current Assets	1,166,113	1,119,786
Fixed Assets		
Land and Land Improvements	136,709	136,709
Buildings	548,402	548,402
Course Improvements	1,280,728	1,231,631
Course Equipment	691,780	679,436
Golf Carts	163,693	163,693
Office & EDP Equipment	125,585	125,585
Furniture Fixtures & Equip	342,830	335,065
Building Improvements	1,663,855	1,657,831
Less Accumulated Depreciation	-2,834,272	-2,628,036
Total Fixed Assets	2,119,309	2,250,316
TOTAL ASSETS	3,285,423	3,370,102
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	89,757	125,721
Prepaid Food & Bev	192,037	143,837
Prepaid Member Dues	479,941	472,784
Quimet Scholarship	15,540	15,157
Accrued Payroll	16,344	12,765
Leases Payable	173,901	241,803
National Grid Easement	84,713	84,713
Accrued Other	7,196	15,137
Total Current Liabilities	1,059,429	1,111,917
Long Term Liabilities		
Long Term Debt	649,056	690,203
Bonds Payable	0	0
Total Long Term Liabilities	649,056	690,203
Equity		
Retained Earnings Current YR	-19,916	-100,219
Members Equity	1,596,854	1,668,201
Total Equity	1,576,938	1,567,982
TOTAL LIABILITIES & EQUITY	3,285,423	3,370,102

Mt Pleasant Golf Club

Gross Margin - Bar Receipts

	2023		2022		2021		2020		2019	
	Revenue	Cost of Sales \$	Revenue	Cost of Sales \$	Revenue	Cost of Sales \$	Revenue	Cost of Sales \$	Revenue	Cost of Sales \$
		Cost of Sales %		Cost of Sales %		Cost of Sales %		Cost of Sales %		Cost of Sales %
November	\$ 40,965	\$ 15,441	\$ 34,918	\$ 9,599	\$ 21,701	\$ 12,387	\$ 39,230	\$ 15,845	\$ 39,913	\$ 12,376
December	\$ 35,079	\$ 12,742	\$ 27,432	\$ 12,065	\$ 11,650	\$ 6,832	\$ 30,095	\$ 5,369	\$ 31,181	\$ 9,750
January	\$ 28,440	\$ 6,037	\$ 25,336	\$ 7,446	\$ 11,608	\$ 4,714	\$ 29,634	\$ 11,369	\$ 20,259	\$ 3,204
February	\$ 31,907	\$ 7,922	\$ 24,645	\$ 9,438	\$ 15,672	\$ 6,350	\$ 31,622	\$ 13,438	\$ 30,687	\$ 14,621
March	\$ 43,126	\$ 17,743	\$ 30,554	\$ 18,385	\$ 17,489	\$ 10,397	\$ 19,436	\$ 10,450	\$ 37,290	\$ 12,492
April	\$ 52,272	\$ 20,978	\$ 49,254	\$ 18,786	\$ 35,548	\$ 20,859	\$ -	\$ -	\$ 37,285	\$ 23,123
May			\$ 71,818	\$ 22,930	\$ 52,222	\$ 22,460	\$ 2,889	\$ 1,009	\$ 51,397	\$ 20,125
June			\$ 82,891	\$ 26,142	\$ 73,185	\$ 20,241	\$ 42,039	\$ 16,033	\$ 67,275	\$ 14,498
July			\$ 75,613	\$ 20,317	\$ 61,144	\$ 23,439	\$ 58,401	\$ 23,580	\$ 65,953	\$ 26,212
August			\$ 64,283	\$ 21,925	\$ 52,478	\$ 9,779	\$ 55,761	\$ 10,889	\$ 57,502	\$ 11,986
September			\$ 73,444	\$ 18,170	\$ 52,695	\$ 17,712	\$ 42,334	\$ 8,101	\$ 53,745	\$ 16,201
October					\$ 51,836	\$ 13,171	\$ 32,845	\$ 18,636	\$ 41,009	\$ 5,292
YTD	\$ 231,789	\$ 80,863	\$ 560,188	\$ 185,203	\$ 457,229	\$ 168,291	\$ 384,286	\$ 134,719	\$ 533,496	\$ 169,880
APRIL YTD	\$ 231,789	\$ 80,863	\$ 192,139	\$ 75,719	\$ 113,668	\$ 61,539	\$ 150,017	\$ 56,471	\$ 196,615	\$ 75,566
			65.1%	65.1%	66.9%	63.2%	64.9%	62.4%	68.2%	61.6%

Board of Directors Regular Meeting

Wednesday, April 20, 2022

Excerpt from NEW BUSINESS

Restricted Account

In 2021, the Club established a Restricted Account to have funds available for emergency purposes or long-term improvements to the club, its property and its equipment. The fund is expected to grow by the addition of initiation fees collected on an annual basis. The Treasurer and Finance Review Committee have recommended that requests to draw from this Fund be not less than \$15,000 (smaller amounts are expected to be supported by the club's normal operating budget).

Motion by Brian Gleason, seconded by Shaun McCarty that in order for funds to be spent from this account, a proposal (minimum \$15K) must first be submitted to the Finance Review Committee for their recommendation, and then presented to the Board of Directors. Upon a majority vote by the full Board of Directors, the appropriate funds can be moved and used for the proposed purposes. (Per By Laws, Article IV, Section 2, any such proposal that exceeds 5% of the Club's prior year's operating expenses, will require the approval of the majority of members voting at a Special or Annual Meeting of the Club.) Vote unanimous – Motion passed.