

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, July 26, 2023

President Donna McMahon called the meeting to order at 6:29 p.m. with eight (8) board members present, and Sean Moriarty unable to attend.

At 6:31 p.m. Larry Howarth entered the meeting

NEW BUSINESS – Request to Appear Larry Howarth (Taken Out of Order)

Larry asked to appear to discuss the plaques in the downstairs and what the process was to keep them updated – as an example, he had a hole in one four years ago, but to date his name has not been added to the plaque. After some discussion, it was agreed that while it's been handled differently over the years (e.g., sometimes the President, sometimes the Tournament Chair, etc.) it has been too inconsistent and lacking oversight. Agreed, that over the next few months the board will assign specific responsibilities and time lines to individuals, and add same to board of director's calendar for oversight. Larry thanked the board for their attention to this.

At 6:40 p.m. Larry Howarth left the meeting.

At 6:42 Sean Tully entered the meeting.

NEW BUSINESS – Sean Tully Q3 Review & Monthly Status

Sean reported July has been busy despite all the rain and weather; Sean agreed to check with the vendor regarding sealing and lining the parking lots (to include pathways to clubhouse and around patio), trying to schedule for Monday (9/11) and Tuesday (9/12) when the course is closed for aeration; the new outdoor ice maker is not keeping up with demand – exploring returning for larger capacity unit, or supplementing with standalone ice cooler; downstairs sound system has been installed (\$6,350) – Joel has asked about expanding to include patio and first tee (tabled for now); agreed to get quotes to install fiber optics to increase Wi-Fi bandwidth (Comcast and Verizon); need to address downstairs restrooms (deep cleaning, sanitizer, exhaust

system) and water pressure in the showers; door to sun porch leaking – will get vendors to inspect and provide quotes; Bose speakers refunded \$2K; Brian Campbell filling out paperwork for License Commission and Lottery in advance of ball drop and queen of clubs; Lost & Found area (outside card room) and clutter inside locker room needs to be cleaned out; bag room doors and pro shop windows need minor repairs; downstairs dishwasher issues resolved; need to develop facility inventory/analysis (e.g., sump pump in bag room and ladies locker room; carpet replacement; update keys and locks, etc.) and detail operational policies and procedures.

At 7:21 p.m. Sean Tully left the meeting.

SECRETARY – Bob McLeod

Minutes of the 6/26/23 regular meeting were presented for review.

Motion by Jim Moriarty, seconded by Shaun McCarty to accept the minutes of the 6/26/23 regular meeting as amended. Vote unanimous - Motion passed.

Correspondence

- From Lowell Catholic, thank you for the recent donation to their fundraiser – accepted;
- From Kristy Williams Memorial Foundation, request for donation for their annual fundraiser on September 15th, from Declan Regan;
- From Greater Lowell Youth Skating Association, request for donation for their annual fundraiser on August 18th, from Dave Ducharme;
- From Ronan/McKay Jimmy Fund Golf Classic, request for a donation and hole sponsorship (\$150) for their August Tournament, from Brendan Flynn;
- From Gael Ouellette requesting permission for two (2) foursomes of Guests to play Saturday morning, October 28, prior to her daughter's wedding reception that afternoon in the upstairs hall;
- From Elizabeth Bennett, resigning Social membership - accepted;
- From Jack Hutchings, application for Junior membership – placed on file (no openings at present);
- From Owen Sullivan, application for Social/Limited/Regular membership;
- From Jack Powderly, application for Social/Limited/Regular membership;
- From Bill Galvin, application for Social/Limited/Regular membership;
- From Thomas B. Stafford, application for Social membership;
- From Cheryl Allwood, application for Social membership;
- From Kristin Greenquist, application for Social membership.

Membership

The following candidates are submitted for membership:

- Owen Sullivan – Social
- Jack Powderly – Social

- Bill Galvin – Social
- Thomas B. Stafford – Social
- Cheryl Allwood – Social
- Kristin Greenquist - Social

Motion by Pat Donovan, seconded by Dennis Moriarty to approve the four requests as listed above (i.e., Williams, GLYSA, Jimmy Fund, and Ouellette). Vote unanimous - Motion passed.

Motion by Shaun McCarty, seconded by Brian Gleason to approve the six (6) new Social members, as listed above. Vote unanimous - Motion passed.

Also, Jim Moriarty reported the new owners of the 70 Olde Canal Drive property (behind # 4 green) are Osprey Unlimited Properties, LLC of Scarborough, Maine – we will seek a local contact.

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

TREASURER’S REPORT – Sean Moriarty

In his absence, Sean emailed his notes and financial reports through 6/30/23 (attached).

Motion by Jim Moriarty, seconded by Pat Donovan to accept the Treasurer’s report. Vote unanimous - Motion passed.

HOUSE COMMITTEE – Diane Murphy

Diane reported much of the House report was covered under Sean Tully’s status report; the Ball Drop is scheduled for the Pro’s Party on September 16th (logistics being worked out); the fall Gala is scheduled for October 27th – details to follow.

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

GREENS COMMITTEE – Jim Moriarty

Jim forwarded Chuck’s report on the challenges this year due to weather: forced to use ropes to control cart damage; ‘wet wilt’ (when standing rain water overheats in 90-degree sun before drying out; heat and humidity produces breeding ground for disease – forced to spray every 8-12 days instead of every 21 days (chemicals over budget); on a positive note, we have not had to purchase City water this year (i.e., water usage is down two to three million gallons per month in June and July). Also, the gatehouse between # 4 green and # 5 tee box (this controls the flow of City water) needs a new backflow valve – obtaining quotes.

Jim also stated mix boxes have been added on # 6 and # 7 tee boxes; ambassador teams are out there; stones on Heelon and Wheeler bridges will be addressed in Sept./Oct.; the MGA has reviewed the course and is establishing new tee box locations and course rating; five (5) red handicap cart flags obtained and are in the pro shop; agreed to acquire sign for back lot stating 'Deliveries Only – Not an Entrance' for gate.

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

TOURNAMENT COMMITTEE – Brian Gleason

Brian reported the recent Member/3 Guest was salvaged despite heavy rain; the 2 Day Member/Guest was completed, although three groups finished in the dark – food was great all day, but some issues with the end of day; Over 50/Under 50, canceled due to rain, will not be rescheduled.

Two issues raised: Ladies Red, White, and Blue Tournament was not a shotgun start, and several men's groups were interspersed; tried to move Ladies Member/Member to play 18 holes, unsuccessfully – Brian to address.

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

COMMUNICATIONS COMMITTEE – Shaun McCarty

Everything good, 'open bar' retracted, seeking additional information for in house TV's.

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

OLD BUSINESS

Sean Tully – Q3 Review & Update (Taken Out of Order)

NEW BUSINESS

Request to Appear – Larry Howarth (Taken Out of Order)

MISCELLANEOUS

Jim Moriarty reported that the Ouimet Bag Tag program is increasing this year from \$60 to \$75 annually – agreed to provide a member notice in October prior to dues being sent out.

There being no further business,

Motion by Diane Murphy, seconded by Pat Donovan to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 9:21 p.m.

NEXT MEETING
Monday, August 21, 2023
at 6:30 p.m.

Respectfully Submitted,

Bob McLeod,
Secretary

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

| REVENUES | DEPT | YTD | | YEAR END | | Actual vs Budget | | Forecast | Year over Year | |
|------------------------------|------|------------------|------------------|----------|----------|------------------|----------------|----------|------------------|----------------|
| | | ACTUAL | BUDGET | FORECAST | BUDGET | \$ | % | | 2023 vs 2022 | ACTUAL |
| Dues & Assessments | | 693,679 | 679,784 | | | 13,895 | 102.0% | 0 | 611,131 | 82,548 |
| Initiation Fees | | 26,500 | 0 | | | 26,500 | 0.0% | 0 | 15,200 | 11,300 |
| Late Fees | | 6,300 | 8,000 | | | (1,700) | 0.0% | 0 | 6,200 | 100 |
| Bar Income | | 399,636 | 300,500 | | | 99,136 | 133.0% | 0 | 346,849 | 52,787 |
| ATM Income | | 1,476 | 1,900 | | | (424) | 77.7% | 0 | 1,256 | 220 |
| Cart Rental Income | | 65,834 | 58,000 | | | 7,834 | 113.5% | 0 | 58,304 | 7,530 |
| Greens Fee Income | | 37,313 | 37,000 | | | 313 | 100.8% | 0 | 34,741 | 2,572 |
| F&B Card Income | | 8,315 | 6,000 | | | 2,315 | 0.0% | 0 | 10,242 | (1,927) |
| Interest Income | | 5,656 | 0 | | | 5,656 | 0.0% | 0 | 207 | 5,449 |
| Hall Rental | | 22,100 | 14,300 | | | 7,800 | 154.5% | 0 | 7,650 | 14,450 |
| Linen Rental | | 8,950 | 4,000 | | | 4,950 | 100.0% | 0 | 3,126 | 5,824 |
| Donation Income | | 0 | 0 | | | 0 | 0.0% | 0 | 64 | (64) |
| Other Income | | 120,859 | 1,500 | | | 119,359 | 8057.2% | 0 | 5 | 120,854 |
| DEPARTMENTAL REVENUES | | 1,396,617 | 1,110,984 | 0 | 0 | 285,633 | 125.7% | 0 | 1,094,975 | 301,642 |
| COGS-Bar | | 152,632 | 97,844 | | | (54,788) | 156.0% | 0 | 126,477 | 26,155 |
| COGS-Kitchen | | 3,086 | 6,000 | | | 2,914 | 0.0% | 0 | 3,000 | 86 |
| COGS-Function | | 3,297 | 3,000 | | | (297) | 109.9% | 0 | 3,789 | (492) |
| Course | | 375,725 | 341,956 | | | (33,769) | 109.9% | 0 | 350,315 | 25,410 |
| House | | 245,856 | 234,710 | | | (11,146) | 104.7% | 0 | 228,120 | 17,736 |
| Tournament | | 127,321 | 151,235 | | | 23,914 | 84.2% | 0 | 116,221 | 11,100 |
| General & Administrative | | 206,687 | 189,214 | | | (17,473) | 109.2% | 0 | 182,342 | 24,345 |
| DEPARTMENTAL EXPENSES | | 1,114,605 | 1,023,959 | 0 | 0 | (90,646) | 108.9% | 0 | 1,010,264 | 104,341 |
| Profit(Loss) | | 282,012 | 87,025 | 0 | 0 | 194,987 | 324.1% | 0 | 84,711 | 197,301 |
| Interest Expense | | 19,938 | 20,000 | | | 62 | 99.7% | 0 | 21,172 | (1,234) |
| Real Estate Taxes | | 38,386 | 40,000 | | | 1,614 | 96.0% | 0 | 38,132 | 254 |
| Depreciation | | 109,997 | 116,000 | | | 6,003 | 94.8% | 0 | 105,856 | 4,141 |
| Other Expense | | 0 | 0 | | | 0 | 0.0% | 0 | 0 | 0 |
| Total Other | | 168,321 | 176,000 | 0 | 0 | 7,679 | 95.6% | 0 | 165,160 | 3,161 |
| Profit(Loss) | | 113,691 | (88,975) | 0 | 0 | 202,666 | -127.8% | 0 | (80,449) | 194,140 |

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

Detail Snap Shot - Key Expense Accounts

| Course Expense | DEPT | May 2023 YTD | | |
|--------------------------|------|----------------|----------------|-----------------|
| | | ACTUAL | BUDGET | VARIANCE |
| Salaries & Wages | | 200,562 | 179,250 | (21,312) |
| Employee Insurance | | 22,167 | 23,808 | 1,641 |
| Course Seed & Fertilizer | | 70,790 | 66,000 | (4,790) |
| Equipment R&M | | 23,504 | 10,000 | (13,504) |
| Course R&M | | 20,717 | 25,000 | 4,283 |
| Course Irrigation | | 7,149 | 2,760 | (4,389) |
| Course Fuel | | 7,517 | 8,000 | 483 |
| Totals | | 352,405 | 314,818 | (37,587) |

4 Sprinkler Heads \$2.4K and 400 Feet of Pipe \$1.6K

| House Expense | DEPT | May 2023 YTD | | |
|--------------------------|------|----------------|----------------|-----------------|
| | | ACTUAL | BUDGET | VARIANCE |
| Salaries & Wages - Bar | | 70,463 | 66,596 | (3,867) |
| Salaries & Wages - House | | 75,460 | 72,231 | (3,229) |
| Employee Insurance | | 20,462 | 26,856 | 6,394 |
| House Service Contracts | | 39,800 | 24,000 | (15,800) |
| House R&M | | 14,335 | 14,000 | (335) |
| House Supplies | | 11,100 | 9,336 | (1,764) |
| Totals | | 231,620 | 213,019 | (18,601) |

Daily Cleaning, Trash, Snow Removal, Pest Control, Tap Cleaning

| Tournament Expense | DEPT | May 2023 YTD | | |
|--------------------|------|----------------|----------------|---------------|
| | | ACTUAL | BUDGET | VARIANCE |
| Salaries & Wages | | 90,797 | 112,213 | 21,416 |
| Employee Insurance | | 10,442 | 9,224 | (1,218) |
| Cities Expense | | 5,340 | 3,500 | (1,840) |
| 2 Day Member Guest | | 0 | 0 | 0 |
| Misc Expense | | 3,508 | 1,600 | (1,908) |
| Totals | | 110,086 | 126,537 | 16,451 |

Men's & women's Cities Expenses

2022 Tournaments

| G&A | DEPT | May 2023 YTD | | |
|--------------------------|------|----------------|----------------|----------------|
| | | ACTUAL | BUDGET | VARIANCE |
| Bad Debt | | 0 | 5,336 | 5,136 |
| Computer Software | | 15,825 | 13,336 | (2,489) |
| Credit Card Fees | | 18,840 | 12,000 | (6,840) |
| Club Liability Insurance | | 29,078 | 30,147 | 1,069 |
| BOD Expense | | 7,343 | 5,200 | (2,143) |
| Bookkeeping | | 9,230 | 12,000 | 2,770 |
| RE Taxes | | 38,336 | 40,000 | 1,664 |
| Electric | | 48,984 | 56,000 | 7,016 |
| Gas | | 12,091 | 12,000 | (91) |
| water | | 9,744 | 2,800 | (6,944) |
| Telecommunications | | 9,946 | 8,800 | (1,146) |
| Totals | | 199,617 | 197,619 | (1,998) |

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

Budget based on expected large increases in 2023

Carry over on November Bill from 2022

Comcast and Phone

Mt Pleasant Golf Club
Summary Balance Sheet

| ASSETS | June | June |
|---------------------------------------|------------------|------------------|
| Cash | 2023 | 2022 |
| Operating & Payroll | 52,948 | 22,657 |
| Money Market | 381,558 | 450,226 |
| Restricted | 396,468 | 316,248 |
| House Banks | 1,800 | 1,800 |
| Course Petty Cash | 200 | 200 |
| Total Cash | 832,973 | 791,131 |
| Receivables | | |
| Members | 33,527 | 33,350 |
| Other Receivables | 0 | 0 |
| Bad Debt Allowance | -2,530 | -2,530 |
| Net Recievables | 30,997 | 30,820 |
| Other Assets | | |
| Inventories | 23,220 | 18,203 |
| Prepaid Expenses | 34,734 | 24,494 |
| Other Current Assets | 1,000 | 1,000 |
| Total Other Assets | 58,954 | 43,697 |
| Total Current Assets | 922,924 | 865,648 |
| Fied Assets | | |
| Land and Land Improvements | 136,709 | 136,709 |
| Buildings | 548,402 | 548,402 |
| Course Improvements | 1,280,728 | 1,238,185 |
| Course Equipment | 691,780 | 679,436 |
| Golf Carts | 163,693 | 163,693 |
| Office & EDP Equipment | 125,585 | 125,585 |
| Furniture Fixtures & Equip | 364,122 | 335,065 |
| Building Improvements | 1,663,855 | 1,657,830 |
| Less Accumulated Depreciation | -2,861,772 | -2,654,500 |
| Total Fixed Assets | 2,113,102 | 2,230,405 |
| TOTAL ASSETS | 3,036,026 | 3,096,053 |
| LIABILITIES AND EQUITY | | |
| Current Liabilities | | |
| Accounts Payable | 71,645 | 66,540 |
| Prepaid Food & Bev | 123,760 | 91,129 |
| Prepaid Member Dues | 306,692 | 318,765 |
| Ouimet Scholarship | 0 | 15,157 |
| Accrued Payroll | 12,220 | 9,541 |
| Leases Payable | 152,122 | 221,880 |
| National Grid Easement | 0 | 84,713 |
| Accrued Other | 21,675 | 20,401 |
| Total Current Liabilities | 688,114 | 828,126 |
| Long Term Liabilites | | |
| Long Term Debt | 642,027 | 683,488 |
| Bonds Payable | 0 | 0 |
| Total Long Term Liabilities | 642,027 | 683,488 |
| Equity | | |
| Retained Earnings Current YR | 113,691 | -80,449 |
| Members Equity | 1,592,194 | 1,664,888 |
| Total Equity | 1,705,885 | 1,584,439 |
| TOTAL LIABILITIES & EQUITY | 3,036,026 | 3,096,053 |