

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, September 20, 2023

President Donna McMahon called the meeting to order at 6:28 p.m. with eight (8) board members present, and Diane Murphy unable to attend.

At 6:28 p.m. Chuck Malatesta entered the meeting

OLD BUSINESS – Chuck Malatesta Q3 Review (Taken Out of Order)

Chuck reported obviously the course is wet, but it is in good shape considering the weather (and by comparison, to similar courses in the area); he explained that supplies, chemicals, fuel, and repair costs are all up over expectations due to all the rain; he also made a pitch for ordering a new sprayer – our current sprayer is a 2009 model, and they just announced an approximate three (3) year lead time for a new one; plans to dredge the pond on # 3 are undergoing additional research (initial quote was \$150K – seeking additional quotes and alternatives); Chuck reiterated his idea of acquiring a used, small dump truck that could be fitted with a snow plow and also they extensions/alternatives.

Aeration and top dressing of the greens has been completed; tee boxes to be done next week (were done once six weeks ago); fairways # 2, 3, 4, 5, 6 & 7 have been done – fairways # 1, 8 & 9 had issues with rocks, but will be completed; also plan to scrape/level the practice area and build up the tee box between the practice area and practice putting green.

At 7:00 p.m. Chuck Malatesta left the meeting

At 7:01 p.m. Garry Murphy entered the meeting.

NEW BUSINESS – Veteran's Day Tournament – Garry Murphy

Garry Murphy was asked to attend the meeting to discuss the Veteran's Day Tournament, to be held on Saturday, November 11th this year; there was a discussion of how the event has grown,

from a couple dozen participants playing and having lunch on the sun porch some 11 or 12 years ago, to last year's event which saw 72 participants, 38 of whom were Veterans, playing and having a meal upstairs; Garry stated he has always referred to the event as 'Veteran's Recognition Program' and not necessarily a golf tournament, and the club has always supported the event – the board restated its support of the event, but simply feels the need to now treat it as a tournament, at least from a planning and budget perspective.

Garry Murphy left the meeting at 7:31 p.m.

After a brief discussion and review,

Motion by Jim Moriarty, seconded by Brian Gleason that the board allocate \$1K to the event to cover meals for Veterans, agree to waive any greens fees and/or cart fees for Veterans, and that the Tournament Chair will work with the Pro Shop and Kitchen to coordinate meal costs and entry fees for non-Veterans. Vote unanimous - Motion passed.

At 7:32 p.m. Joel Jenkins entered the meeting.

NEW BUSINESS – Joel Jenkins – Q3 Review (Taken Out of Order)

Joel stated he's started looking ahead to next year and working on the budget; he floated the idea of adding a new position to address the system demands, particularly Fore Tees, Golf Genius, etc.; his other wish list item was adding a bunker to the instruction area adjacent to # 3 tee; he is working with Nick, who has decided to enter the PGA Professionals Program and will return next year; he was also seeking some clarity/commitment regarding the simulator program this year, hoping to start programs after January 1st in the upstairs hall – it was unanimously agreed to support simulator activities, while also recognizing hall rentals and revenue are increasing and approaching pre-COVID levels (and assist in maintaining bar margins and pricing).

Agreed: to have Sean Moriarty meet with Sean Tully to work out a mutually agreeable schedule that attempts to accommodate both demands.

At 7:57 p.m. Joel Jenkins left the meeting.

SECRETARY – Bob McLeod

Minutes of the 8/21/23 regular meeting were presented for review.

Motion by Brian Gleason, Jim Moriarty to accept the minutes of the 8/21/23 regular meeting as presented. Vote unanimous - Motion passed.

Correspondence

- From the Chelmsford Police Athletic League requesting a donation for their annual fundraiser in September, from Dave MacKenzie;
- From the Boys and Girls Club of Greater Lowell requesting a donation for their annual fundraiser in December, from Sean Moriarty;
- From the Jeanne Winn Memorial Golf Tournament, requesting a donation for their annual fundraiser, from Phil Regan;
- From Dave Mungovan, requesting Guest Vouchers (greens and cart fees) for Dennis Upton and Jack Crowley in appreciation for their decades of service in running the Tuesday Twi League;
- From the Committee to Elect John Descoteaux requesting the non-exclusive use of the sun porch on election night, from Paul Dubuque - agreed;
- From the Wednesday night cribbage league requesting they again be allowed the shared use of the downstairs lounge on Wednesday evenings from September to mid-April, from Bob McMahon - agreed;
- From John Callery, application for Limited/Regular membership – placed on file;
- From Patrick Carney, application for Social membership;
- From Max Cornier, application for Social membership.

Membership

The following two (2) candidates are submitted for membership:

- Patrick Carney – Social
- Max Cornier – Social

Motion by Shaun McCarty, seconded by Dennis Moriarty to approve the four (4) donations of a foursome with carts as above (CPAL, B&GCGL, JWMGT, and Upton & Crowley).
Vote unanimous - Motion passed.

Motion by Pat Donovan, seconded by Dennis Moriarty to approve the two (2) new Social members, as listed above. Vote unanimous - Motion passed.

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

TREASURER'S REPORT – Sean Moriarty

Sean provided the August financials (attached); revenue continues to beat the budget but for the first time this year August bar revenue was flat over last year, and cart income was below budget – indicative of the weather and closings last month; hall income is above budget, and helping us maintain our overall margins and keep bar prices down; \$90K YTD in capital expenses, with a few more projects planned; cash position is stable and we should be good through the end of the

year; started the 2024 budget process (exploring modest dues increase and staff raises) and working with the Finance Review Committee.

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

HOUSE COMMITTEE – Diane Murphy

A brief recap in Diane's absence, the Ball Drop is scheduled for Saturday, September 30th, and the Gala for Friday, October 27th (tickets \$50, four-piece band, open bar, 'cocktail attire'); also, a thank you to Sean Tully and staff for their hard work at the Pro's Party – the service was excellent.

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

GREENS COMMITTEE – Jim Moriarty

Jim stated that Chuck's review covered most issues; there was a discussion of the last-minute windstorm just prior to the start of the Member/Member Tournament, and it was agreed that the few 'major' tournaments require additional attention and staffing.

Given the importance of the Sprayer, the amount of use it received recently and extended lead time for delivery:

Motion by Jim Moriarty, seconded by Pat Donovan to place a cancellable order for the new Toro Sprayer, as specified by Chuck, in order to get in the queue and ensure our ability to acquire when the time comes. Vote unanimous - Motion passed.

As a contingency, Dennis Moriarty will review other options, and Chuck will be instructed to start ordering spare parts for the current Jacobsen Sprayer that is being discontinued.

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

TOURNAMENT COMMITTEE – Brian Gleason

Brian reported the Member/Member Tournament was an overall success; sweeps and pari-mutuels were improved (sweeps tickets need to be sold sooner next year); Calcutta was healthy; compliments on the food and Pro Shop staff.

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

COMMUNICATIONS COMMITTEE – Shaun McCarty

No report.

OLD BUSINESS

Chuck Malatesta – Q3 Review (Taken Out of Order)

Bylaw Review

Wording of proposed bylaw change to move the Annual Meeting from the first Thursday in December to the second Thursday in December reviewed and agreed to (attached).

Employee Handbook

Review pushed out as we now have several examples to review and incorporate.

NEW BUSINESS

Veteran's Day Tournament – Garry Murphy (Taken Out of Order)

Joel Jenkins – Q3 Review (Taken Out of Order)

Kitchen Agreement & Extension

Agreed that Diane Murphy, Dennis Moriarty, Bob McLeod, and Sean Tully to meet with Mike Labo and produce a draft agreement extension for next month.

Motion by Dennis Moriarty, seconded by Brian Gleason to approve a stipend of \$2,500 to Labo Catering to assist with first year startup costs, and in consideration of his agreement to extend the season and continue through the winter. Vote unanimous – Motion passed.

Review Reduced Greens Fees for the fall

Agreed: not at this time

Select Nominating Committee

Per the process specified in the bylaws, Nominating Committee members and alternates have been selected and will be contacted by the Secretary.

There being no further business,

Motion by Dennis Moriarty, seconded by Jim Moriarty to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 10:06 p.m.

NEXT MEETING
Monday, October 23, 2023
at 6:30 p.m.

Respectfully Submitted,

Bob McLeod,
Secretary

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

REVENUES	DEPT	YTD		YEAR END		Actual vs Budget		Forecast	Year over Year	
		ACTUAL	BUDGET	FORECAST	BUDGET	\$	%		ACTUAL	Inc(Dec)
						Better (Worse)				
Dues & Assessments		850,661	832,580	1,003,457	985,376	18,081	102.2%	18,081	764,891	85,770
Initiation Fees		26,500	0	26,500	0	26,500	0.0%	26,500	15,200	11,300
Late Fees		6,300	8,000	6,300	8,000	(1,700)	0.0%	(1,700)	6,200	100
Bar Income		540,136	435,500	670,136	565,500	104,636	124.0%	104,636	486,744	53,392
ATM Income		2,207	2,500	2,807	3,100	(293)	88.3%	(293)	1,930	277
Cart Rental Income		113,013	109,000	156,013	152,000	4,013	103.7%	4,013	115,153	(2,140)
Greens Fee Income		63,706	66,000	88,706	91,000	(2,295)	96.5%	(2,294)	65,900	(2,195)
F&B Card Income		8,315	6,000	8,315	6,000	2,315	0.0%	2,315	10,242	(1,927)
Interest Income		7,569	0	9,069	0	7,569	0.0%	9,069	262	7,307
Hall Rental		24,650	18,300	28,650	22,300	6,350	134.7%	6,350	14,300	10,350
Linen Rental		10,250	5,000	11,250	6,000	5,250	100.0%	5,250	5,026	5,224
Donation Income		0	0	0	0	0	0.0%	0	64	(64)
Other Income		121,241	1,900	121,641	2,300	119,341	6381.1%	119,341	5	121,236
TOTAL REVENUES		1,774,547	1,484,780	2,132,844	1,841,576	289,767	119.5%	291,268	1,485,917	288,630
COGS-Bar		199,374	141,800	241,701	183,327	(57,574)	140.6%	(58,374)	170,909	28,465
COGS-Kitchen		3,619	10,000	7,619	14,000	6,381	0.0%	6,381	3,000	619
COGS-Function		3,930	3,750	4,681	4,500	(180)	104.8%	(181)	4,475	(545)
Course		479,951	427,010	554,196	501,254	(52,941)	112.4%	(52,942)	441,773	38,178
House		315,744	293,934	374,230	352,424	(21,810)	107.4%	(21,806)	291,086	24,658
Tournament		182,063	191,160	216,324	226,221	9,097	95.2%	9,897	169,506	12,557
General & Administrative		276,915	237,414	324,868	285,364	(39,501)	116.6%	(39,504)	234,127	42,788
DEPARTMENTAL EXPENSES		1,461,597	1,305,068	1,723,619	1,567,090	(156,529)	112.0%	(156,529)	1,314,876	146,721
Profit(Loss)		312,951	179,712	409,225	274,486	133,239	174.1%	134,739	171,041	141,910
Interest Expense		24,810	25,000	29,810	30,000	190	99.2%	190	26,359	(1,549)
Real Estate Taxes		47,815	50,000	57,815	60,000	2,185	95.6%	2,185	47,999	(184)
Depreciation		162,306	170,000	166,496	174,000	7,694	95.5%	0	158,680	3,626
Other Expense		0	0	0	0	0	0.0%	0	0	0
Total Other		234,931	245,000	254,121	264,000	10,069	95.9%	2,375	233,038	1,893
Profit(Loss)		102,830	(40,288)	155,104	10,486	143,118	-255.2%	(144,618)	(35,638)	140,017

**Mt Pleasant Golf Club
Financial Summary & Notes
August 31, 2023**

Detail Snap Shot - Key Expense Accounts

Course Expense	DEPT	August 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		266,416	225,216	(41,200)
Employee Insurance		27,628	29,760	2,132
Course Seed & Fertilizer		76,723	75,000	(1,723)
Equipment R&M		28,340	14,000	(14,340)
Course R&M		30,525	33,000	2,475
Course Irrigation		7,472	3,460	(4,012)
Course Fuel		11,855	12,000	145
Totals		448,959	392,436	(56,523)

Medical, Dental, Disability, Life Workers Comp
Actual Includes Ngrid Credit of \$27K

House Expense	DEPT	August 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		90,373	83,269	(7,104)
Salaries & Wages - House		97,196	90,315	(6,881)
Employee Insurance		26,142	34,100	7,958
House Service Contracts		45,196	30,000	(15,196)
House R&M		22,617	18,000	(4,617)
House Supplies		16,088	11,670	(4,418)
Totals		297,612	267,354	(30,258)

Medical, Dental, Disability, Life Workers Comp
Daily Cleaning, Trash, Snow Removal, Pest Control, Tap Cleaning
Includes Cups for Bar

Tournament Expense	DEPT	August 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		132,924	140,266	7,342
Employee Insurance		12,685	11,780	(905)
Cities Expense		8,102	3,500	(4,602)
2 Day Member Guest		2,044	3,500	1,456
Misc Expense		3,508	2,000	(1,508)
Totals		159,263	161,046	1,783

Savings in Nov & Dec C Gentle
Medical, Dental, Disability, Life Workers Comp
Men's & women's Cities Expenses, Signs, 100th Year Event, Caddie & Player Food
Foretees & Golf Genius, 2022 Pro Tournament Expenses

G&A	DEPT	August 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Bad Debt	0	12,905	6,670	(6,235)
Computer Software		20,704	16,670	(4,034)
Credit Card Fees		24,367	15,000	(9,367)
Club Liability Insurance		37,664	37,713	49
BOD Expense		8,933	6,500	(2,433)
Bookkeeping		11,480	15,000	3,520
RE Taxes		47,815	50,000	2,185
Electric		64,533	70,000	5,467
Gas		2,490	15,000	12,510
water		11,169	3,500	(7,669)
Telecommunications		13,006	11,000	(2,006)
Totals		255,065	247,053	(8,012)

Does Not include 2 Year Socials
Jonas & TSI Support
Heavy Charging for Dues and Outside Parties
2022 Policy. 2023 begins June 2023
\$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	August 2023	August 2022
Cash		
Operating & Payroll	-14,084	47,271
Money Market	179,673	250,253
Restricted	397,607	331,274
House Banks	1,800	1,800
Course Petty Cash	200	200
Total Cash	565,196	630,798
Receivables		
Members	12,760	24,395
Other Receivables	0	0
Bad Debt Allowance	-3,530	-2,530
Net Recievables	10,230	21,865
Other Assets		
Inventories	23,220	18,203
Prepaid Expenses	31,087	32,875
Other Current Assets	1,000	1,000
Total Other Assets	55,307	52,078
Total Current Assets	630,733	704,741
Filed Assets		
Land and Land Improvements	136,709	136,709
Buildings	548,402	553,702
Course Improvements	1,280,728	1,243,071
Course Equipment	691,780	679,436
Golf Carts	163,693	163,693
Office & EDF Equipment	125,585	125,585
Furniture Fixtures & Equip	373,101	339,274
Building Improvements	1,667,855	1,657,830
Less Accumulated Depreciation	-2,889,269	-2,680,965
Total Fixed Assets	2,098,584	2,218,335
TOTAL ASSETS	2,729,316	2,923,076
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	38,722	56,889
Prepaid Food & Bev	49,871	71,823
Prepaid Member Dues	153,333	166,669
Quimet Scholarship	180	0
Accrued Payroll	9,415	24,439
Leases Payable	132,854	201,957
National Grid Easement	0	84,713
Accrued Other	14,346	11,915
Total Current Liabilities	398,721	618,405
Long Term Liabilities		
Long Term Debt	634,945	676,721
Bonds Payable	0	0
Total Long Term Liabilities	634,945	676,721
Equity		
Retained Earnings Current YR	102,830	-35,638
Members Equity	1,592,820	1,663,588
Total Equity	1,695,650	1,627,950
TOTAL LIABILITIES & EQUITY	2,729,316	2,923,076

Excerpt from Mount Pleasant GC Bylaws

ARTICLE V - Meetings

Section 1: The Annual Meeting of the Club shall be held on the **first** Thursday of December in each year, if it not be a legal holiday, and if it be a legal holiday, then on the same hour on the next succeeding day not a legal holiday. The purpose for which an annual meeting is to be held, additional to those prescribed by law, by the agreement of association and by these By-Laws, may be specified by the Board of Directors. If such annual meeting is omitted on the day herein provided therefore, a Special Meeting may be held in place thereof, and any business transacted or elections held at such meeting shall have the same effect as if transacted or held at the Annual Meeting.

Proposed change would replace "first" above with "second"

Mount Pleasant Golf Club

141 Staples Street
Lowell, Massachusetts 01851

Established 1910

(978)452-8228

October 16, 2023

NOTICE

In accordance with Article IV, Section 3, of the By-Laws of Mount Pleasant Golf Club, the following have been selected as the Nominating Committee for 2023:

Mike Bernazani
Connor Brown
George Clancy
Phil Costa

Tom Courtney
Leo Creegan, Jr.
Brad Daly

At its first meeting on October 5, 2023, the committee elected Phil Costa as Chairperson. Interviews for board members for the 2023-24 year are scheduled for:

Thursday, October 19th, from 7:00 to 8:30 p.m.;
Thursday, October 26th, from 7:00 to 8:30 p.m.;
Wednesday, November 1st, from 7:00 to 8:30 p.m.

"Article IV, Section 4 - Once the Nominating Committee has been formed, any Regular A, Senior A or Honorary member in good standing who desires consideration for a specific position on the Board must so notify the Nominating Committee at least twenty (20) days prior to the Annual Meeting. If not selected by the Nominating Committee, the name of the candidate, upon request, will be posted along with the choice of the Nominating Committee the usual ten (10) days before the Annual Meeting. Any Regular A, Senior A or Honorary member in good standing not nominated by the Nominating Committee must be nominated and seconded by two (2) voting members in order to be eligible for election to the Board of Directors. All names would then be put before the membership at the meeting for a plurality vote. The Nominating Committee shall be responsible for the nomination of persons for Honorary Membership to be voted on by the membership at the Annual Meeting of the Club. Not more than one person shall be nominated for Honorary Membership at any annual Meeting."

Bob McLeod,
Secretary
Board of Directors