

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 *

Monday, October 23, 2023

President Donna McMahon called the meeting to order at 6:33 p.m. with all nine (9) board members present.

At 6:40 p.m. Sean Tully entered the meeting

NEW BUSINESS – Sean Tully Q4 and Monthly Review (Taken Out of Order)

Sean reported the golf season is winding down, dealing with the weather's impact on events; upstairs functions are healthy, returning to pre-COVID levels; front parking lot scheduled for coating and restriping this Wednesday and Thursday mornings; getting ready to put patio furniture away for winter – will keep a few high tops and chairs outdoors; trying to schedule painting the bag room doors (drying time = 8 hours for oil paint); also to paint front stairs railing from parking lot; obtaining two quotes for leak over sun porch doorway (roof metal to stucco transition), also some stucco under the awning; Chuck P. to repair to repair ramp entrance way to upstairs hall; parking lot lights are failing and at end of life – to look into new replacements; upstairs kitchen and coolers need cleaning; to consider a door for the coat room upstairs; to meet with all bartenders regarding insuring consistent levels of service from all staff; need to explore office server and IT equipment, Windows and JONAS software upgrades due; looking at new stove for kitchen, possibly dishwasher – likely January time frame; need to bring the water/ice maker indoors for off season; there is to be no 'recycling' of plastic cups at the downstairs bar, issue to be addressed.

At 7:08 p.m. Sean Tully left the meeting

SECRETARY – Bob McLeod

Minutes of the 9/20/23 regular meeting were presented for review.

Motion by Jim Moriarty, seconded by Diane Murphy to accept the minutes of the 9/20/23 regular meeting as presented. Vote unanimous - Motion passed.

Correspondence

- From Joel and Laura Jenkins, and the family of Barbara Jekins, thank you for your kind response - accepted;
- Request the board invite John and Debbie Holmes to attend the 2024 Ken and Jeanne (formerly the Ken and John) Tournament as guests of the Board, in recognition for their many years supporting the tournament, from Bob McLeod - agreed;
- From The Paul Center, request for donation of a foursome with carts for their annual fundraiser, from Sean Moriarty;
- From Greater Lowell YMCA, request for a monetary donation – placed on file;
- From Mike Burns, regarding the entry way from the parking lot (attached) – accepted, referred to the House and Greens committees, respectively;
- From Dave Gorman, resigning Social membership - accepted;
- From Dylan Tarini, resigning Youth membership - accepted;
- From Thomas Woodlock, resigning Youth membership – accepted;
- From Jay Dinneen, requesting a change from a Regular A to a Social membership;
- From Morgan Beck, application for Youth membership – placed on file;
- From Nicholas Lafreniere, application for Youth membership – placed on file;
- From Adam Beck, application for Social/Limited/Regular membership;
- From Matthew Muise, application for Social/Junior membership;
- From Brian Hogan, application for Social membership;
- From Bill Ratcliffe, application for Social membership;
- From Aaron Sheehy, application for Social membership;
- From Tim Wilson, application for Social membership;
- From Tim Wilson, application for Social membership.

The following four (4) changes are submitted for approval

- Bill Dastou – Regular A to Senior A
- Dennis Upton – Regular A to Senior A
- Mitch Zalewski – Regular A to Senior A
- Jay Dinneen – Regular A to Social

The following seven (7) candidates are submitted for membership

- Adam Beck – Social
- Matthew Muise – Social
- Brian Hogan – Social
- Bill Ratcliffe – Social
- Aaron Sheehy – Social
- Tim Wilson – Social
- Tim Wilson – Social

Note:

- Two (2) Youth members Aging Out (C Underwood, R Adams)
- Two (2) Junior members Aging Out (E Gys, DJ King)

Motion by Jim Moriarty, seconded by Brian Gleason to approve the donation of a foursome with carts to The Paul Center. Vote unanimous - Motion passed.

Motion by Shaun McCarty, seconded by Dennis Moriarty to approve the four (4) member changes, as listed above. Vote unanimous - Motion passed.

Motion by Jim Moriarty, seconded by Dennis Moriarty to accept the seven (7) Social members, as listed above. Vote unanimous - Motion passed.

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

TREASURER'S REPORT – Sean Moriarty

Sean provided the September financials (attached); September revenue was negatively impacted by the weather (bar sales, greens and cart fees all done); the hall has done well this year tracking to \$100K in bar sales plus rental fees; expect to end the year in a strong position; two pieces of equipment expected – the seed slicer and sidewinder mower; 2024 invoices for golfing members set to go out November 15th.

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

HOUSE COMMITTEE – Diane Murphy

Diane reported the Ball Drop generated \$18,350, with \$5,000 paid out as raffle prize and \$350 for the helicopter rental, leaving a net of \$13,000; still working on an off-season events calendar; and the Celebration, scheduled for Friday (10/27) has 72 tickets sold – band is booked, passed hors d'oeuvres, a carving station, and late-night snacks, approximately 70 seats available (three tables of 8, and four tables of 10).

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

GREENS COMMITTEE – Jim Moriarty

Jim reported there's been a general cleanup of junk and equipment pieces from the barn area (Scannell Brothers to assist in disposal); still exploring quotes and options, and permit requirements for dredging the pond; aeration has been completed; weather is starting to improve; stones removed from tree at # 5 tee, and shrubs from in front of Pro Shop; received quote to trim trees on # 5 green (\$8K); loam and seed repairs continue – request to include exposed root areas

as well; a brief discussion regarding general beautification projects versus course repair and maintenance projects resulted in a review of current of priorities.

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

TOURNAMENT COMMITTEE – Brian Gleason

Brian reported the season is winding down; club championships have been completed; Oktoberfest was rained out; Beef Stew open is scheduled for Sunday (11/5) with the Patriots game at 1:00 p.m.; Veteran's Day tournament and program is scheduled for Saturday (11/11); and Mount Pleasant again won the Vaughan Cup.

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

COMMUNICATIONS COMMITTEE – Shaun McCarty

No report – seeking thumb drive for TV's; posting events on Facebook.

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

OLD BUSINESS

Bylaw Proposal

All agreed (attached)

Veteran's Day Tournament

Agreed there would be no cost to Veterans, entry fees for non-Veterans to cover meal and miscellaneous expenses.

NEW BUSINESS

Sean TQ4 and Monthly Review (Taken Out of Order)

Kitchen Agreement & Extension

Extension agreed to run through March 31, 2024; signed by both parties.

Audit Status

Stafford & Gaudet have signed on again for this year; Finance Review Committee to review again.

2024 Budget

Sean presented for review the 2024 Budget Proposal as developed by Sean Moriarty and Brian Campbell, and reviewed and approved by the Finance Review Committee; also included was a 2024 Dues Matrix (attached), with a proposed dues increase of 5% for most golfing members, a 7% increase for Regular AB members, and a \$25 (12.5%) increase for Social members; it also includes a 3% annual raise for most full time staff; Initiation fees will be raised to \$5K for Regular members and \$3.5K for Limited members, with current wait list members grandfathered; also issued was a general caution that future major capital projects (e.g. new club house roof) will likely have to be approved and funded on an assessment basis.

Motion by Diane Murphy, seconded by Brian Gleason to accept and approve the 2004 Dues Matrix and Budget as recommended and presented. Vote unanimous - Motion passed.

Brian Gleason officially stated he is not running for office again, expressed his thanks to the board, and pledged to work with the new Tournament Chair as needed.

There being no further business,

Motion by Brian Gleason, seconded by Diane Murphy to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 9:51 p.m.

NEXT MEETING
Monday, November 20, 2023
at 6:30 p.m.

Respectfully Submitted,

Bob McLeod,
Secretary

From: Michael Burns <mburns683@verizon.net>
Date: October 19, 2023 at 10:32:05 AM EDT
To: Donna McMahon <dmcMahon1952@gmail.com>
Subject: Update light fixtures

Good morning, Donna!

While waiting to be picked up from golf on Tuesday at the far end of the main parking lot, I noticed the two cairns and the broken and discolored light fixtures on top of them. In acknowledgement of the concentrated efforts the Board of Directors has made over the recent years to Mount Pleasant, this area needs update and refurbishment, in my opinion.

Because this area is near the two parking spaces for the handicapped, railings are needed on either side of the stairs in order to complete safe access for the handicapped to the course.

Also, the plaque memorializing the club's first president needs cleaning and the overgrown foliage in that area should be cut back.

I am proud to have heard from different non-members of Mount Pleasant how beautiful they think the course is and what great shape it is in. I think improvement to the entrance to the course from the parking lot would be worthwhile.

Thank you for your time and consideration.

Sincerely,

Mike Burns

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

REVENUES	DEPT	YTD			YEAR END		Actual vs Budget		Forecast	Year over Year	
		ACTUAL	BUDGET	FORECAST	BUDGET	\$	%	ACTUAL		Inc(Dec)	
						Better (Worse)					
Dues & Assessments		928,336	908,978	1,004,734	985,376	19,358	102.1%	19,358	848,734	79,602	
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)	6,100	200	
Bar Income		608,359	500,500	673,359	565,500	107,859	121.6%	107,859	560,189	48,170	
ATM Income		2,517	2,800	2,817	3,100	(283)	89.9%	(283)	2,233	284	
Cart Rental Income		130,678	131,000	151,678	152,000	(322)	99.8%	(322)	133,172	(2,494)	
Greens Fee Income		71,903	81,000	81,903	91,000	(9,098)	88.8%	(9,097)	75,679	(3,777)	
F&B Card Income		8,315	6,000	8,315	6,000	2,315	0.0%	2,315	10,242	(1,927)	
Interest Income		8,521	0	9,221	0	8,521	0.0%	8,521	284	8,237	
Hall Rental		27,250	20,300	29,250	22,300	6,950	134.2%	6,950	17,900	9,350	
Linen Rental		11,000	5,500	11,500	6,000	5,500	100.0%	5,500	6,525	4,475	
Donation Income		0	0	0	0	0	0.0%	0	64	(64)	
Other Income		121,241	2,100	121,441	2,300	119,141	5773.4%	119,141	91	121,150	
TOTAL REVENUES		1,950,921	1,666,178	2,127,018	1,841,576	284,743	117.1%	285,442	1,676,413	274,508	
COGS-Bar		220,367	162,964	241,530	183,327	(57,403)	135.2%	(58,203)	190,196	30,171	
COGS-Kitchen		6,119	12,000	8,119	14,000	5,881	0.0%	5,881	6,000	119	
COGS-Function		4,326	4,125	4,702	4,500	(201)	104.9%	(202)	5,192	(866)	
Course		527,801	462,222	566,833	501,254	(65,579)	114.2%	(65,579)	491,339	36,462	
House		342,947	323,005	372,365	352,424	(19,942)	106.2%	(19,941)	318,552	24,395	
Tournament		201,008	208,080	218,347	226,221	7,072	96.6%	7,874	191,731	9,277	
General & Administrative		304,404	261,339	328,431	285,364	(43,065)	116.5%	(43,067)	260,224	44,180	
DEPARTMENTAL EXPENSES		1,606,971	1,433,735	1,740,327	1,567,090	(173,236)	112.1%	(173,237)	1,463,234	143,737	
Profit(Loss)		343,949	232,443	386,691	274,486	111,506	148.0%	112,205	213,179	130,770	
Interest Expense		27,265	27,500	29,765	30,000	235	99.1%	235	28,976	(1,711)	
Real Estate Taxes		52,554	55,000	57,554	60,000	2,446	95.6%	2,446	52,908	(354)	
Depreciation		151,245	159,500	165,745	174,000	8,255	94.8%	0	145,552	5,693	
Other Expense		0	0	0	0	0	0.0%	0	0	0	
Total Other		231,064	242,000	253,064	264,000	10,936	95.5%	2,681	227,436	3,628	
Profit(Loss)		112,885	(9,557)	133,627	10,486	122,442	-1181.2%	(123,141)	(14,257)	127,142	

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

Detail Snap Shot - Key Expense Accounts

Course Expense	DEPT	September 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		297,633	247,456	(50,177)
Employee Insurance		30,406	32,736	2,330
Course Seed & Fertilizer		77,710	75,000	(2,710)
Equipment R&M		29,514	16,000	(13,514)
Course R&M		37,404	37,000	(404)
Course Irrigation		7,635	3,810	(3,825)
Course Fuel		14,095	12,000	(2,095)
Totals		494,398	424,002	(70,396)

Medical, Dental, Disability, Life Workers Comp
 Actual Includes Ngrid Credit of \$27K, thus YTS spend closer to \$64k

House Expense	DEPT	September 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		99,578	91,519	(8,059)
Salaries & Wages - House		106,428	99,263	(7,165)
Employee Insurance		28,723	37,477	8,754
House Service Contracts		47,626	33,000	(14,626)
House R&M		23,017	20,000	(3,017)
House Supplies		17,253	12,837	(4,416)
Totals		322,625	294,096	(28,529)

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

Tournament Expense	DEPT	September 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		147,817	154,066	6,249
Employee Insurance		13,808	12,958	(850)
Cities Expense		8,102	3,500	(4,602)
2 Day Member Guest		2,044	3,500	1,456
Misc Expense		7,949	5,500	(2,449)
Totals		179,721	179,524	(197)

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	September 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Bad Debt	0	12,905	7,337	(5,568)
Computer Software		22,494	18,337	(4,157)
Credit Card Fees		26,823	16,500	(10,323)
Club Liability Insurance		41,957	41,496	(461)
BOD Expense		9,100	7,150	(1,950)
Bookkeeping		12,860	16,500	3,640
RE Taxes		52,554	55,000	2,446
Electric		71,898	77,000	5,102
Gas		12,941	16,500	3,559
water		12,235	3,850	(8,385)
Telecommunications		14,525	12,100	(2,425)
Totals		290,292	271,770	(18,522)

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	September 2023	September 2022
Cash		
Operating & Payroll	13,631	9,316
Money Market	96,989	200,261
Restricted	398,243	331,288
House Banks	1,800	1,800
Course Petty Cash	200	200
Total Cash	510,863	542,865
Receivables		
Members	7,680	18,976
Other Receivables	0	0
Bad Debt Allowance	-2,530	-2,530
Net Recievables	5,150	16,446
Other Assets		
Inventories	23,220	18,203
Prepaid Expenses	26,804	25,855
Other Current Assets	1,000	1,000
Total Other Assets	51,024	45,058
Total Current Assets	567,037	604,369
Fied Assets		
Land and Land Improvements	136,709	136,709
Buildings	548,402	553,702
Course Improvements	1,284,228	1,243,071
Course Equipment	753,376	679,436
Golf Carts	163,693	163,693
Office & EDP Equipment	125,585	125,585
Furniture Fixtures & Equip	373,101	339,274
Building Improvements	1,667,855	1,657,830
Less Accumulated Depreciation	-2,903,019	-2,694,196
Total Fixed Assets	2,149,930	2,205,104
TOTAL ASSETS	2,716,967	2,809,473
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	41,315	37,733
Prepaid Food & Bev	38,565	66,996
Prepaid Member Dues	76,893	82,927
Quimet Scholarship	180	0
Accrued Payroll	13,439	10,502
Leases Payable	184,815	190,869
National Grid Easement	0	84,713
Accrued Other	8,994	3,323
Total Current Liabilities	364,201	477,063
Long Term Liabilites		
Long Term Debt	631,423	673,361
Bonds Payable	0	0
Total Long Term Liabilities	631,423	673,361
Equity		
Retained Earnings Current YR	112,885	-9,557
Members Equity	1,608,458	1,668,606
Total Equity	1,721,343	1,659,049
TOTAL LIABILITIES & EQUITY	2,716,967	2,809,473

MPGC Annual Meeting

Thursday, December 7, 2023

Proposed Bylaw change to move the Annual Meeting from the first Thursday in December to the second Thursday in December. This is in response to a member request at the 2022 Annual Meeting that members be given additional time to review the annual financial report.

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 delete the word "first" Thursday above and replace it with the word "second" Thursday.

Member Category	2022 Dues	2022 F&B	2023 Dues	2023 F&B	2024 Dues	2024 F&B	GHIN	Total	All In Difference from 2023
Regular A	\$ 2,275.00	\$ 400.00	\$ 2,390.00	\$ 500.00	\$ 2,510	\$ 500.00	\$ 35.00	\$ 3,045	\$ 120
Regular AB	\$ 2,910.00	\$ 500.00	\$ 3,055.00	\$ 600.00	\$ 3,269	\$ 600.00	\$ 70.00	\$ 3,939	\$ 214
Senior A	\$ 1,210.00	\$ 200.00	\$ 1,270.00	\$ 200.00	\$ 1,334	\$ 200.00	\$ 35.00	\$ 1,569	\$ 64
Senior AB	\$ 1,840.00	\$ 200.00	\$ 1,930.00	\$ 200.00	\$ 2,027	\$ 200.00	\$ 70.00	\$ 2,297	\$ 97
Senior +75B	\$ 630.00		\$ 660.00		\$ 693			\$ 693	\$ 33
Limited	\$ 1,700.00	\$ 400.00	\$ 1,785.00	\$ 500.00	\$ 1,874	\$ 500.00	\$ 35.00	\$ 2,409	\$ 89
Senior Limited	\$ 920.00	\$ 200.00	\$ 965.00	\$ 200.00	\$ 1,013	\$ 200.00	\$ 35.00	\$ 1,248	\$ 48
Junior	\$ 1,545.00	\$ 100.00	\$ 1,625.00	\$ 100.00	\$ 1,706	\$ 100.00	\$ 35.00	\$ 1,841	\$ 81
Junior Student	\$ 1,050.00	\$ 100.00	\$ 1,105.00	\$ 100.00	\$ 1,160	\$ 100.00	\$ 35.00	\$ 1,295	\$ 55
Youth	\$ 595.00		\$ 625.00		\$ 656			\$ 656	\$ 31
Social	\$ 200.00		\$ 200.00		\$ 225.00			\$ 225	\$ 25

Increases:	
1	5% across all categories except,
2	7% for AB membership
3	\$25 increase for all socials

A to AB Difference:
2023 \$ 668 *Excludes extra \$100 F&B and Extra \$35 GHIN
2024 \$ 759 *Excludes extra \$100 F&B and Extra \$35 GHIN

Cost of B v. Limited
2023 37%
2024 40%

Member Category	DUE BY DATE		
	1/10/2023	3/1/2023	4/15/2023
Regular A	\$ 1,015	\$ 2,030	\$ 3,045
Regular AB	\$ 1,313	\$ 2,626	\$ 3,939
Senior A	\$ 523	\$ 1,046	\$ 1,569
Senior AB	\$ 766	\$ 1,531	\$ 2,297
Senior +75B	\$ 231	\$ 462	\$ 693
Limited	\$ 803	\$ 1,606	\$ 2,409
Senior Limited	\$ 416	\$ 832	\$ 1,248
Junior			\$ 1,757
Junior Student			\$ 1,237
Youth			\$ 625
Social			\$ 225

- 1) \$100 late fee assessed if not one third paid by 1/10/23
- 2) \$100 late fee assessed if not two thirds paid by 3/1/23
- 3) \$100 late fee assessed if not paid in full by 4/15/23