

Mount Pleasant Golf Club

141 Staples Street

Lowell, Massachusetts 01851

www.mpgc.net

Established 1910

(978) 452-8228

Pat Donovan
President

Dennis Moriarty
Vice-President

Bob McLeod
Secretary

Sean Moriarty
Treasurer

Board of Directors Regular Meeting – DRAFT

Monday, December 18, 2023

President Pat Donovan called the meeting to order at 6:30 p.m. with all nine (9) board members present.

SECRETARY – Bob McLeod

Minutes of the 11/20/23 regular meeting were presented for review.

Motion by Jim Moriarty, seconded by Dennis Moriarty to accept the minutes of the 11/20/23 regular meeting as presented. Vote unanimous - Motion passed.

Correspondence

- From Boys & Girls Club of Lowell Merrimack Valley requesting a monetary donation – placed on file;
- From the Merrimack Valley Food Bank, requesting a monetary donation – placed on file;
- From the Paul Center and the Nashoba Valley Sportsman’s Club, thank you for a recent donation which helped them \$30K for the Paul Center - accepted;
- From Selective Insurance Company of America, denying a claim for liability – placed on file;
- From Joseph Vecchione, application for Junior membership – placed on file;
- From Ron Bouchard, requesting to continue as a Regular A – Domestic Partner – placed on file;
- From Larry Machado, after thirty years and much consideration, requesting a change from a Regular A to a Social membership;
- From Tom Clarke, requesting to return from Limited to Regular AB status as he returns to good health;
- From James Hirbour, requesting a change from Regular AB to Limited for 2024;
- From Leo Shaughnessy, requesting a change from Senior A to Social, for health reasons.

Membership

The following changes are submitted for approval

- Larry Machado – Regular A to Social
- Tom Clarke – Limited to Regular AB;
- James Hirbour – Regular AB to Limited;
- Leo Shaughnessy – Senior A to Social

Motion by Sean Moriarty, seconded by DJ DuCharme to approve the four (4) member changes as listed above (Machado, Clarke, Hirbour, and Shaughnessy). Vote unanimous - Motion passed.

Motion by Sean Moriarty, seconded by DJ DuCharme to accept the Secretary's report. Vote unanimous - Motion passed.

Gerry Foley entered the meeting at 6:40 p.m.

NEW BUSINESS – Gerry Foley, Pond Project (Taken Out of Order)

Gerry recapped his research into regulatory requirements for dredging the pond: need to file a Notice of Intent (fee = \$1.450), develop a narrative, notify abutters and hold a public hearing; the project would then be denied, approved, or approved with conditions; any approval would need to be filed with the Register of Deeds (Certificate of Compliance). Estimated costs are Fee's, Mailings, etc. = \$8K to \$10K; the work itself would be approximately \$10K. The board thanked Gerry for his work on the Club's behalf.

Gerry left the meeting at 7:12 p.m.

TREASURER'S REPORT – Sean Moriarty

Sean presented the financial report (attached) representing the first month of the new fiscal year; need to take a hard look at capital projects for the year, getting roof estimates; ERTC proposal is in the works, with funding expected in the next few months.

Motion by Diane Murphy, seconded by Mike Sencartier to accept the Treasurer's report. Vote unanimous - Motion passed.

HOUSE COMMITTEE – Diane Murphy

Diane corrected that the four (4) lights in the main parking lot have not been replaced but are scheduled; getting estimates for additional damage to door/entry from lounge to sun porch; meeting with bar staff went well, agreed to have all TIPS certified by January 1st through online course; draft calendar of events presented, will coordinate with the kitchen; also presented a

punch list of projects and improvements; member appreciation day scheduled for Saturday (12/30) at 6:30 p.m. (\$1K budgeted for food).

Mike Sancartier offered there may be advantages to establishing an MPGC Business Credit Card system to expedite payments and capture points/rewards.

Motion by Shaun McCarty, seconded by DJ DuCharme to accept the House report.
Vote unanimous - Motion passed.

GREENS COMMITTEE – Jim Moriarty

Jim summed up his report as “rain” – despite everyone’s best efforts the course has been flooded regularly; sprinkler heads have been added to the left of # 4 green, and the left of # 6 green; some of the drainage improvements have been completed, work continues; tree work on the right of # 3 and between # 5 and # 6 scheduled for February; remaining staff are finishing up as the season closes out; Ambassador Program was successful and will be continued next year; Jim also proposed closing every Monday morning until 11:00 a.m. next year – agreed to look at Monday a.m. tee times and revisit next month.

Motion by Mike Sancartier, seconded by Sean Moriarty to accept the Greens report.
Vote unanimous – Motion passed.

TOURNAMENT COMMITTEE – DJ DuCharme

DJ reported he’s had meetings with Joel, Sean T, and Dave Mungovan, and plans to meet with Jean Silk and Jim Moriarty; looking to make some changes to the tournament schedule next year, also improvements to the Junior/Youth programs; also looking to provide greater tournament transparency, e.g. tournament info, number of players, breakdown of entry fees, etc.; exploring setting up ‘office’ space in the pro shop/bag room (e.g., for admin work, kids breaks, etc.) instead of using the table in the lounge; considering ‘sponsors’ for the Member/3 Guest and possibly other tournaments.

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

COMMUNICATIONS COMMITTEE – Shaun McCarty

Emails continue regularly.

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

OLD BUSINESS

Kitchen Agreement

House Committee continues to work with Mike on events.

Plaques Update

Plaques being update, list to be published.

NEW BUSINESS

Gerry Foley – Pond Project (Taken Out of Order)

Domestic Partners

All have renewed.

New Member Interview Dates

Set for Thursday (2/1) and Friday (2/9) from 6:30 to 9:00 p.m.

Bylaws

Updated with one change and new board members

MP Member Application

Updated to reflect new Social dues (\$225/year).

MISCELANEOUS

Dennis Moriarty expressed concerns regarding early morning play – after a brief discussion it was agreed to table for now.

Shaun McCarty proposed changing the logo to the Native American image on the weather vane.

Motion by Shaun McCarty, seconded by Dennis Moriarty to change the Club's logo to the image on the weather vane. Vote Yea = 2, Nay = 6 - Motion failed.

Diane Murphy suggested we explore finding a new logo to replace the current circle design.

Motion by Diane Murphy, seconded by Dennis Moriarty to explore new, alternative logos. Vote unanimous - Motion passed.

Sean Moriarty noted the first dues payment is January 15, and late fees will be applied to those who miss the date.

There being no further business,

Motion by Diane Murphy, seconded by Mike Sancartier to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 8:35 p.m.

NEXT MEETING
Monday, January 22, 2024
at 6:30 p.m.

Respectfully Submitted,

Bob McLeod,
Secretary

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

REVENUES	DEPT	YTD		YEAR END		Actual vs Budget Better (Worse)		Forecast		Year over Year 2024 vs 2023	
		ACTUAL	BUDGET	FORECAST	BUDGET	\$	%	\$		ACTUAL	Incl(Dec)
Dues & Assessments		79,777	81,468			(1,691)	97.9%	0		75,844	3,933
Initiation Fees		0	0			0	0.0%	0		0	0
Late Fees		0	0			0	0.0%	0		0	0
Bar Income		44,192	45,100			(908)	98.0%	0		40,965	3,227
ATM Income		192	250			(58)	76.8%	0		170	22
Cart Rental Income		6,319	3,000			3,319	210.6%	0		4,525	1,794
Greens Fee Income		9,010	3,000			6,010	300.3%	0		2,985	6,025
F&B Card Income		0	0			0	0.0%	0		0	0
Interest Income		911	0			911	0.0%	0		14	897
Hall Rental		1,450	3,000			(1,550)	48.3%	0		3,650	(2,200)
Linen Rental		1,000	2,000			(1,000)	100.0%	0		2,050	(1,050)
Donation Income		0	0			0	0.0%	0		0	0
Other Income		0	0			0	0.0%	0		0	0
TOTAL REVENUES		142,851	137,818	0	0	5,033	103.7%	0		130,203	12,648
COGS-Bar		13,674	15,360			1,686	89.0%	0		15,441	(1,767)
COGS-Kitchen		0	0			0	0.0%	0		0	0
COGS-Function		217	400			183	54.2%	0		392	(175)
Course		87,311	93,113			5,802	93.8%	0		94,353	(7,042)
House		27,072	30,926			3,854	87.5%	0		25,433	1,639
Tournament		10,020	17,827			7,807	56.2%	0		15,466	(5,446)
General & Administrative		23,296	23,783			487	98.0%	0		19,522	3,774
DEPARTMENTAL EXPENSES		161,590	181,409	0	0	19,819	89.1%	0		170,607	(9,017)
Profit(Loss)		(18,739)	(43,591)	0	0	24,852	43.0%	0		(40,404)	21,665
Interest Expense		2,428	2,400			(28)	101.2%	0		2,591	(163)
Real Estate Taxes		4,739	4,800			61	98.7%	0		4,942	(203)
Depreciation		15,446	16,000			554	96.5%	0		13,750	1,696
Other Expense		0	0			0	0.0%	0		0	0
Total Other		22,613	23,200	0	0	587	97.5%	0		21,283	1,330
Profit(Loss)		(41,352)	(66,791)	0	0	25,439	61.9%	0		(61,687)	20,335

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

Detail Snap Shot - Key Expense Accounts

Course Expense	DEPT	November 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		28,732	24,401	(4,331)
Employee Insurance		2,603	2,910	307
Course Seed & Fertilizer		40,683	47,000	6,317
Equipment R&M		6,477	6,500	23
Course R&M		3,866	7,000	3,134
Course Irrigation		531	500	(31)
Course Fuel		1,759	2,000	241
Totals		84,651	90,311	5,660

House Expense	DEPT	November 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		8,283	8,683	400
Salaries & Wages - House		9,038	9,415	377
Employee Insurance		2,309	3,798	1,489
House Service Contracts		2,895	3,500	606
House R&M		2,771	2,000	(771)
House Supplies		540	1,500	960
Totals		25,836	28,896	3,060

Tournament Expense	DEPT	November 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		8,199	14,256	6,057
Employee Insurance		1,122	1,355	233
Cities Expense		0	0	0
2 Day Member Guest		0	0	0
Misc Expense		0	0	0
Totals		9,322	15,611	6,289

G&A	DEPT	November 2023 YTD		
		ACTUAL	BUDGET	VARIANCE
Bad Debt		0	0	0
Computer Software		2,085	2,000	(85)
Credit Card Fees		2,325	1,600	(725)
Club Liability Insurance		4,295	4,101	(194)
BOD Expense		1,704	1,000	(704)
Bookkeeping		1,200	1,500	300
RE Taxes		4,739	4,800	61
Electric		5,453	7,000	1,547
Gas		602	1,500	898
Water		0	0	0
Telecommunications		659	1,250	591
Totals		23,061	24,751	1,690

Mt Pleasant Golf Club
Summary Balance Sheet

ASSETS	November 2023	November 2022
Cash		
Operating & Payroll	28,803	55,048
Money Market	75	36,269
Restricted	400,312	331,315
House Banks	1,800	1,800
Course Petty Cash	200	200
Total Cash	431,190	424,632
Receivables		
Members	1,137,725	1,070,945
Other Receivables	0	0
Bad Debt Allowance	-2,530	-2,530
Net Receivables	1,135,195	1,068,415
Other Assets		
Inventories	24,511	23,220
Prepaid Expenses	36,107	26,790
Other Current Assets	1,000	1,000
Total Other Assets	61,618	51,010
Total Current Assets	1,628,003	1,544,057
Fixed Assets		
Land and Land Improvements	136,709	136,709
Buildings	548,402	548,402
Course Improvements	1,280,728	1,243,071
Course Equipment	769,634	679,436
Golf Carts	163,693	163,693
Office & EDF Equipment	125,585	125,585
Furniture Fixtures & Equip	368,253	339,274
Building Improvements	1,665,455	1,660,230
Less Accumulated Depreciation	-2,941,445	-2,765,525
Total Fixed Assets	2,117,014	2,130,875
TOTAL ASSETS	3,745,017	3,674,932
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	98,110	78,204
Prepaid Food & Bev	214,698	238,143
Prepaid Member Dues	894,946	833,965
Outmet Scholarship	19,845	15,600
Accrued Payroll	7,312	17,422
Leases Payable	188,791	181,092
National Grid Easement	0	84,713
Line of Credit	20,000	0
Accrued Other	21,903	12,626
Total Current Liabilities	1,465,605	1,461,765
Long Term Liabilities		
Long Term Debt	624,262	666,517
Bonds Payable	0	0
Total Long Term Liabilities	624,262	666,517
Equity		
Retained Earnings Current YR	(41,352)	(61,681)
Members Equity	1,696,502	1,608,331
Total Equity	1,655,150	1,546,650
TOTAL LIABILITIES & EQUITY	3,745,017	3,674,932

MT Pleasant Golf Club

Gross Margin - Bar Receipts

	2024		2023		2022		2021		2020		2019	
	Revenue	Cost of Sales %										
November	\$ 44,192	69.1%	\$ 40,965	62.3%	\$ 34,918	72.5%	\$ 21,701	42.9%	\$ 39,230	59.6%	\$ 39,913	69.0%
December	\$ 13,674	#DIV/0!	\$ 15,441	60.6%	\$ 27,432	56.0%	\$ 11,650	41.4%	\$ 30,095	82.2%	\$ 31,181	68.7%
January		#DIV/0!	\$ 13,829	78.8%	\$ 25,336	70.6%	\$ 11,608	59.4%	\$ 29,634	61.6%	\$ 20,259	84.2%
February		#DIV/0!	\$ 6,037	52.5%	\$ 24,645	61.7%	\$ 15,672	59.5%	\$ 31,622	57.5%	\$ 30,687	52.4%
March		#DIV/0!	\$ 15,153	58.8%	\$ 30,554	39.8%	\$ 17,489	40.6%	\$ 19,436	46.2%	\$ 37,290	66.5%
April		#DIV/0!	\$ 17,783	59.9%	\$ 49,254	61.9%	\$ 35,548	41.3%	\$ -	0.0%	\$ 37,285	38.0%
May		#DIV/0!	\$ 20,978	55.2%	\$ 18,786	68.1%	\$ 22,460	57.0%	\$ 2,889	65.1%	\$ 51,397	60.8%
June		#DIV/0!	\$ 35,021	68.3%	\$ 71,818	73.1%	\$ 22,930	72.3%	\$ 42,039	61.9%	\$ 67,275	78.4%
July		#DIV/0!	\$ 28,391	61.5%	\$ 82,891	68.5%	\$ 20,241	61.7%	\$ 58,401	59.6%	\$ 65,953	60.3%
August		#DIV/0!	\$ 29,742	73.1%	\$ 75,613	75.3%	\$ 23,439	81.5%	\$ 55,761	80.5%	\$ 57,502	79.2%
September		#DIV/0!	\$ 16,999	71.0%	\$ 64,283	77.1%	\$ 9,729	66.4%	\$ 42,334	80.9%	\$ 53,745	69.9%
October		#DIV/0!	\$ 19,795	77.1%	\$ 73,444	88.6%	\$ 17,712	74.6%	\$ 8,101	43.3%	\$ 41,009	87.1%
November YTD	\$ 44,192	69.1%	\$ 15,441	62.3%	\$ 34,918	72.5%	\$ 21,701	42.9%	\$ 39,230	59.6%	\$ 39,913	69.0%
	\$ 13,674		\$ 15,441		\$ 9,599		\$ 12,387		\$ 15,845		\$ 12,376	