

Mount Pleasant Golf Club

141 Staples Street
Lowell, Massachusetts 01851
www.mpgc.net

Established 1910

Pat Donovan
President

Dennis Moriarty
Vice-President

Bob McLeod
Secretary

(978) 452-8228
Sean Moriarty
Treasurer

Board of Directors Regular Meeting – DRAFT

Monday, February 26, 2024

President Pat Donovan called the meeting to order at 6:28 p.m. with eight (8) board members present, and Dennis Moriarty absent.

NEW BUSINESS – Sean Tully monthly review (Taken Out of Order)

Diane Murphy reported seeing vast improvements and a lot of progress in items the House Committee has been stressing (e.g., reporting, bar tender training, cleaning, etc.).

Sean Tully entered the meeting at 6:36 p.m.

Sean began by reviewing some of the progress made recently including the kitchen door, attic insulation, National Grid communications, gutter issues (diverting flow), security (updating burglar alarms/systems), fire inspection (heat/smoke detectors, sprinklers, pipe debris, flow test quotes), painting in progress upstairs and down (as needed), downstairs kitchen cleaned and painted (estimate this will be the last year for current kitchen floor) – need two 220 electric lines installed (to be run from Pro Shop), TIP certification list available at the bar.

Lockers to be cleaned out in March, need to address concrete stairs to main parking lot, bookings look decent for March-April, planning for additional staff for season, safe and security codes placed on file, need to designate an area for cleaning supplies, identify dumpster items for disposal, review and update kitchen contract for upcoming season, beer and liquor prices will be reviewed individually based on increases to our costs.

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

NEW BUSINESS – Chuck Malatesta Q1 Review (Taken Out of Order)

Chuck Malatesta entered the meeting at 7:11 p.m.

Chuck gave a detailed report on the 2023 season and 2024 plans, including Spring 2023 projects (e.g., grinding stumps on # 8, planted three new trees between # 8 and # 9, refurbished tee boxes on # 5 and # 7, built up and sodded area behind # 2 green); Fall 2023 projects (e.g., removed shrubs and prepped area in front of Pro Shop, removed and prepped turn around between # 3 green and # 4 tee, new drainage line left of # 5 green; repaired damage and improved drainage on # 2 and # 8, added sprinkler heads on # 4 and # 6, bunker improvements on # 4 and # 5); and Spring 2024 projects (e.g., finish all bunker grading/sodding/sanding, additional drainage improvements to # 2, # 3 and # 8, new walk bridge on # 7 (left), paint bench pads and benches, new cover for well on # 4). Chuck also gave a detailed breakdown of his weekly course maintenance schedule, as well as his winter maintenance schedule and inventory of equipment.

Chuck left the meeting at 7:50 p.m.

SECRETARY – Bob McLeod

Minutes of the 1/22/24 regular meeting and the 2/11/24 special meeting were presented for review.

Motion by Jim Moriarty, seconded by Shaun McCarty to accept the minutes of the 1/22/24 regular meeting as presented and the 2/11/24 special meeting as amended. Vote unanimous - Motion passed.

Correspondence

- From Selective Insurance, copy of their letter to Morgan & Morgan that determined there was no liability – placed on file;
- From Senior Invitational Tournament Committee and Pat Murphy, requesting dates for the 2024 season – accepted and referred to Tournament Committee;
- From Table of Plenty, thank you for the donation - accepted;
- From Tewksbury Memorial High School Athletic Director, thank you for hosting the MVC Conference Championships – accepted, and referred to Tournament Committee for clarification regarding the 2024 MVC Championships;
- From Tufts/Lowell General Hospital, thank you for hosting Musical Bingo as part of their annual TeamWalk fundraiser - accepted;
- From Joe Eriksen, thank you for the Limited membership - accepted;
- From Bruce Vieira, thank you for the Limited membership = accepted;
- From Mike Finneral, thank you for Regular membership - accepted;
- From Paul Branco, thank you for Regular membership - accepted;
- From Mark Callahan, thank you and requesting a change from a Regular A to a Regular AB membership - accepted;
- From Bryan Cohen, thank you and requesting a change from a Regular A to a Regular AB membership - accepted;

- From Patty Casey, resigning Social membership - accepted;
- From Paul Fugere, resigning Social membership; - accepted
- From Molly Smith, application for Junior membership – placed on file;
- From Jack Ring, application for Junior membership – placed on file;
- From Tim Wilson, application for Social/Limited/Regular membership;
- From James McHale, application for Social membership;
- From Brian Kindlan, application for Social/Regular membership;
- From Maeve Fenlon, application for Social membership;
- From Bob Millinazzo, application for Social membership.

Membership

The following changes are submitted for approval.

- Mark Callahan - from Regular A to Regular AB;
- Bryan Cohen - from Regular A to Regular AB;

Motion by Jim Moriarty, seconded by Dane Murphy to approve the two (2) member changes as listed above. Vote unanimous - Motion passed. The following candidates are submitted for membership

- James McHale - Social member;
- Brian Kindlan - Social member;
- Maeve Fenlon - Social member;
- Bob Millinazzo – Social member;
- Tim Wilson – Social member.

Motion by DJ DuCharme, seconded by Shaun McCarty to approve the five (5) Social members as listed above. Vote unanimous - Motion passed.

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

TREASURER'S REPORT – Sean Moriarty

Sean presented the financial report (attached) through January – operations have been quiet and dues collection steady; increase in Greens and Cart Fees thanks to Joel receiving payment for an MGA event in October; initiation fees should exceed \$40K due to new member openings and fee increases – to be placed in Restricted account; almost \$12K remaining in 2023 F&B accounts was moved to income; 55 late fees applied for missed first payments; discussions ongoing regarding the Benchmarking proposal – FRC reviewing and suggesting multiple quotes.

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

HOUSE COMMITTEE – Diane Murphy

Diane reported the dinners are going well, each a little better than the previous one; upcoming events include cash bingo, comedy night, St. Patrick's Saturday night dinner, trivia, etc.; looking at taking a portion of the Ladies lounge for an office for the Pro (new, separate entrance), and installing lights and electrical outlets at the vanity in the Ladies lounge; scheduling an upstairs walk-through next month to review remaining tasks and projects.

Motion by Sean Moriarty, seconded by Mike Sancier to accept the House report.
Vote unanimous - Motion passed.

GREENS COMMITTEE – Jim Moriarty

Jim reported everything was covered under Chuck report earlier tonight.

Motion by Mike Sancier, seconded by Diane Murphy to close the course until 10:00 a.m. every Monday this season except for Holidays and days with planned events, and accept the Greens report as presented earlier. Vote unanimous - Motion passed.

TOURNAMENT COMMITTEE – DJ DuCharme

DJ reported the tournament schedule is being finalized (Spring and Fall Cups, Junior PGA, etc.); a few more weeks left for simulators upstairs; working with Mike and kitchen regarding menu options (e.g., more BBQ and less sit-down meals); Merrimack College Hockey Club tournament did not work out this year; Dave Mungovan, Handicap Chair is reviewing changes and will present them at the Smoker.

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

COMMUNICATIONS COMMITTEE – Shaun McCarty

Shaun reported Mike Labo expressed an interest in a kitchen questionnaire/survey; exploring dinner signups via Venmo; looking to increase visuals on web site, increase calendar details; preparing for Smoker on April 11th.

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

OLD BUSINESS

Monday morning course closings covered under Greens report.

NEW BUSINESS

Sean Tully – monthly update (Taken Out of Order)

Chuck Malatesta – Q1 Review (Taken Out of Order)

Finance Review Committee – John Bukala (postponed to March meeting)

Youth & Junior Member Review

Youth and Junior applications on file were reviewed in light of current openings, and the following were presented for membership, with the remaining applicants forming the Wait List for the 2024 season:

The following Youth/Junior applicants are submitted for approval.

- Colin Gleason - Junior;
- Thomas Hassett - Junior;
- Shawn Martell – Junior.

Motion by Sean Moriarty, seconded by Shaun McCarty to approve the three (3) Junior members as listed above. Vote unanimous - Motion passed.

Distribution of Bylaws, Rules & Regulations, and Matrix for review

To be distributed and reviewed at March meeting prior to posting.

House Exterior – Shaun McCarty

Brief discussion of itemizing and prioritizing exterior facility issues (e.g., pipes, water damage, rear parking lot, roof, etc.) – agreed, Diane Murphy and Mike Sancier to address.

There being no further business,

Motion by Diane Murphy, seconded by Jim Moriarty to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 8:55 p.m.

NEXT MEETING
Monday, March 18, 2024
at 6:30 p.m.

Respectfully Submitted,

Bob McLeod,
Secretary

Mt Pleasant Golf Club
Financial Summary & Notes
January 31, 2024

REVENUES	DEPT	YTD		YEAR END		Actual vs Budget		Forecast	Year over Year	
		ACTUAL	BUDGET	FORECAST	BUDGET	\$	%		2024	2023
Dues & Assessments		323,511	338,454			(14,943)	95.6%	0	293,599	29,912
Initiation Fees		0	0			0	0.0%	0	0	0
Late Fees		5,200	2,500			2,700	0.0%	0	0	5,200
Bar Income		104,687	110,500			(5,813)	94.7%	0	104,483	204
ATM Income		522	750			(228)	69.6%	0	417	105
Cart Rental Income		6,957	3,000			3,957	231.9%	0	4,525	2,432
Greens Fee Income		10,450	3,000			7,450	348.3%	0	3,010	7,440
F&B Card Income		11,894	6,000			5,894	0.0%	0	8,315	3,579
Interest Income		2,982	0			2,982	0.0%	0	638	2,344
Hall Rental		5,050	6,500			(1,450)	77.7%	0	7,250	(2,200)
Linen Rental		2,650	3,500			(850)	100.0%	0	3,650	(1,000)
Donation Income		0	0			0	0.0%	0	0	0
Other Income		786	0			786	0.0%	0	83	703
TOTAL REVENUES		474,690	474,204	0	0	486	100.1%	0	425,970	48,720
COGS-Bar		35,483	37,636			2,153	94.3%	0	35,306	177
COGS-Kitchen		0	0			0	0.0%	0	0	0
COGS-Function		564	1,200			636	47.0%	0	1,510	(946)
Course		157,323	168,082			10,759	93.6%	0	151,319	6,004
House		91,268	91,752			484	99.5%	0	89,010	2,258
Tournament		25,998	50,507			24,509	51.5%	0	34,393	(8,395)
General & Administrative		70,069	71,169			1,100	98.5%	0	73,599	(3,530)
DEPARTMENTAL EXPENSES		380,705	420,346	0	0	39,641	90.6%	0	385,137	(4,432)
Profit(Loss)		93,985	53,858	0	0	40,127	174.5%	0	40,833	53,152
Interest Expense		7,438	7,200			(238)	103.3%	0	7,648	(210)
Real Estate Taxes		14,378	14,400			22	99.8%	0	14,617	(239)
Depreciation		46,337	48,000			1,663	96.5%	0	41,244	5,093
Other Expense		0	0	0	0	0	0.0%	0	0	0
Total Other		68,153	69,600	0	0	1,447	97.9%	0	63,509	4,644
Profit(Loss)		25,832	(15,742)	0	0	41,574	-164.1%	0	(22,676)	48,508

Mt Pleasant Golf Club
Financial Summary & Notes
January 31, 2024

Detail Snap Shot - Key Expense Accounts

Course Expense	DEPT	01/31/24		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		71,781	74,894	3,113
Employee Insurance		9,287	8,730	(557)
Course Seed & Fertilizer		40,683	49,000	8,317
Equipment R&M		11,046	13,000	1,954
Course R&M		13,522	10,000	(3,522)
Course Irrigation		2,540	824	(1,716)
Course Fuel		1,759	2,000	241
Totals		150,618	158,448	7,830

Medical, Dental, Disability, Life Workers Comp

House Expense	DEPT	01/31/24		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		24,476	25,593	1,117
Salaries & Wages - House		26,230	27,751	1,521
Employee Insurance		7,470	11,394	3,924
House Service Contracts		16,354	10,500	(5,854)
House R&M		7,581	6,000	(1,581)
House Supplies		4,052	4,500	448
Totals		86,163	85,738	(425)

Medical, Dental, Disability, Life Workers Comp
 Daily Cleaning, Trash, Snow Removal, Pest Control, Tap Cleaning

Includes Cups for Bar

Tournament Expense	DEPT	01/31/24		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		21,579	41,867	20,288
Employee Insurance		2,516	4,140	1,624
Cities Expense		0	0	0
2 Day Member Guest		0	0	0
Misc Expense		0	0	0
Totals		24,094	46,007	21,913

Medical, Dental, Disability, Life Workers Comp

G&A	DEPT	01/31/24		
		ACTUAL	BUDGET	VARIANCE
Bad Debt	0	1,600	0	(1,600)
Computer Software		6,879	6,000	(879)
Credit Card Fees		6,406	6,200	(206)
Club Liability Insurance		12,880	12,303	(577)
BOD Expense		3,820	1,050	(2,770)
Bookkeeping		3,600	4,500	900
RE Taxes		14,378	14,400	22
Electric		12,110	21,000	8,890
Gas		5,302	4,500	(802)
Water		2,492	1,200	(1,292)
Telecommunications		3,500	3,750	250
Totals		72,968	74,903	1,935

Jonas & TSI Support
 Heavy Charging for Dues and Outside Parties

\$1000.00 Veterans Day, \$310 T Lamond, \$748 Meetings, Printing \$596, \$1,005 Member F

Budget based on expected large increases in 2023

Comcast and Phone

Mt Pleasant Golf Club
Summary Balance Sheet

ASSETS	January 2024	January 2023
Cash		
Operating & Payroll	50,121	53,120
Money Market	300,292	323,746
Restricted	402,166	331,762
House Banks	1,800	1,800
Course Petty Cash	200	200
Total Cash	754,579	710,627
Receivables		
Members	642,430	596,016
Other Receivables	0	0
Bad Debt Allowance	-2,530	-2,530
Net Receivables	639,900	593,486
Other Assets		
Inventories	24,511	23,220
Prepaid Expenses	51,824	39,762
Other Current Assets	1,000	1,000
Total Other Assets	77,335	63,982
Total Current Assets	1,471,813	1,368,096
Fixed Assets		
Land and Land Improvements	136,709	136,709
Buildings	548,402	548,402
Course Improvements	1,280,728	1,253,772
Course Equipment	769,634	687,850
Golf Carts	163,693	163,693
Office & EDP Equipment	125,585	125,585
Furniture Fixtures & Equip	368,253	339,274
Building Improvements	1,665,455	1,660,230
Less Accumulated Depreciation	-2,967,498	-2,793,023
Total Fixed Assets	2,090,961	2,122,492
TOTAL ASSETS	3,562,774	3,490,588
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	69,036	63,660
Prepaid Food & Bev	196,390	220,613
Prepaid Member Dues	719,386	679,425
Quimet Scholarship	18,905	15,420
Accrued Payroll	11,299	10,752
Leases Payable	188,791	178,585
National Grid Easement	0	84,713
Line of Credit	0	0
Accrued Other	19,592	12,403
Total Current Liabilities	1,223,399	1,265,571
Long Term Liabilities		
Long Term Debt	617,044	659,621
Bonds Payable	0	0
Total Long Term Liabilities	617,044	659,621
Equity		
Retained Earnings Current YR	25,832	(22,676)
Members Equity	1,696,499	1,588,072
Total Equity	1,722,331	1,565,396
TOTAL LIABILITIES & EQUITY	3,562,774	3,490,588

Mt Pleasant Golf Club

2023 Fixed Asset Report

As of: 01.31.2024

G/L 13700	Course Improvements
Vendor	\$ Amount Description
	Total \$ -
G/L 13800	Course Equipment
	Total \$ -
G/L 14100	Furniture & Fixtures
Baystate/D Murphy	\$ 4,837.39 Deposit Patio Furniture
	Total \$ 4,837.39
G/L 14200	Building Improvement
	\$ -
Total as of 12.31.2023	\$ 4,837.39