

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 *

Wednesday, May 29, 2024

President Pat Donovan called the meeting to order at 6:30 p.m. with eight (8) board members present and DJ DuCharme in transit.

Superintendent Chuck Malatesta entered the meeting at 6:34 p.m.

New Business – Chuck Malatesta Q2 Review (Taken Out of Order)

Chuck reported on recent activities: finished grading and adding sand to bunkers on #4, # 5, and lesson area; finished drainage improvements on # 8; put down sod on # 1 tee; around patio cart path, in rough between # 4 and # 5, also patches on # 1, # 2 and # 8; tied new sprinklers into irrigation computer and successfully tested system; prepped flower beds at clubhouse and # 4 tee, all flowers have been planted, also plants installed around small well pump at bottom of the hill on # 4;

DJ DuCharme entered the meeting at 6:39 p.m.

New electrical work completed on pump house at # 3 pond to accommodate new fountains (purchased with Green Tree Open funds), # 3 fountain operating, ordering replacement for # 2 fountain; new pipe installed in Gate House between # 4 green and # 5 tee box (controls city water to pond and water bubbler); spread mulch, pruned pines, repaired cart paths, cleaned path between # 6 and #; 7 (awaiting quote to correct washout).

Will continue with directing carts left around # 9 green additional Monday morning closing (until 10:00 a.m.) have been working out well, allowing additional tasks to be performed (verticutting, etc.); some issues with early morning players not respecting guidelines.

Chuck Malatesta left the meeting at 7:01 p.m.

Sean Tully entered the meeting at 7:05 p.m.

New Business – Sean Tully Q2 and Monthly review (Taken Out of Order)

Sean reported the sun porch and lounge doors were swapped out based on usage (difficult to get replacement parts); downstairs AC unit fan failed and was repaired (scheduled for routine service and cleanup in mid-June); submitted a printed report on upstairs events held (4/15 to 5/29) and planned through June – also committed to having a follow-up report next month with revenue included; removal and installation of new stairs from main parking lot deferred to Oct., Nov timeframe (repairs in interim); insulation estimate net cost \$24K (\$80K+ cost minus #50K+ rebates), with an estimated 10-15 years ROI; carpet cleaning and bathrooms/showers cleaning and sanitizing all scheduled for early June; back parking lot to be sealed and striped, all handicap logos to be painted; bar staff meeting and training session scheduled for 6/17 – emphasis on enhanced member services (e.g., patio and table service, clearing tables, consistent service and products, etc.); downstairs dishwasher issues resolved (under warranty); house sound system being expanded to patio and first tee (need to set policy and train staff); miscellaneous maintenance and repairs (e.g., outside water station connected, patio set up with furniture and umbrellas, replaced ceiling tiles and remediated water damage in ladies locker room, doors and glass repairs, filled propane tanks, etc.)

Rain date for City Tournament at Mount Pleasant confirmed as 6/23 (not 6/22, as previously reported) – hall available for rental on 6/22; need to revisit closing procedures, also daily patio cleanup and setup policy – ensure staff are trained accordingly; agreed to provide porta potties for the day of the City tournament.

Sean Tully left the meeting at 7:50 p.m.

SECRETARY – Bob McLeod

Minutes of the 4/16/24 regular meeting were presented for review.

Motion by Jim Moriarty, seconded by Mike Sancartier to accept the minutes of the 4/16/24 regular meeting as amended. Vote unanimous - Motion passed.

Correspondence

- From Dave Harrington and Family, thank you for the donation to the Best Buddies Program - accepted;
- From Meg Hantzis and the Hellenic American PTA, thank you for the donation to their annual fundraiser – accepted;
- From the Latour Family, thank you for the flowers and support - accepted;
- From Notre Dame Academy Girls Golf Team, thank you for hosting this year – accepted;

- From the Coalition for a Better Acre, request for a donation to their upcoming fundraiser – placed on file;
- From Sean Moriarty, Treasurer, and John Bukala, FRC Chair, memo regarding ERTC status and 2025 Budget update, for discussion at next regular meeting - filed;
- From Antonio Beati, application for Social membership;
- From Scott Gray, application for Social membership;
- From Carl Erickson, application for Social membership;
- From Albert Chap, application for Social/Limited/Regular membership;
- From Jacob Brown, application for Social/Limited/Regular membership;
- From Brian St. Germain, application for Social/Limited/Regular membership;
- From Dan Hines, application for Social membership;
- From Sean McNamee, application for Social membership;
- From Katherine McNamee, application for Social/Junior membership;
- From Amanda Cecere, application for Social membership;
- From Emily Daniels, application for Social membership;
- From Matthew Daniels, application for Social/Limited/Regular membership;
- From Jerell Morales, application for Youth/Junior membership – placed on file;
- From Jack Hutchings, application for Social membership;
- From Keith Wallace, application for Social membership;
- From Sareth Kum, application for Social membership;
- From Ryan Ward, application for Junior membership – placed on file.

Membership

The following candidates are submitted for Social membership

- Antonio Beati - Social
- Scott Gray - Social
- Carl Erickson - Social
- Albert Chap - Social
- Jacob Brown - Social
- Brian St. Germain – Social
- Dan Hines - Social
- Sean McNamee - Social
- Katherine McNamee - Social
- Amanda Cecere - Social
- Emily Daniels - Social
- Matthew Daniels - Social
- Jack Hutchings - Social
- Keith Wallace – Social
- Sareth Kum – Social

Motion by Jim Moriarty, seconded by DJ DuCharme to approve the fifteen (15) Social members as listed above. Vote unanimous - Motion passed.

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

TREASURER'S REPORT – Sean Moriarty

Sean reported there are no members posted and/or in significant arrears at present; insurance coverage increasing approximately 3% annually; expect to see a couple increases in expenses, as we just paid MGA fees, and are seeing dramatic increases in fuel, fertilizers, etc.; bar revenue down somewhat in March/April, not a concern as much as an observation. five (5) Youth/Junior members remain unpaid – Sean is reaching out to determine status (currently at 51, will update Youth/Junior Wait List as necessary).

Sean also reviewed his meeting with the Finance Review Committee on the 14th, and a memo issued by Sean and John Bukala, FRC Chair (attached); ERTC funds, although approved, appear to be frozen; potential 2025 budget impacts include lack of ERTC funds, no outside funds for the first time in recent years, and considerably less initiation fees. Suggested we reach out to Representative Trahan's office for advice on ERTC funding status.

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

HOUSE COMMITTEE – Diane Murphy

Diane reported the Chug-A-Lug races Derby Day were popular - will be repeated; scratch ticket raffle underway; roast beef dinner scheduled for Monday (6/3) – working with the kitchen on additional specials, possibly Friday/Saturday meals; June will see 'music' on the patio; and a wine tasting is scheduled for 6/28. It was noted the patio is sprayed throughout the year.

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

GREENS COMMITTEE – Jim Moriarty

Chuck Malatesta essentially presented the Greens report.

TOURNAMENT COMMITTEE – DJ DuCharme

DJ reported both the Mass Golf Member Day and Operation Play Day Veterans event went very well; June looks to be busy with full calendar of events; Junior League and Youth Clinics are both beginning; Joel conveyed his appreciation for adding a bunker to the lesson area.

Two notes: occasional gaps in play on the course, Joel needs to be on the course to police; need to ensure carts are consistently prepped between golfers (e.g., cleaned out, divot mix filled, etc.).

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

COMMUNICATIONS COMMITTEE – Shaun McCarty

Shaun reported he met with Steve Finneral (former web page designer and manager) to review past and present changes and updates; emails going out regularly; Shaun, Joel and Nick have started developing detailed tournament flyers to be added to the web site.

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

OLD BUSINESS

Finance Review Committee and Treasurer's Memo

Covered under Treasurer's Report

Exterior Wall (Under Awning) Issues – Mike Sancier

Based on the complexity (e.g., examine and inspect wall from second story windows down, remove and reinstall awning, etc.) and uncertainty over what might be found, it was agreed to push the project to the Fall – presently obtaining quotes and tentative schedules.

NEW BUSINESS

Sean Tully – Q2 and Monthly update

Taken Out of Order

Request for \$500 Donation to City Tournament – Rick Gillis

Approved

City Tournament – price adjustments

Agreed – to have Sean Tully round off bar prices for convenience on the day of the City Tournament; also, to arrange for porta potties that day in the vicinity of the drop hole (Diane Murphy to coordinate).

MISCELLANEOUS

John Houlihan has agreed to coordinate the Veterans Tournament in November (taking over for Garry and Norma Murphy), and will work with the board, Tournament Committee, and Joel and staff.

Diane Murphy questioned plans for the simulators upstairs next winter – agreed to revisit with Joel at the June meeting.

There being no further business,

Motion by Dennis Moriarty, seconded by Diane Murphy to adjourn. Vote unanimous - Motion passed. The meeting was adjourned at 9:15 p.m.

NEXT MEETING
Sunday, June 23, 2024
at 9:00 a.m.

Respectfully Submitted,

Bob McLeod,
Secretary

Mt Pleasant Golf Club
Financial Summary & Notes
April 30, 2024

REVENUES	DEPT	YTD		YEAR END		Actual vs Budget		Forecast	Year over Year	
		ACTUAL	BUDGET	FORECAST	BUDGET	\$	Better (Worse)		2024 vs 2023	Inc(Dec)
Dues & Assessments		578,088	582,858			(4,770)	99.2%	\$	549,722	28,366
Initiation Fees		59,000	0			59,000	0.0%	0	18,000	41,000
Late Fees		8,361	6,500			1,861	0.0%	0	6,200	2,161
Bar Income		224,155	235,800			(11,645)	95.1%	0	231,788	(7,633)
ATM Income		1,068	1,500			(432)	71.2%	0	813	255
Cart Rental Income		17,186	18,000	0		(814)	95.5%	0	15,961	1,225
Greens Fee Income		13,700	3,000			10,700	456.7%	0	3,240	10,460
F&B Card Income		11,894	6,000			5,894	0.0%	0	8,315	3,579
Interest Income		8,585	0			8,585	0.0%	0	3,462	5,123
Hall Rental		12,300	12,500			(200)	98.4%	0	13,500	(1,200)
Linen Rental		5,800	6,000			(200)	100.0%	0	6,400	(600)
Donation Income		0	0			0	0.0%	0	0	0
Other Income		875	0			875	0.0%	0	83	792
TOTAL REVENUES		941,012	872,158	0	0	68,854	107.9%	0	857,484	83,528
COGS-Bar		87,895	80,313			(7,582)	109.4%	0	89,220	(1,325)
COGS-Kitchen		1,710	2,000			290	0.0%	0	0	1,710
COGS-Function		970	2,400			1,430	40.4%	0	2,758	(1,788)
Course		281,326	313,912			32,586	89.6%	0	264,387	16,939
House		201,226	183,724			(17,502)	109.5%	0	178,341	22,885
Tournament		66,453	105,214			38,761	63.2%	0	72,567	(6,114)
General & Administrative		147,853	150,748			2,896	98.1%	0	146,453	1,400
DEPARTMENTAL EXPENSES		787,433	838,311	0	0	50,878	93.9%	0	753,726	33,707
Profit(Loss)		153,579	33,847	0	0	119,732	453.7%	0	103,758	49,821
Interest Expense		14,400	14,400			(0)	100.0%	0	15,016	(616)
Real Estate Taxes		29,075	28,800			(275)	101.0%	0	28,852	223
Depreciation		92,674	96,000			3,326	96.5%	0	82,497	10,177
UBI Income Tax		2,118	0	0	0	(2,118)	0.0%	0	0	2,118
Total Other		138,268	139,200	0	0	932	99.3%	0	126,365	11,903
Profit(Loss)		15,312	(105,353)	0	0	120,665	-14.5%	0	(22,607)	37,919

Mt Pleasant Golf Club
Financial Summary & Notes

April 30, 2024

Detail Snap Shot - Key Expense Accounts

Course Expense	DEPT	04/30/24		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		145,132	147,451	2,319
Employee Insurance		17,627	19,110	1,483
Course Seed & Fertilizer		40,683	53,000	12,317
Equipment R&M		17,185	20,700	3,515
Course R&M		38,888	45,000	6,112
Course Irrigation		3,745	6,086	2,341
Course Fuel		3,083	4,000	917
Totals		266,344	295,347	29,003

Medical,Dental,Disability, Life Workers Comp
 Timing

House Expense	DEPT	04/30/24		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages - Bar		54,691	51,284	(3,407)
Salaries & Wages - House		54,112	55,508	1,396
Employee Insurance		15,328	22,788	7,460
House Service Contracts		25,420	21,000	(4,420)
House R&M		26,388	12,000	(14,388)
Building Security Systems		6,011	1,392	(4,619)
House Supplies		10,326	9,000	(1,326)
Totals		192,275	172,972	(19,303)

Medical,Dental,Disability, Life Workers Comp
 Daily Cleaning, Trash, Snow Removal, Pest Control, Tap Cleaning
 Roof \$4,600, Painting \$6,700, Pro Shop Room \$4,658, Refrigeration \$2,384, Carpet
 Fire, Monitoring, Cameras
 Includes Cups for Bar

Tournament Expense	DEPT	04/30/24		
		ACTUAL	BUDGET	VARIANCE
Salaries & Wages		48,789	83,735	34,946
Employee Insurance		7,919	8,280	361
Cities Expense		0	0	0
2 Day Member Guest		0	0	0
Printing Expense		1,276	1,500	224
Misc Expense		1,613	500	(1,113)
Totals		59,597	94,015	34,418

N Fantasia Budgeted
 Medical,Dental,Disability, Life Workers Comp N Fantasia Budgeted

G&A	DEPT	04/30/24		
		ACTUAL	BUDGET	VARIANCE
Bad Debt		2,200	0	(2,200)
Computer Software		11,974	12,000	26
Credit Card Fees		17,516	15,200	(2,316)
Club Liability Insurance		28,758	24,606	(4,152)
BOD Expense		4,980	2,850	(2,130)
Bookkeeping		7,020	9,000	1,980
RE Taxes		29,075	28,800	(275)
Electric		27,229	42,000	14,772
Gas		10,524	9,000	(1,524)
Water		3,281	2,400	(881)
Telecommunications		8,877	7,500	(1,377)
Totals		151,435	153,356	1,921

Timing
 Jonas & TSI Support
 Heavy Charging for Dues and Outside Parties
 Liability, Liquor, Auto, Directors, Cyber
 \$1000.00 Veterans Day, \$310 T Lamond, \$1,551 Meetings, Printing \$596, \$1,005 Member F
 Budget based on expected large increases in 2024
 Budget based on expected large increases in 2024
 Comcast and Phone

Mt Pleasant Golf Club
Summary Balance Sheet

ASSETS	April 2024	April 2023
Cash		
Operating & Payroll	193,663	72,482
Money Market	508,189	576,363
Restricted	404,872	359,469
House Banks	1,800	1,800
Course Petty Cash	200	200
Total Cash	1,108,723	1,010,314
Receivables		
Members	73,420	60,202
Other Receivables	0	0
Bad Debt Allowance	-2,530	-2,530
Net Receivables	70,890	57,672
Other Assets		
Inventories	24,511	23,220
Prepaid Expenses	59,073	40,038
Other Current Assets	1,000	1,000
Total Other Assets	84,584	64,258
Total Current Assets	1,264,197	1,132,244
Fixed Assets		
Land and Land Improvements	136,709	136,709
Buildings	548,402	548,402
Course Improvements	1,280,728	1,280,728
Course Equipment	769,634	691,780
Golf Carts	163,693	163,693
Office & EDP Equipment	125,585	125,585
Furniture Fixtures & Equip	383,147	342,830
Building Improvements	1,665,455	1,663,855
Less Accumulated Depreciation	-3,018,673	-2,834,272
Total Fixed Assets	2,054,680	2,119,310
TOTAL ASSETS	3,318,877	3,251,554
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts Payable	92,037	90,819
Prepaid Food & Bev	161,349	171,840
Prepaid Member Dues	504,940	479,941
Quimet Scholarship	19,475	15,540
Accrued Payroll	21,486	16,344
Leases Payable	187,865	173,901
National Grid Easement	0	84,713
Line of Credit	0	0
Accrued Other	15,398	20,870
Total Current Liabilities	1,002,550	1,053,968
Long Term Liabilities		
Long Term Debt	606,075	649,056
Bonds Payable	0	0
Total Long Term Liabilities	606,075	649,056
Equity		
Retained Earnings Current YR	15,312	(22,607)
Members Equity	1,694,940	1,571,137
Total Equity	1,710,252	1,548,530
TOTAL LIABILITIES & EQUITY	3,318,877	3,251,554

Mt Pleasant Golf Club

Gross Margin - Bar Receipts

	2024			2023			2022			2021			2020			2019		
	Revenue \$	Cost of Sales \$	Cost of Sales %	Revenue	Cost of Sales \$	Cost of Sales %	Revenue	Cost of Sales \$	Cost of Sales %	Revenue	Cost of Sales \$	Cost of Sales %	Revenue	Cost of Sales \$	Cost of Sales %	Revenue	Cost of Sales \$	Cost of Sales %
November	\$ 44,192	\$ 13,674	69.1%	\$ 40,965	\$ 15,441	62.3%	\$ 34,918	\$ 9,599	72.5%	\$ 21,701	\$ 12,387	42.9%	\$ 39,230	\$ 15,845	59.6%	\$ 39,913	\$ 12,376	69.0%
December	\$ 35,097	\$ 12,616	64.1%	\$ 35,079	\$ 13,829	60.6%	\$ 27,432	\$ 12,065	56.0%	\$ 11,650	\$ 6,832	41.4%	\$ 30,095	\$ 5,369	82.2%	\$ 31,181	\$ 9,750	68.7%
January	\$ 25,398	\$ 8,595	66.2%	\$ 28,440	\$ 6,037	78.8%	\$ 25,336	\$ 7,446	70.6%	\$ 11,608	\$ 4,714	59.4%	\$ 29,634	\$ 11,369	61.6%	\$ 20,259	\$ 3,204	84.2%
February	\$ 35,578	\$ 13,181	63.0%	\$ 31,907	\$ 15,153	52.5%	\$ 24,645	\$ 9,438	61.7%	\$ 15,672	\$ 6,350	59.5%	\$ 31,622	\$ 13,438	57.5%	\$ 30,687	\$ 14,621	52.4%
March	\$ 35,243	\$ 18,679	47.0%	\$ 43,126	\$ 17,783	58.8%	\$ 30,554	\$ 18,385	39.8%	\$ 17,489	\$ 10,397	40.6%	\$ 19,436	\$ 10,450	46.2%	\$ 37,290	\$ 12,492	66.5%
April	\$ 48,646	\$ 19,997	58.9%	\$ 52,272	\$ 20,978	59.9%	\$ 49,254	\$ 18,786	61.9%	\$ 35,548	\$ 20,859	41.3%	\$ -	\$ -	0.0%	\$ 37,285	\$ 23,123	38.0%
May				\$ 78,221	\$ 35,021	55.2%	\$ 71,818	\$ 22,930	68.1%	\$ 52,222	\$ 22,460	57.0%	\$ 2,889	\$ 1,009	65.1%	\$ 51,397	\$ 20,125	60.8%
June				\$ 89,626	\$ 28,391	68.3%	\$ 82,891	\$ 26,142	68.5%	\$ 73,186	\$ 20,241	72.3%	\$ 42,039	\$ 16,033	61.9%	\$ 67,275	\$ 14,498	78.4%
July				\$ 77,347	\$ 29,742	61.5%	\$ 75,613	\$ 20,317	73.1%	\$ 61,144	\$ 23,439	61.7%	\$ 58,401	\$ 23,580	59.6%	\$ 65,953	\$ 26,212	60.3%
August				\$ 63,153	\$ 16,999	73.1%	\$ 64,283	\$ 21,925	65.9%	\$ 52,478	\$ 9,729	81.5%	\$ 55,761	\$ 10,889	80.5%	\$ 57,502	\$ 11,986	79.2%
September				\$ 68,224	\$ 19,795	71.0%	\$ 73,444	\$ 18,170	75.3%	\$ 52,695	\$ 17,712	66.4%	\$ 42,334	\$ 8,101	80.9%	\$ 53,745	\$ 16,201	69.9%
October				\$ 53,098	\$ 12,177	77.1%	\$ 63,660	\$ 7,246	88.6%	\$ 51,836	\$ 13,171	74.6%	\$ 32,845	\$ 18,636	43.3%	\$ 41,009	\$ 5,292	87.1%
April YTD	\$ 224,154	\$ 86,742	61.3%	\$ 231,789	\$ 89,220	61.5%	\$ 192,139	\$ 75,719	60.8%	\$ 113,668	\$ 61,539	45.9%	\$ 150,017	\$ 56,471	62.4%	\$ 196,615	\$ 75,566	61.6%

Board, the following is a brief update to the board on two items recently discussed at a Finance Review Committee Meeting on May 13th, 2024. The purpose of this memo is to bring these items to the board's attention for further discussion.

1. **Employee Retention Tax Credit:** In July 2023 the club applied for and received approval for funds through the ERTC Program. After being approved, but before receiving the funds, the government put a moratorium on processing these loans. It's unknown when this will be lifted, or if it will ever be lifted. We continue to check in monthly. When doing the budget for the fiscal year, we included receipt of ~\$150,000 in the budget as it had been approved. While the intention was not to use this money for operating purposes and rather put the bulk of it into reserves, it's appearing more likely that we may not in fact receive it before the end of the fiscal year. As a result, this \$150,000 would be stripped out of our profit and loss at year end. We had budgeted for a ~\$48,000 net income for the year. Stripping this out would lead to us showing a loss. However, we didn't budget for initiation fees, which we will have approximately \$60,000 of, and we didn't budget for interest income, which is tracking towards ~\$20,000 for the year, so the anticipated loss on the financials should be mitigated. John Bukala and I felt it necessary to bring to the board's attention at this time formally, so that everyone is on the same page. My suggestion would be that we continue to be mindful of project/capex spending through the balance of the year. We have a number of projects slotted that I think we should continue with but need to carefully evaluate additional/new requests.
2. **2025 Fiscal Budget:** Part of the role and responsibility of the Treasurer, while working with the Board and the FRC, is to provide a balanced budget for the year. In FY 2025, for the first time in years, it's not anticipated that we have any outside sources of money coming in (i.e. covid stimulus, National Grid money, prior ERTC money, etc.). When depreciation is removed from all of our expenses, we see that we have around ~\$1.8M in expense. This is from operations (think salaries, nearly all of the day to day course expenses, utilities, etc), sales (the cost of the bar products we sell), and additional items like interest and real estate taxes. Based on price increases that we're seeing and the general state of the economy, estimating that these expenses will increase 3-5% in 2025 is within reason. At 4%, this would be an additional \$72,000 in expenses for the year. This will make submitting a balanced budget for 2025 difficult, as we can't anticipate initiation fees or the interest income. It will likely need to be made up from dues increases, cart and greens fees increases, and or bar increases. While nothing is set in stone, it is something that we are closely monitoring as we head into our busy season. The budgeting process will formally begin late August/Early September.

Respectfully,

Sean Moriarty, Treasurer
John Bukala, FRC Chair