

MINUTES

Beaver Meadow Golf Advisory Committee Meeting July 10, 2025

In Attendance: Councilor Jennifer Kretovic, Councilor Nathan Fennessy, Gary Darby, Bob Whatmough, Linda Mattlage, Roger Jobin, Fran Hunt, Mack Bean, Craig Savage, Jim Tanner, Jerise Mares, Tom Aspell, Brian LeBrun, Audrey Masters, Pat Lanman, and Josh Lacasse.

Excused: Chris Mulleavey and Charlie Randall.

1) **Approval of Meeting Minutes:** A motion was made and seconded to approve the minutes from the June 12, 2025 meeting. The minutes were approved with a unanimous voice vote.

2) **Pro Shop Update:**

- To date, the course has hosted eight outings bringing in a total of \$45,000 in revenue.
- Junior Camp started last week with 20 kids enrolled.
- Sales of hard goods is strong, with \$52,000 to date this year in revenue from golf club sales, as compared to \$23,000 at this time last year.

3) **Course Update:**

- The next phase of the irrigation project was completed in June.
- Work on cart paths will begin next week.
- Fran asked if staff would be adding sand to the bunkers. Pat indicated that they will be adding sand and working on the edging of the bunkers.
- Brian noted that Beaver Meadow has reached a milestone, reaching over \$2 million in revenue. He praised the staff for their great work in accomplishing this.

4) **Membership/Rate Review:**

- City Manager Tom Aspell reminded committee members that when the City Council considered his recommendation for a new clubhouse, he indicated that he would work with the committee on rate increases to help pay for the new clubhouse. He asked the committee members to consider this when making recommendations for 2026.
- The committee discussed 2026 membership fee options for season passes, daily greens, golf carts, school usage, the driving range, the simulators, and outings. Motions were made on each category, duly seconded, and approved with unanimous voice votes to recommend the attached rates for the 2026 season.
- The committee also discussed dynamic pricing and the benefits of such when appropriate. A motion was made and seconded to allow the City Manager to approve dynamic pricing, as appropriate, for greens fees, simulators, and all other golf-related revenue.

5) **New Business:** Pat mentioned that a memorial bench had been donated to the course and they would like to place it at hole #17. The consensus of the committee agreed to the placement of the bench.

6) **5 Minutes of Public Input:** There was no public input.

7) **Adjournment:** A motion was made and seconded, and the meeting was adjourned at 10:15 AM with a unanimous voice vote.

July 2025 Golf Advisory Committee Proposed Rates to City Council

Season Pass Rate Recommendations 2026 Golf Season

Category	2024	2024 Rate	2025	2025 Rate	2026
Senior, Mon-Fri	96	\$1,295	105	\$1,295	\$1,400
Adult 7 Day	68	\$1,995	53	\$2,295	\$2,500
Family 7 Day	8	\$3,150	33	\$3,500	\$3,700
Junior	64	\$350	67	\$350	\$450
Young Adult	49	\$1,475	32	\$1,795	\$1,900
College	28	\$750	38	\$750	\$850
		<i>Total</i>	328		
Cart 7 Day	21	\$1,100	10	\$1,275	\$1,500
Senior Cart 5 Day	12	\$1,050	8	\$1,175	\$1,400
Family Cart	5	\$1,675	1	\$2,000	\$2,400
		<i>Total</i>	19		
Revenue Per Profile Category					
Senior, Mon-fri			105	\$135,975	\$147,000
Adult 7 Day			53	\$121,635	\$132,500
Family 7 Day			33	\$115,500	\$122,100
Junior			67	\$23,450	\$30,150
Young Adult			32	\$57,440	\$60,800
College			38	\$28,500	\$32,300
Cart 7 Day			10	\$12,750	\$15,000
Senior Cart 5 Day			8	\$9,400	\$11,200
Family Cart			1	\$2,000	\$2,400
Non-Resident Capital Fee \$50			140		\$7,000
Total Revenue				\$506,650	\$560,450
Estimated Revenue Increase					\$53,800
Notes : % increase amounts are rounded on all sheets					
Young Adult is up to 39 years old					
College rate includes enrollee in trade school and up to 25 years old					
Family rate is maximum 4 people living in same household					

**July Golf Advisory Committee Consideration
Daily Fee Rate Recommendation 2026 Golf Season**

			15%	
	2024	2025	2026	
Green Fees	Rate	Rate	Rate	
18 Hole Weekday	\$43	\$46	\$55	
18 Hole Weekend and Holiday	\$53	\$56	\$65	
9 Holes	\$30	\$32	\$37	
Concord Resident 18 Hole	N/A	\$43	\$50	
Concord Resident 18 Hole WE/H	N/A	\$53	\$61	
Concord Resident 9 Hole	N/A	\$30	\$35	
Green Fees Guest of a Member	\$40	\$43	\$50	
Green Fee Veteran Rate	\$37	\$40	\$46	
League 18 Hole	\$39	\$42	\$49	Not on Non-Ordinance Fee Sheet
League 9 Hole	\$29	\$30	\$35	Not on Non-Ordinance Fee Sheet
Twilight (After 3 pm)	\$37	\$39	\$45	Recommend twilight begins at 3:30
Junior 18 Hole	\$25	\$25	\$29	
Junior 9 Hole	\$13	\$13	\$15	
Member Guest Green Fee	\$29	\$32	\$37	
City Employee Rate		\$32	\$37	
Non-Peak Shoulder Season-Open-May15th and November 1-November 30th				
	2024	2025	2026	
Weekday	\$40	\$42	\$49	
Weekend/Holiday	\$50	\$52	\$60	
2025 Toal Green Fee Revenue		\$561,646		
Estimated Additional Revenue Increase From Green Fees			\$91,247	
Golf Carts				
	2024	2025	2026	
18 Holes	\$22	\$23	\$27	
9 Holes	\$13	\$15	\$18	
Twilight 18 Holes	\$18	\$18	\$21	
Senior Member 9 (M-F only)	\$12	\$13	\$15	
Senior Member 18 (M-F only)	\$17	\$18	\$21	
Cart RentAdditional 9 Holes	N/A	\$7	\$9	
2025 18 Hole Cart Rental Revenue	8548	\$173,971	\$200,067	
2025 9 Hole Cart Rental Revenue	5112	\$69,353	\$79,756	
		\$243,324	\$279,823	
Estimated Additional Cart Revenue			\$36,499	
School Usage Fee				
	2024	2025	2026	
High School Teams (Fall Season)	\$3,160	\$3,160	\$3,160	
NHTI (Per Player-Per Round)	\$25	\$25	Adjust to Approved Jr. Rate	
Tilton and Proctor (Spring)	\$13	\$13	Adjust to Approved Jr. Rate	
Driving Range				
	2024	2025	2026	
Large	\$10	\$12	\$12	Staff recommends no change in range fees without increasing ball count per basket.
Medium	\$7	\$9	\$9	
Small	\$5	\$6	\$6	
2025 Driving Range Revenue				
Large		\$38,434		
Medium		\$1,269		
Small		\$4,645		
Total Driving Range Revenue		\$137,278		
Simulator Fee				
	2024	2025	2026	
Hourly Charge	\$45	\$45		Staff reccomends adding a weekday rate of \$40 per hour from 8-1 to fill slow times for simulator play and to add an incresed rate on weekends.
8-2 Weekdays			\$40	
2-Close Weekdays			\$45	
Saturday-Sunday			\$47.50	
2025 Total Sim Revenue	Rounds	Total		
	2424	\$76,523		

Note: Beaver Meadow employees are allowed to play golf at no charge to be able to discuss the condition of the course with customers.

Outing Fees Update for 2026 Golf Season

Outing Packages	2024 Par Package	2025 Par Package	2026 Par Package	
Monday Through Thursday	\$61	\$61	\$61	Staff recommends no change to outing rates for 2026
Friday, Saturday, Sunday	\$69	\$69	\$69	
Shoulder Season Outing Pricing April 15th-May16th & October 15th-Nov 30th				
Monday through Thursday	\$52	\$52	\$55	
Friday, Saturday, Sunday	\$62	\$62	\$65	
9 Hole Outings Weekday Only w/tent				
		2025	2026	
		\$39	\$43	
Tent Rental Fee Non-Golf (8 hrs)				
		2025	2026	
		\$2,000	\$2,000	
Note: Existing multi year agreements will be honored				

Specials Including Cart				
	2024	2025	2026	Estimated Revenue Increase
Senior Days	2 for \$90	2 for \$100	2 for \$110	\$9,000
Ladies Day	2 for \$100	2 for \$100	2 for \$110	\$2,500
Estimated Additional Revenue				\$11,500

Other Rates for Golf Advisory Committee Consideration				
GHIN Handicap	2024	2025	2026	
Member	\$42	\$42	\$42	
Non-Member	\$55	\$55	\$55	
Lessons	2024	2025	2026	
Lesson Rate Junior (30 min)	\$60	\$60	\$60	
Lesson Rate (45 min)	\$80	\$100	\$100	
Get Golf Ready		2025	2026	Series of four sessions
		\$150	\$150	
Junior Camps	2024	2025	2026	
	\$125	\$125	\$125	

League and Tournament Entry Fees				
	2024	2025	2026	
League Fee (Per Player)				League Fee covers weekly prizes
Twilight League	\$75	\$75	\$75	One payment upon league entry
Wed. senior League		\$5	\$5	Paid Weekly
Tournament Entry Fee	2024	2025	2026	Tournament Entry Fees cover
(Weekend member tournaments)	\$25	\$25	\$25	tournament prizes and tee gifts
1 Day Member Guest Team Fee	2024	2025	2026	Team Fee covers prizes, and guest
	\$100	\$100	\$100	green fee
2 Day Member Guest Team Fee	2024	2025	2026	Team Fee covers prizes, food, guest
		\$525	\$525	green fee and cart
1 Day Member/Member Team Fee	2024	2025	2026	Team Fee covers tournament prizes
	\$50	\$50	\$50	
2 Day Member/Member Team Fee	2024	2025	2026	Team Fee covers prizes and food
	\$100	\$100	\$100	
Red White Blue Tournament Fee	2024	2025	2026	Tournament fee covers prizes, tee gift,
Season Pass Holder		\$100	\$100	food.
Non-Season Pass Holder		\$220	\$220	Non-season pass holder fee covers green
				fee of \$40 per round (3 rounds)
<i>All league and tournament prizes are awarded in BMGC proshop credit</i>				
College-New Hampshire Golf				
	2024	2025	2026	
College Tournament Per Player				
Spring Opener	\$25	\$25		Adjust to approved junior rate
Fall Invitational	\$25	\$25		Adjust to approved junior rate
NHTI Fall Match	N/A	\$25		Adjust to approved junior rate
New Hampshire Golf				
Team Match Play (5 rounds)				Rate stipulated by NHG proposals
Individual Match Play (Qualifying)				Events and rates subject to change
Women's Fourball (2 days)				year over year.
Junior Spring Preview				
State AM Qualifier				Golf Advisory Committee
Junior Tour				recommends continuing to support
NHIAA High School Championships				New Hampshire Golf and New England
				Golf as an opportunity to grow the game of
				golf for New Hampshire

Comparison to Area Courses								
Memberships								
	BMGC	2026			Canterbury	Pembroke	Loudon	
	2025	A	B	C				
Category								
Senior Mon-Fri	\$1,295	\$1,360	\$1,425	\$1,490	\$2,550	\$2,550	\$1,820	
Adult 7 Day	\$2,295	\$2,410	\$2,525	\$2,640	\$2,925	\$2,925	\$2,400	
Family 7 day	\$3,500	\$3,675	\$3,850	\$4,025	\$4,350	\$4,350	\$3,640	
Junior	\$350	\$370	\$385	\$400	\$600	\$600	\$445	
Young Adult	\$1,795	\$1,885	\$1,975	\$2,065	\$2,125	\$2,125	\$1,785	
College	\$750	\$790	\$825	\$865	\$1,100	\$1,100	\$840	
Cart 7 Day	\$1,275	\$1,350	\$1,475	\$1,525	N/A	N/A	N/A	No Cart Memberships
Senior Cart 5 Day	\$1,175	\$1,250	\$1,375	\$1,425	N/A	N/A	N/A	offered
Family Cart	\$2,000	\$2,075	\$2,200	\$2,250	N/A	N/A	N/A	
Green Fees								
18 Hole Weekday	\$46	\$51	\$53	\$55	\$80	\$80	\$52	
18 Hole Weekend and Holiday	\$56	\$62	\$64	\$68	\$90	\$90	\$66	
9 Holes	\$32	\$35	\$37	\$39	\$60/\$70	\$60/\$70	\$35/\$49	M-Th/F-Su
Concord Resident 18 Hole	\$43	\$47	\$49	\$51	N/A	N/A	N/A	
Concord Resident 18 Hole WE	\$53	\$58	\$60	\$62	N/A	N/A	N/A	
Concord Resident 9 Hole	\$30	\$33	\$35	\$37	N/A	N/A	N/A	
Green Fees Guest of a Member	\$43	\$47	\$49	\$51	N/A	N/A	N/A	
Green Fee Veteran Rate	\$40	\$44	\$46	\$48	N/A	N/A	N/A	
League 18 Hole	\$42	\$46	\$48	\$50	N/A	N/A	N/A	
League 9 Hole	\$30	\$33	\$35	\$37	N/A	N/A	N/A	
Twilight (After 3 pm)	\$39	\$43	\$45	\$47	N/A	N/A	\$55/\$66	9 or 18
Junior	\$25	\$28	\$30	\$32	N/A	N/A	\$20/\$31	9 or 18
Junior Weekend/Holiday	\$25	\$32	\$34	\$36	N/A	N/A	N/A	Twilight rate with cart @ 4pm
Member Guest Green Fee	\$32	\$35	\$37	\$39	N/A	N/A	N/A	
Golf Carts								
18 Holes	\$23	\$26	\$27	\$28	\$25/\$15	\$25/\$15	\$23	
9 Holes	\$15	\$18	\$19	\$20	\$19/10	\$19/10	\$17	
Twilight 18 Holes	\$18	\$21	\$22	\$23				
Senior Member 9 (M-F only)	\$13	\$16	\$20	\$21				
Senior Member 18 (M-F only)	\$18	\$21	\$22	\$23				
Cart Rent Additional 9 Holes	\$7	\$10	\$11	\$12				
					M/Non-M			
Simulator Fee								
Hourly Charge	\$45	\$45						
				M-F 9-12	\$40	No Sim		No published rate
				M-F 12-8	\$50	No Sim		only available Dec-Mar
				Sat-Sun	\$60	No Sim		