



CITY OF CONCORD

REPORT TO MAYOR AND THE CITY COUNCIL

DATE: July 24, 2025

TO: Mayor and City Council

FROM: Brian G. LeBrun, Deputy City Manager - Finance

SUBJECT: 2026 Rate and Fee Recommendations for Beaver Meadow Golf Course

Recommendation

Accept this report approving the 2026 passholder, daily fees, outings and simulator rates and other fees as recommended by the Golf Course Advisory Committee.

Background

Annually, the Golf Course Advisory Committee reviews rates and fees charged at the golf course and recommends to the City Council adjustments for the next golf season. The increases as recommended by the Golf Course Advisory Committee are expected to result in approximately \$189,646 in additional revenue for the 2026/27 golf season.

As part of the recommendation, the Committee recommends continuing the Concord Resident Greens Fee Rate, for regular price 18-hole weekday, 18-hole weekend and 9-hole rounds as noted in the below chart. Additionally, the City Council voted to add a \$50 non-resident capital fee to non-resident golf course passholders except for the Junior category.

Discussion

Passholder rates

At their July 10, 2025 meeting, the Golf Course Advisory Committee recommended the attached rate structures to the City Council, as reflected in the table below:

7.10.25 Golf Advisory Committee Recommendation									
Membership Rates Update for the 2025 Golf Season									
	Memberships Golf Season			Beaver Meadow Approved	Beaver Meadow Proposed		Pembroke Pines	Canterbury Woods	Loudon Country Club
CATEGORY	2023	2024	2025	2025	2026	2026	2025	2025	2025
Senior, Mon-Fri	83	96	105	\$1,295	\$1,400	\$105	\$2,550	\$2,550	\$1,820
Adult 7 days	92	68	53	\$2,295	\$2,500	\$205	\$2,925	\$2,925	\$2,400
Family 7 Day	12	11	16	\$3,500	\$3,700	\$200	\$4,350	\$4,350	\$3,640
Junior	60	64	67	\$350	\$450	\$100	\$600	\$600	\$445
Collegiate Rate	34	28	38	\$750	\$850	\$100	\$1,100	\$1,100	\$840
Young Adult	74	49	32	\$1,795	\$1,900	\$105	\$2,125	\$2,125	\$1,785
Total Memberships	355	316	311						
Cart 7 Day	22	21	10	\$1,275	\$1,500	\$225	N/A	N/A	N/A
Cart Family 7	10	5	8	\$2,000	\$2,400	\$400	N/A	N/A	N/A
Cart Weekday	12	5	1	\$1,175	\$1,400	\$225	N/A	N/A	N/A
Cart Memberships	44	31	19						
Non Resident Capital Fee	0	0	140	\$ -	\$ 50	\$ 50			

Notes: Junior rate is up to 18 years old; Young Adult rate is up to 29 years old; Family rate is max of 4 people living in same household with two adults, College rate is up to 25 years old and includes enrollees in trade school.

Beaver Meadow Golf recommends to continue offering the following fall payment specials:

Current Passholders:

- 1) Sign up by November 30, 2025 for the 2026 season and maintain the 2025 rate by either paying 50% and pay the balance before the start of play in Spring 2026 or enrolling in the ACH payment plan which will allow payments from December through March.

New Passholders:

- 2) Starting September 1, 2025, pay at least 50% of the applicable 2026 Passholder rate, and pay the rest of 2024 season. The remainder of the Passholder balance is due before playing in the Spring of 2026.
- 3) Starting September 1, 2025, pay at least 50% of the applicable 2026 Passholder rate, and pay the rest of 2024 season. The remainder of the Passholder balance is due through ACH payments from December through March.

It is anticipated that the proposed Passholder rate changes will generate an additional \$43,400 and the \$50 Non-resident capital fees will generate approximately \$7,000.

Daily fees and other rates

Daily Fee Rate Update For 2026 Golf Season				
	2023	2024	2025	2026
<u>Green Fees</u>	<u>Rate</u>	<u>Rate</u>	<u>Rate</u>	<u>Rate</u>
18 holes Mid Week	\$39	\$43	\$46	\$55
18 holes Weekends and Holidays	\$49	\$53	\$56	\$65
9 holes	\$29	\$30	\$32	\$37
18 holes Mid Week (Resident)	N/A	N/A	\$43	\$50
18 holes Weekends and Holidays (Resident)	N/A	N/A	\$53	\$61
9 holes (Resident)	N/A	N/A	\$30	\$35
Guest of a Member	\$37	\$40	\$43	\$50
Veteran Rate	\$35	\$35	\$40	\$46
League 9	\$27	\$29	\$30	\$35
League 18	\$37	\$39	\$42	\$49
Twilight (After 3:30pm)	\$30	\$37	\$39	\$45
Junior Rate 9 Holes	\$13	\$13	\$13	\$15
Junior Rate 18 Holes	\$18	\$25	\$25	\$29
Member-Guest Tournament Rate	\$27	\$29	\$32	\$37
City Employee Rate	N/A	N/A	\$32	\$37
Non Peak Shoulder Season (Opening to May 15) and (November 1 - November 30)				
Mid Week	\$35	\$40	\$42	\$49
Weekend & Holiday	\$45	\$50	\$52	\$60
<u>Specials Include Cart</u>				
Senior Days	2 for \$90	2 for \$90	1 for \$100	2 for \$110
Ladies day	2 for \$100	2 for \$100	2 for \$100	2 for \$110
Others Specials, Links Card, Players Pass, High School Fundraising Cards, based on above Specials				
School Usage Fees	2023	2024	2025	2026
High School Teams (Fall Season)	\$3,160	\$3,160	\$3,160	\$3,160
NHTI (Per Player-Per Round 19 holes)	\$25	\$25	\$25	\$29
Tilton and Proctor (Spring 9 holes)	\$13	\$13	\$13	\$15
<u>Golf Carts</u>	2023	2024	2025	2026
18 Holes	\$22	\$22	\$23	\$27
18 Holes Member	\$22	\$22	\$23	\$27
9 Holes	\$13	\$13	\$15	\$18
Twilight 18 Hole	\$17	\$18	\$18	\$21
Senior Member 9 (Monday-Friday Only)	\$12	\$12	\$13	\$15
Senior Member 18 (Monday-Friday Only)	\$17	\$17	\$18	\$21
Additional 9 Holes	N/A	N/A	\$7	\$9
<u>GHIN Handicap</u>	2023	2024	2025	2026
Member	\$42	\$42	\$42	\$42
Non-Member	\$55	\$55	\$55	\$55
<u>Range Baskets</u>				
Large	\$10	\$10	\$12	\$12
Medium	\$7	\$5	\$9	\$9
Small	\$5	\$7	\$6	\$6

Simulator Fee	2024	2025	2026			
Hourly Charge	\$45	\$45		Recommends adding a weekday rate of \$40 per hour from 8-1 to fill slow times for simulator play and to add an increased rate on weekends.		
8-2 Weekdays			\$40			
2-Close Weekdays			\$45			
Saturday-Sunday			\$47.50			

Lessons/Get Golf Ready/Junior Camps

Lessons	2023	2024	2025	2026
Junior (30 Minutes)	\$60	\$60	\$60	\$60
Regular (45 Minutes)	\$80	\$80	\$100	\$100
Get Golf Ready	2023	2024	2025	2026
Series of four lessons	\$150	\$150	\$150	\$150
Junion Camps	2023	2024	2025	2026
Five day camp	\$125	\$125	\$125	\$125

Daily Fee Rate Comparison to Other Golf Courses (2025 Golf Season)								
	18 Holes	18 Holes	9 Holes	Twilight	Junior	18 Holes	9 Holes	18 Holes
	Weekend					Cart	Cart	Twilight
Derryfield CC	\$ 48.00	\$ 48.00	\$ 28.00	\$ 24.00	\$ 24.00	\$ 22.00	\$ 22.00	\$ 12.00
Loudon	\$ 66.00	\$ 52.00	\$ 35.00	\$ 55.00	\$ 20.00	\$ 23.00	\$ 17.00	\$ 20.00
Pembroke	\$ 90.00	\$ 80.00	\$ 60.00	N/A	N/A	\$ 25.00	\$ 19.00	N/A
Canterbury	\$ 90.00	\$ 80.00	\$ 60.00	N/A	N/A	\$ 25.00	\$ 19.00	N/A
Stonebridge	\$ 58.00	\$ 47.00	\$ 32.00	38/18	32/39	\$ 27.00	\$ 16.00	\$ 27.00

It is anticipated that the changes in the daily fee rates will generate an additional \$91,247 in revenue, the changes in the cart rates will generate an additional \$36,499 in revenue. School usage fees for high school teams are recommended to remain at \$3,160 and the schools have been notified this will be the rate charged for team practices and matches. NHTI per player fee, Tilton and Proctor spring rates are recommended at the Junior daily fee as revised. Simulator rates are recommended to change to \$40 weekdays 8-2, \$45 weekdays after 2:00 and \$47.50 on Saturdays and Sundays.

Senior Days and Ladies Days specials are recommended to increase by \$10 for 2 players and is anticipated to generate an additional \$11,500 in revenue.

Lessons, Get Golf Ready, Junior Camps recommended to remain the same as current fee schedule. Lessons and Get Golf Ready fees are paid out to the teaching pro at 85% of the fee collected and are taught outside of the employees work hours. All Junior Camp revenues remain with the golf fund and are not paid out to golf professionals. The camps are held as part of the regular work hours.

The committee also recommends that Beaver Meadow Golf Course employees continue to be allowed to play golf at no charge in order to be able to discuss course conditions with customers.

Outings and tent rental

Outing rates are recommended to remain the same and all outings will be charged the rack rate based on the attached schedule. The Crimeline outing has a current special rate of \$48 per player.

Outing Fees Update for 2026 Golf Season			
<u>Outing Packages</u>	2024 Par Package	2025 Par Package	2026 Par Package
Monday through Thursday	\$61	\$61	\$61
Friday, Saturday, Sunday, Holidays	\$69	\$69	\$69
Shoulder Season Outing Pricing April 15th - May 16th & October 15th-Nov 30th			
	2024 Par Package	2025 Par Package	2026 Par Package
Monday through Thursday	\$52	\$52	\$55
Friday, Saturday, Sunday, Holidays	\$62	\$62	\$65
9 Hole Outings Weekdays Only	2024	2025	2026
	\$39	\$39	\$43
Tent Rental Fee (8hrs)	2024	2025	2026
	\$2,000	\$2,000	\$2,000

League and Tournament Fees

League and Tournament Entry Fees				
League Fee (Per Player)	2024	2025	2026	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)
All league and tournament prizes are awarded in BMGC proshop credit				

The committee recommends the attached league and tournament fees as described.

College/New Hampshire Golf				
	2024	2025	2026	
College Tournament Per Player				
Spring Opener	\$25	\$25	\$29	Adjust to approved junior rate
Fall Invitational	\$25	\$25	\$29	Adjust to approved junior rate
NHTI Fall Match	N/A	\$25	\$29	Adjust to approved junior rate
New Hampshire Golf				Rate stipulated by NHG proposals
Team Match Play (5 rounds)				Events and rates subject to change
Individual Match Play (Qualifying)				year over year.
Women's Fourball (2 days)				Golf Advisory Committee
Junior Spring Preview				recommends continuing to support
State AM Qualifier				New Hampshire Golf and New England
Junior Tour				Golf as an opportunity to grow the game of
NHIAA High School Championships				golf for New Hampshire

College Tournament Per Player fees are recommended to change in conjunction with and to be the same as the Junior rate. New Hampshire Golf events are based on rates stipulated by New Hampshire Golf and subject to change.

The committee also recommends that the City Manager or his designee be authorized to offer special pricing based on market conditions and current needs.

The total fee revisions proposed in this report is anticipated to generate an estimated \$189,646 in additional golf fund revenue for the 2026/27 golf season.

I am glad to answer any questions.