



# CITY OF CONCORD

## REPORT TO MAYOR AND THE CITY COUNCIL

**DATE:** June 19, 2019

**TO:** Mayor and City Council

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

**SUBJECT:** 2020 Membership Rates for Beaver Meadow Golf Course

### **Recommendation**

Accept this report approving the 2020 membership rates as recommended by the Golf Course Advisory Committee.

### **Background**

Annually, the Golf Course Advisory Committee reviews membership rates and recommends to the City Council adjustments to the rates for the next golf season. The rates for 2020 will increase in some categories and will continue to be competitive with other area courses.

### **Discussion**

At their June 13, 2019 monthly meeting, the Golf Course Advisory Committee recommended the attached rate structure to recommend to the City Council. The table below shows the 2019 rates compared to the 2020 rates by category and proposed increases. The recommendation maintains the same membership categories as 2019. Attached is a spreadsheet with the 2020 Beaver Meadow rates compared to the 2019 rates of other local courses. As you can see, Beaver Meadow is lower in almost all categories.

The recommended rate structure changes are as follows:

<u>Membership Description</u>	<u>2019</u>	<u>2020</u>	<u>Increase</u>
<b><u>Golf</u></b>			
Adult (7 days)	\$1,450	\$1,495	\$45
Senior (M-F) No Holidays	\$860	\$895	\$35
Midweek Single (M-F)	\$1,050	\$1,095	\$45
Family (7 days)	\$2,395	\$2,425	\$30
Family Midweek (M-F)	\$1,700	\$1,745	\$45
Family add on after 2 Children	\$275	\$275	\$0
College	\$600	\$600	\$0
Twilight	\$1,050	\$1,095	\$45
Young Adult (19-39)	\$950	\$950	\$0
Junior	\$275	\$275	\$0
<b><u>Carts</u></b>			
Single Cart (7 days)	\$695	\$695	\$0
Family Cart (7 days)	\$1,095	\$1,095	\$0

Beaver Meadow Golf will also continue to offer the following payment options for current and new members.

**Current Members:**

- 1) Sign up by November 30, 2019 and lock in 2019 rates for the 2020 season by paying at least 50% of membership fee. The remainder of the membership fee is due before playing in the Spring of 2020.
- 2) Sign up by November 30, 2019 and lock in 2019 rates for the 2020 season by signing up for the Ach payment option which will allow payments from December through March.

**New Members:**

- 3) Starting September 1, 2019, pay at least 50% of the membership fee, lock in the current rates for 2019 season and play the rest of 2019 season. The remainder of the membership balance is due before playing in the Spring of 2020.
- 4) Starting September 1, 2019, pay at least 50% of the membership fee, lock in the 2019 rates for the 2020 season and play the rest of 2019 season. The remainder of the membership balance is due through Ach payments from December through March.

**Reintroduced Program:**

- 5) Current members – sign up a new member (anyone that did not have a 2019 Beaver Meadow Golf Course membership) and receive \$100 off their membership and \$100 off the new membership.

***Note: This offer only applies to Memberships of \$860 or more and does not apply to Cart Memberships.***

I would be glad to answer any questions regarding these changes.