

MINUTES

Beaver Meadow Golf Advisory Committee Meeting July 14, 2022

In Attendance: Chris Mulleavey (Chair), Gary Darby, Nathan Fennessy, Linda Mattlage, Roger Jobin, Bob Whatmough,, Bob Norton, Phil Davis, Pat Lanman, and Brian LeBrun.

Absent: Mark Coen, Jennifer Kretovic, Ruthann Bradley, Fran Hunt, Corey Schofield, and Dick Holden.

- 1) **Approval of Meeting Minutes:** A motion was made and seconded to approve the minutes from the June 16, 2022 meeting. The minutes were approved with a unanimous voice vote.
- 2) **Pro Shop/Operations:**
 - Total membership is at 346. Ten more juniors were added since the June meeting. Probably won't see any additional members this year.
 - Leagues are up and running, and all are going well.
 - No outings this month until the end of July – at which time there are two scheduled. There are several outings scheduled for the first week of August on four consecutive days.
 - Rounds through June are ahead of last June. Last June we were at 3,800 rounds, as compared to 4,227 this June.
 - Greens fee revenue is up 78% over last year. From opening day 2022 until July 1st, we were running behind, but business has picked up and we're now up 6.2%.
 - Roger Jobin commented that the pace of play has been excellent.
- 3) **Course Update:**
 - The irrigation project started last Tuesday and is going great. The 16th hole is nearly complete; and the 10th hole is being connected today. Will be working on tee boxes next.
 - Pat indicated that we are saving money and water by using the pond water for irrigation.
 - Nathan suggested that we pull together some information in order to educate the City Council and the public as to what we're doing in the area of irrigation. Brian indicated that we will do a report to Council at the end of the season with updates.
- 4) **2023 Membership Fees:** The committee reviewed and discussed the three options proposed for membership rate increases for next year. All three of the options maintain rates that are less than comparable rates at area golf courses, including Derryfield, which is another municipal golf course.

Phil noted that Option A brings Beaver Meadow closer to the pricing of other courses, and since the City is working to offer affordable golf, that Option B or C may be better. Option B is "middle of the road". Nathan indicated that he liked Option B, except for the increase in the Junior and Collegiate rates, which he feels should have no increase. Bob Whatmough suggested increasing the Family 7 Day membership in Option A to \$2,850; reducing it in Option B to \$2,700; and reducing it in Option C to \$2,650. Chris indicated that he thinks we should go with Option A, and suggested that we could even go higher. Phil responded that incremental increases is generally how the City has raised rates. Nathan commented that

membership fees are important, but that greens fees generate the most revenue. He suggested maintaining a price point to attract and keep members and an increase in greens fees, as we're about 15% to 20% lower in greens fee costs than comparable area golf courses.

Brian indicated that the City usually sets the greens fees at a different time than the membership fees. Phil and others agreed that it would be good to decide on both of these things at the same time.

Committee members agreed to take the next month to review the proposed options and give it some thought. At the August meeting, the committee will discuss again and make a recommendation for membership and greens fee rates for City Council approval.

- 5) **5 Minutes of Public Input:** Charlie Randall mentioned that the Senior 5 day/week membership doesn't include holidays. He would like to see holidays added. Charlie also commented that the clocks to monitor/maintain pace of play have not been put out and asked why. Phil indicated that they've had enough staff to monitor pace of play.
- 6) **Other:** Gary Darby asked about the status of the range machine. Phil indicated that the credit card device is in our possession, but installation requires some pretty technical electronic work and our staff is researching how to go about it. Phil noted that the vendor doesn't do installations.

Roger Jobin asked what the plans are for designing the new clubhouse. Brian indicated that staff is working on the RFP for design engineers and that we are waiting for the Mayor to pull together a building committee and discuss the needs of the RFP with them before issuing.

- 7) **Adjournment:** A motion was made and seconded, and the meeting was adjourned on a unanimous voice vote.