



REPORT TO MAYOR AND THE CITY COUNCIL

DATE: July 24, 2026

TO: Mayor and City Council

FROM: Patrick Lanman – Director of Operations

SUBJECT: 2027 Rate and Fee Recommendations for Beaver Meadow Golf Course

Recommendation

Accept this report approving the 2027 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 approximate increase of \$91,029 in additional revenue for the 2027/28 golf season.

Discussion

Passholder rates

At their July 9, 2026 meeting, the Golf Course Advisory Committee recommended the attached rate structures to the City Council, as reflected in the table below:

7.9.26 Golf Advisory Committee Recommendation									
Passholders Rates Update for the 2027 Golf Season									
	Passholder Golf Season			Beaver Meadow Approved	Beaver Meadow Proposed	Increase	Pembroke Pines	Canterbury Woods	Loudon Country Club
CATEGORY	2024	2025	2026	2026	2027	2027	2026	2026	2026
Senior, Mon-Fri	96	105	106	\$1,400	\$1,425	\$25	\$3,050	\$2,550	\$2,095
Adult 7 days	68	53	37	\$2,500	\$2,575	\$75	\$3,425	\$2,925	\$2,695
Family 7 Day	11	16	16	\$3,700	\$3,775	\$75	\$4,950	\$4,350	\$3,995
Junior	64	67	42	\$450	\$450	\$0	\$700	\$700	\$550
Collegiate Rate	28	38	33	\$850	\$875	\$25	\$1,200	\$1,200	\$950
Young Adult	49	32	22	\$1,900	\$1,950	\$50	\$2,625	\$2,125	\$1,995
90+		2	1	\$0	\$0	\$0			
Total Passholders	316	313	257						
Cart 7 Day	21	10	4	\$1,500	\$1,500	\$0	N/A	N/A	N/A
Cart Family 7 Day	5	8	0	\$2,400	\$2,400	\$0	N/A	N/A	N/A
Cart Weekday	5	1	15	\$1,400	\$1,400	\$0	N/A	N/A	N/A
Cart Passholders	31	19	19						
Non Resident Capital Fee			66	\$ 50	\$ 50	\$0	N/A	N/A	N/A

Notes: Junior rate is up to 18 years old; Young Adult rate is up to 39 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. The Family membership from here forward will be the number of family passes sold and not the number of people in the family.

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

Current Passholders:

- 1) Sign up by November 30, 2026 for the 2027 season and maintain the 2026 rate by either paying 50% and pay the balance before the start of play in Spring 2027 or enrolling in the ACH payment plan which will allow payments from December through March.

New Passholders:

- 2) Starting September 1, 2026, pay at least 50% of the applicable 2027 Passholder rate, and pay the rest of 2026 season. The remainder of the Passholder balance is due before playing in the Spring of 2027.
- 3) Starting September 1, 2026, pay at least 50% of the applicable 2027 Passholder rate, and pay the rest of 2026 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 approximate increase of \$8,550. The \$50 Non-resident capital fees will generate approximately \$3,300 for the 2027 golf season.

Daily fees and other rates

Daily Fee Rate Update For 2027 Golf Season				
	2024	2025	2026	2027
<u>Green Fees</u>	<u>Rate</u>	<u>Rate</u>	<u>Rate</u>	<u>Rate</u>
18 holes Mid Week	\$43	\$46	\$55	\$60
18 holes Weekends and Holidays	\$53	\$56	\$65	\$70
9 holes	\$30	\$32	\$37	\$42
18 holes Mid Week (Resident)	N/A	\$43	\$50	\$50
18 holes Weekends and Holidays (Resident)	N/A	\$53	\$61	\$61
9 holes (Resident)	N/A	\$30	\$35	\$35
Guest of a Member	\$40	\$43	\$50	\$55
Veteran Rate	\$35	\$40	\$46	\$51
League 9	\$29	\$30	\$35	\$40
League 18	\$39	\$42	\$49	\$54
Twilight (After 3:30pm)	\$37	\$39	\$45	\$50
Junior Rate 9 Holes	\$13	\$13	\$15	\$20
Junior Rate 18 Holes	\$25	\$25	\$29	\$34
Derryfield Recipricol	\$28	\$28	\$28	\$30
Member-Guest Tournament Rate	\$29	\$32	\$37	\$42
City Employee Rate	N/A	\$32	\$37	\$37
Non Peak Shoulder Season (Opening to May 15) and (November 1 - November 30)				
Weekday	\$40	\$42	\$49	\$54
Weekend & Holiday	\$50	\$52	\$60	\$65
<u>Specials Include Cart</u>				
Senior Days	2 for \$90	2 for \$100	2 for \$110	2 for \$110
Ladies day	2 for \$100	2 for \$100	2 for \$110	2 for \$110
NEGCOA Golden Passport	200 Golden Passport books sold. Rounds are donated in trade for advertising exposure to golf specific customer base. One time use and passport holders are required to purchase cart.			
NH Dollar Saver	200 rounds donated in trade for advertising via radio ads and website exposure. Each dollar saver coupon is one time use only but does not require purchase of a cart.			
School Usage Fees	2024	2025	2026	2027
High School Teams (Fall Season)	\$3,160	\$3,160	\$3,160	\$3,500
NHTI (Per Player-Per Round)	\$25	\$25	\$29	\$34
Tilton and Proctor (Spring 9 Holes)	\$13	\$13	\$15	\$20
Tilton and Proctor (Spring 18 Holes)	\$25	\$25	\$29	\$34
<u>Golf Carts</u>	2024	2025	2026	2027
18 Holes	\$22	\$23	\$27	\$27
18 Holes Member	\$22	\$23	\$27	\$27
9 Holes	\$13	\$15	\$18	\$18
Twilight 18 Hole	\$18	\$18	\$21	\$21
Senior Member 9 (Monday-Friday Only)	\$12	\$13	\$15	\$15
Senior Member 18 (Monday-Friday Only)	\$17	\$18	\$21	\$21
Additional 9 Holes	N/A	\$7	\$9	\$9
<u>GHIN Handicap</u>	2024	2025	2026	2027
Member	\$42	\$42	\$42	\$44
Non-Member	\$55	\$55	\$55	\$57
<u>Range Baskets</u>				
Large	\$10	\$12	\$12	\$13
Medium	\$5	\$9	\$9	Eliminate
Small	\$7	\$6	\$6	\$7
City Manager or his designee authorized to offer specials based on market conditions and current needs				
Beaver Meadow employees are allowed to play golf at no charge to be able to discuss course conditions with customers				

Lessons/Get Golf Ready/Junior Camps

Lessons	2024	2025	2026	2027
Junior (30 Minutes)	\$60	\$60	\$60	\$60
Regular (45 Minutes)	\$80	\$100	\$100	\$100
Get Golf Ready	2024	2025	2026	2027
Series of four lessons	\$150	\$150	\$150	\$150
Junior Camps	2024	2025	2026	2027
Five day camp	\$125	\$125	\$125	\$125
Simulator Fee	2024	2025	2026	2027
Hourly Charge	\$45	\$45		
8-2 Weekdays			\$40	\$42
2-Close Weekdays and League			\$45	\$47
Saturday-Sunday			\$47.50	\$50

Daily Fee Rate Comparison to Other Golf Courses (2026 Golf Season)									
	18 Holes	18 Holes	9 Holes	9 Holes	Twilight	Junior	Junior	18 Holes	9 Holes
	Weekend	Weekday	Weekend	Weekday		18 Holes	9 Holes	Cart	Cart
Derryfield CC	\$ 48.00	\$ 45.00	\$ 29.00	\$ 27.00	\$27/\$29	\$ 29.00	\$ 27.00	\$ 24.00	\$ 12.00
Loudon	\$ 67.00	\$ 53.00	\$ 52.00	\$ 34.00	\$ 53.00	\$ 31.00	\$ 20.00	\$ 26.00	\$ 18.00
Pembroke	\$ 85.00	\$ 75.00	\$ 65.00	\$ 55.00	\$40/\$50	N/A	N/A	Included	Included
Canterbury	\$ 115.00	\$ 95.00	\$ 65.00	\$ 55.00	N/A	N/A	N/A	Included	Included

It is anticipated that the changes in the daily fee rates will generate an approximate increase of \$60,873. School usage fees for high school teams are recommended to increase to \$3,500 and anticipated to generate an additional \$680. 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 \$42 weekdays 8-2, \$47 weekdays after 2:00 and \$50 on Saturdays and Sundays. Driving range fee increases are anticipated to produce an approximate increase of \$10,399.

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 Fees Update for 2027 Golf Season			
<u>Outing Packages</u>	2025 Par Package	2026 Par Package	2027 Par Package
Monday through Thursday	\$61	\$61	\$65
Friday, Saturday, Sunday, Holidays	\$69	\$69	\$69
Shoulder Season Outing Pricing April 15th - May 16th & October 15th-Nov 30th			
	2025 Par Package	2026 Par Package	2027 Par Package
Monday through Thursday	\$52	\$52	\$57
Friday, Saturday, Sunday, Holidays	\$62	\$62	\$62
9 Hole Outings Weekdays Only	2025	2026	2027
	\$39	\$43	\$45
Tent Rental Fee (8hrs)	2025	2026	2027
	\$2,000	\$2,000	\$2,000

Outing rates are recommended to increase by \$4 for Monday through Thursday per player and by \$5 for shoulder season Monday through Thursday. 9 – hole outings weekdays are recommended to increase by \$2 per player. These fee increases are anticipated to generate an approximate increase of \$10,527.

League and Tournament Fees

League and Tournament Entry Fees				
League Fee (Per Player)	2025	2026	2027	League Fee covers weekly prizes
Twilight League	\$75	\$75	\$75	
Wed. senior League		\$5	\$5	
Tournament Entry Fee	2025	2026	2027	Tournament Entry Fees cover
(Weekend member tournaments)	\$25	\$25	\$25	tournament prizes and tee gifts
1 Day Member Guest Team Fee	2025	2026	2027	Team Fee covers prizes, cart and
	\$100	\$100	\$100	guest green fee
2 Day Member Guest Team Fee	2025	2026	2027	Team Fee covers prizes, food, guest
	\$525	\$525	\$525	green fee and cart
1 Day Member/Member Team Fee	2025	2026	2027	Team Fee covers tournament prizes
	\$50	\$50	\$50	
2 Day Member/Member Team Fee	2025	2026	2027	Team Fee covers prizes and food
	\$100	\$100	\$100	
Red White Blue Tournament Fee	2025	2026	2027	Tournament fee covers prizes, tee gift,
Season Pass Holder	\$100	\$100	\$100	food.
Non-Season Pass Holder	\$220	\$220	\$220	Non-season pass holder fee covers green
				fee of \$40 per round (3 rounds)

The committee recommends the attached league and tournament fees to remain the same as 2026 golf season, as described.

College/New Hampshire Golf				
	2025	2026	2027	
College Tournament Per Player				
Spring Opener	\$25	\$29	\$34	Adjust to approved junior rate
Fall Invitational	\$25	\$29	\$34	Adjust to approved junior rate
NHTI Fall Match	\$25	\$29	\$34	Adjust to approved junior rate
New Hampshire Golf	2025	2026	2027	
Team Match Play (5 rounds)	N/A	\$35	\$35	Rates stipulated by NHG proposals. Events and rates subject to change year over year.
Individual Match Play (Qualifying)		\$30	\$35	
Women's Fourball (2 days)	\$25/\$50	\$25/\$50	\$25/\$50	
Junior Spring Preview	\$0	\$0	N/A	
State AM Qualifier	\$0	\$0	\$0	
Junior Tour	\$0	\$0	N/A	
NHIAA High School Championships	\$0	\$0	\$0	

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 approximate increase of \$91,029 for the 2027/28 golf season.

I am glad to answer any questions.