

MINUTES

Beaver Meadow Golf Advisory Committee Meeting February 11, 2021

In Attendance: Chris Mulleavey (Chair), Bob Norton, Fran Hunt, Linda Mattlage, Nathan Fennessy, Roger Jobin, Bob Whatmough, Jennifer Kretovic, Phil Davis, Bernard “Sid” Chase, and Deputy City Manager Brian LeBrun.

Absent: Dick Holden.

The meeting was called to order. Deputy City Manager Brian LeBrun read the Covid-19 – Public Meeting Procedures Notice in compliance with Governor Sununu’s Executive Order #12.

1) **Public Input:** There was no public input.

2) **Approval of January 14, 2021 Meeting Minutes:** Chris Mulleavey asked for a motion on the draft minutes. Nathan Fennessy motioned, Bob Norton seconded, and the minutes were unanimously approved with a roll call vote.

3) **Pro Shop Update:**

- The simulator league is into its 10th week of play and operations. League Flights have been well.
- Club fittings and lessons are beginning to pick up.
- Brian LeBrun shared preliminary financial data. Year to date trend continues to be significantly up over last year and the course has reached its budgeted green fee revenue for FY 2021. Season Passes are ahead of FY 2020 by \$21,000; Daily Fees are ahead of FY 2020 by \$118,600; Cart Rentals are ahead of FY 2020 by \$58,700; the Driving Range is ahead of FY 2020 by \$15,800; Golf Simulator revenue is ahead of FY 2020 by \$8,600; and Pro Shop Sales are ahead of FY 2020 by \$36,300. Expenses are ahead of budget and ahead of FY 2020 by \$49,300, including a \$22,400 increase in cost of sales. Golf Fund net is \$64,500, compared to (\$130,000) in FY 2020, or \$194,500 better.

4) **Course Update:**

- Pond dredging is complete. The contractor has a few items to complete to satisfy the contract.
- Outdoor operations (skiing and skating) are going well. The coordination with Parks and Recreation has been seamless.
- A Concord High School ski meet was hosted on February 10th, and a Junior High race is scheduled for February 11th.
- The Bill Koch Ski League continues to use the facility on Fridays.
- Overall use of the course’s outdoor activities is up.

5) **Daily Fee Review:** The committee discussed rate changes and recommended the following changes:

- Increase 18 Holes – Weekends & Holidays from \$42 to \$45.
- Increase Dynamic Pricing Peak Mid-Week from \$30 to \$35.
- Increase Dynamic Pricing Peak Weekends & Holidays from \$40 to \$42.
- Increase Dynamic Pricing Non-Peak Mid-Week from \$30 to \$35.

- Increase Dynamic Pricing Non-Peak Weekends & Holidays from \$35 to \$40.
- Increase Specials – Includes Carts, as follows:
 - Senior Days from two for \$80 to two for \$90.
 - Everyone from two for \$80 to two for \$100.
 - Ladies Day from two for \$80 to two for \$100.
- Increase Golf Cart rates, as follows:
 - 18 Holes – Member from \$18 to \$19.
 - Twilight from \$12 to \$15.
 - Senior Members from \$14 to \$15.
 - Seven day Cart Membership from \$745 to \$775.
- Increase GHIN Handicap, as follows:
 - Members from \$30 to \$35.
 - Non-Members from \$40 to \$45.
- Increase Outing Pricing – In Season – Par Package, as follows:
 - Monday through Thursday, 80 players or less, from \$48 to \$50.
 - Monday through Thursday, 80 players or more, from \$55 to \$57.
 - Friday, Saturday, Sunday and Holidays, 80 players or less, from \$52 to \$55.
 - Friday, Saturday, Sunday, and Holidays, 80 players or more, from \$59 to \$62.
- Increase Outing Pricing – In Season – Birdie Package, as follows:
 - Monday through Thursday, 80 players or less, from \$53 to \$55.
 - Monday through Thursday, 80 players or more, from \$60 to \$62.
 - Friday, Saturday, Sunday and Holidays, 80 players or less, from \$57 to \$60.
 - Friday, Saturday, Sunday and Holidays, 80 players or more, from \$64 to \$67.

Nathan Fennessy motioned to recommend the Daily Fee changes with the provisions discussed, Bob Norton seconded. The motion carried unanimously with a roll call vote.

- 6) **Adjournment:** Linda Matlage motioned and Bob Norton seconded to adjourn. The meeting was adjourned on a unanimous roll call vote.