



Item .....	15
Meeting .....	2007 Apr 23

COUNCIL REPORT

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**TO:** CITY MANAGER **DATE:** 2007 April 19

**FROM:** DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

**SUBJECT:** 2007 BURNABY GOLF FEES BYLAW

**PURPOSE:** To request approval for the 2007 Burnaby Golf Fees Bylaw.

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**RECOMMENDATION:**

1. **THAT** the 2007 Burnaby Golf Fees Bylaw be brought down as detailed in Attachment #1, circulated under separate cover.

**REPORT**

At its 'Open' Meeting of 2007 April 18, the Parks, Recreation and Culture Commission received the above noted report and adopted the two recommendations contained therein.

*Kate Friars*  
for Kate Friars

DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

KF:tc

Attachments

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Copied to: Director Finance  
City Solicitor

**TO:** CHAIR AND MEMBERS  
PARKS, RECREATION & CULTURE COMMISSION

**FROM:** DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

**SUBJECT:** 2007 BURNABY GOLF FEES BYLAW

**RECOMMENDATIONS:**

1. THAT the 2007 Golf Fees be approved as outlined in this report.
2. THAT Council be requested to approve the 2007 Burnaby Golf Fees Bylaw as detailed on Attachment #1 circulated under separate cover.

**REPORT**

**BACKGROUND**

A Golf Fees bylaw is required by the Local Government Act for all fees and charges related to the public use of municipal facilities. The 2007 Burnaby Golf Fees Bylaw will apply for the period 2007 May 01 to 2008 April 30.

The 2007 fees for golf services (i.e. green fees, driving range sales) is presented at this time of the year to allow the proposed fees to fall into line with the local golf industry after evaluating the market conditions. This provides opportunity for the City to ensure that its pricing remains appropriately competitive.

This report will clarify all fee recommendations for the City's golf services, including all proposed green fee rates and restrictions for Burnaby Mountain Golf Course and Driving Range, Riverway Golf Course and Driving Range, Kensington Pitch and Putt, and the Central Park Pitch and Putt golf courses. If approved, these rates will form the 2007 Burnaby Golf Fees Bylaw.

**RECENT TRENDS IN THE LOCAL GOLF MARKET**

Current market research indicates that there is an over-supply of both tee times and driving range stall availability throughout the Lower Mainland. Because of this, and the dramatic decrease in rounds due to poor weather and subsequent course conditions in 2005 and 2006; the local golf market has become very competitive in order to maintain volumes. This has forced golf course operators to develop a variety of rate structures to maintain loyalty and stimulate non prime-time use at their facilities. Yield management incentives such as tee time pricing are promoted in many ways (i.e. by time of day, day of week, group rates during specified times, frequent player programs) to create value for the customer, and improve utilization and profitability for our sites.

## **2007 GOLF SERVICES – FEE DETERMINATION**

The following factors were considered in the determination of the 2007 fee structure:

1. Current fees/market comparison (Attachment #2).
2. Public response to services and associated fees.
3. Current and projected market demands and price ranges and recognition of the need to stimulate golf activity during weekday and non prime time periods. Fee recommendations are based on comparable public and private golf services in the Lower Mainland.
4. Budget restrictions and revenue targets.
5. Review of adjustment of average yield rates to offset increasing operating expenses.
6. Adjustment of fees to reflect weekday Senior rates at 75% and weekday Junior rates at 65% of the posted Adult rate.
7. Adjustment of fees for rounding to posted rates including 6% GST rather than 7% GST and rounding to the nearest \$0.25 when GST is added.

## **2007 GOLF SERVICES – FEE RECOMMENDATIONS**

1. Maintain the separate weekday and weekend rate structure.
2. Increase Adult green fee rates by \$2.00 on weekdays and \$3.00 on weekends for 18 hole rates at Riverway and Burnaby Mountain. Increase all subsequent daily rates by similar percentage to:
  - achieve more consistency with rates within the general local market;
  - offset revenue losses due to extreme weather conditions; and
  - offset inflation and operating expenses.
3. Introduce non-refundable advance booking fee of \$10.00 per person to stimulate corporate and tourist bookings. To a maximum of 2 tee times per hour within prime time periods.
4. Increase Pitch and Putt Adult rates by \$0.50. Adjustment of Senior and Junior fees to reflect the appropriate percentage of the posted Adult rate. Offer Senior/Junior weekday twilight rates during non-prime weekend (evening) hours.

To: Parks, Recreation & Culture Commission  
From: Director Parks, Recreation and Cultural Services  
Re: 2007 BURNABY GOLF FEES BYLAW

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5. Increase driving range fees on 1/2, 1 and 3 Bucket sales. Maintain volume purchases packages at 2006 posted rate and continue to offer low season increased ball counts per bucket transaction.
6. Increase Tournament packages by \$1.00 each on Food & Beverage and Pro Shop Credits.

**Golf Services - Definition of Weekday/Weekend**

Weekday: Monday through Thursday (with the exception of statutory holidays).

Weekend: Friday, Saturday, Sunday, and all statutory holidays.

- Friday a.m. 18 and 9 hole Senior/Junior specials not available on statutory holidays
- Senior rate to be offered on the Remembrance Day statutory holiday in honour of war veterans. This holiday occurs in non-prime season when booking demand has substantially decreased.

\*The Pitch and Putt facilities continue to recognize Fridays (with the exception of those falling on statutory holidays) as a weekday.

**SUMMARY**

The proposed 2007 fees for Burnaby's golf services are believed to be fair and moderate in comparison with other local golf facilities. This value pricing for our golf facilities and services should ensure that the City maintains its market share in the golf industry. It is recommended that the 2007 golf fees be approved as outlined.



Kate Friars  
DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

KF/DOC:lmr

Attachments (2)

p:\Admin\Golf\2007GolfFeesBylawReport.doc

Copied to: Director of Finance  
City Solicitor

ALL FEES QUOTED WITH GST INCLUDED		PHONE	# STALLS (HEATED)	PEAK SEASON			WINTER SPECIALS		
				FEES	# OF BALLS	\$ / Ball	FEES	# OF BALLS	\$ / Ball
BURNABY MOUNTAIN & RIVERWAY		280-7355 280-4653	BM - 32 (15) RW - 54 (25)	\$3.00 \$5.00 \$12.50 \$30.00 \$135.00	25 50 150 500 2,500	\$0.12 \$0.10 \$0.08 \$0.06 \$0.05	\$5.00	75	\$0.07 50% Extra balls dispensed per transaction
FRASERVIEU & McCLEERY		257-6923 257-8191	FR 45 (0) MC 35 (20)	\$4.00 \$10.00 \$30.00 \$50.00	40 120 400 800	\$0.10 \$0.08 \$0.08 \$0.06			
HASTINGS RANGE		298-2721	70 (3)	\$5.00	60	\$0.08	all pkgs .08/ball 2006. RANGE IS TEMPORARILY CLOSED		
MEADOWS GOLF CENTRE		465-4641	60 (35)	\$4.75 \$8.50	70 140	\$0.07 \$0.06			
WESTWOOD		941-4236	60 (40)	\$5.85 \$55.00	60 600	\$0.10 \$0.09			
COYOTE CR. (Eaglequest)		597-4653	85 (30)	\$5.62 \$10.62	60 120	\$0.09 \$0.09	\$5.62	90	\$0.06
MIKASA		278-1101	67 (50)	\$4.50	60	\$0.08			
MUSQUEAM (Eaglequest)		266-2334	80 (40)	\$5.80 \$51.42	50 500	\$0.12 \$0.10	\$5.80	70	\$0.08 extra 20 ball - open to 9 a.m. / 12 - 2 p.m. (M-F) & 6 - 8 p.m.
SEYMOUR CREEK		987-7767	80 (40)	\$5.50 \$14.50 \$45.00 \$180.00	70 210 700 3,500	\$0.08 \$0.07 \$0.06 \$0.05	\$5.50	90	\$0.06 9:00 a.m. - 12:00 p.m. (mon to Friday)
UNIVERSITY		224-7799	48 (0)	\$6.00 \$225.00	60 3,000	\$0.10 \$0.08			
PACIFIC COAST (Opened 1998)		278-7500	94 (14)	\$4.50 \$11.00 \$80.00	60 180 1500	\$0.08 \$0.06 \$0.05			
COQUITLAM (Eaglequest)		523-6400	74 (35)	\$6.75 \$12.25	60 120	\$0.11 \$0.10	\$6.75	90	\$0.08 * before 9:30 a.m. and after 9:00 p.m.
FRASER GLEN		852-3477	40 (20)	\$2.00	22	\$0.09			
LANGLEY GOLF CENTRE		534-4555	50 (12)	\$5.00 \$9.00 \$278.00	50 100 5000	\$0.10 \$0.09 \$0.06	\$5.00 \$9.00	68 \$136.00	\$0.07 \$0.07 before 10:30 a.m. only

Imr:HFees&Charges\2007GolfFeesBylaw

Burnaby Mountain Market Comparison - Proposed / Estimated Rates for 2007																		
	ADULT												SENIOR			JUNIOR		
	PEAK / REGULAR SEASON						WINTER SEASON			PEAK SEASON			WINTER SEASON		PEAK SEASON		WINTER SEASON	
	18 Holes		1st Twilight		2nd Twilight		18 Holes			18 Holes			18 Holes		18 Holes		18 Holes	
	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	
Carnoustie	\$40.00	\$50.00	\$32.00	\$36.00	\$20.00	\$20.00	\$32.00	\$42.00	\$36.00	\$50.00	\$28.00	\$40.00	\$36.00	\$50.00	\$28.00	\$40.00	\$40.00	
Fort Langley	\$45.00	\$51.50	\$37.50	\$41.00	\$26.00	\$30.00	\$31.80	\$40.28	\$37.50	\$51.50	\$26.50	\$40.28	\$37.50	\$47.00	\$26.50	\$40.28	\$40.28	
Guildford	\$40.00	\$50.00	\$35.00	\$35.00	\$20.00	\$20.00	\$40.00	\$40.00	\$35.00	\$50.00	\$30.00	\$40.00	\$35.00	\$50.00	\$30.00	\$40.00	\$40.00	
Hazelmere	\$65.50	\$73.00	\$51.95	\$62.50	\$37.10	\$41.35	\$51.95	\$62.50	\$65.50	\$73.00	\$51.95	\$62.50	\$65.50	\$73.00	\$30.74	\$41.34	\$41.34	
Ledgeview	\$48.00	\$63.00	\$36.00	\$47.25	\$26.88	\$31.50	\$38.00	\$45.00	\$28.00	\$63.00	\$25.00	\$45.00	\$23.00	\$23.00	\$20.00	\$20.00	\$20.00	
Golden Eagle	\$40.26	\$56.29	\$33.91	\$42.39	\$27.55	\$31.78	\$36.00	\$41.33	\$31.79	\$58.29	\$25.43	\$45.50	\$23.31	\$23.31	\$21.19	\$21.19	\$21.19	
Newlands	\$40.00	\$52.00	\$31.00	\$40.00	\$27.00	\$34.00	\$31.00	\$40.00	\$32.00	\$52.00	\$25.00	\$40.00	\$32.00	\$52.00	\$25.00	\$40.00	\$40.00	
Surrey	\$43.00	\$50.00	\$30.00	\$35.00	\$20.00	\$26.00	\$31.80	\$41.34	\$35.00	\$50.00	\$26.50	\$41.34	\$25.00	\$50.00	\$21.20	\$41.34	\$41.34	
McCleery	\$52.00	\$55.00	\$39.00	\$41.25	\$26.00	\$27.50	\$39.50	\$39.50	\$36.50	\$55.00	\$28.00	\$39.50	\$26.00	\$27.50	\$19.75	\$19.75	\$19.75	
Langara	\$49.00	\$52.00	\$36.75	\$39.00	\$24.50	\$26.00	\$32.00	\$32.00	\$34.25	\$52.00	\$22.40	\$32.00	\$24.50	\$26.00	\$16.00	\$16.00	\$16.00	
Burnaby Mtn	\$35.00	\$42.00	\$28.25	\$32.00	\$20.00	\$22.00	\$28.00	\$33.00	\$26.25	\$42.00	\$21.00	\$33.00	\$22.75	\$42.00	\$18.00	\$33.00	\$33.00	
Local external market average (BMGC not included)	\$46.28	\$55.48	\$36.31	\$41.94	\$25.50	\$28.81	\$36.41	\$42.40	\$37.15	\$55.48	\$28.88	\$42.61	\$31.68	\$42.18	\$23.84	\$31.99	\$31.99	
BM Below or above market average	-24.37%	-24.30%	-22.20%	-23.70%	-21.58%	-23.65%	-23.09%	-22.16%	-29.35%	-24.30%	-27.28%	-22.56%	-28.19%	-0.43%	-24.49%	3.16%	3.16%	

\* Golden Eagles Jr weekend rates after 1:00 p.m.

Imr:HV Fees & Charges 2007 Golf Fees B/aw

Riverway Market Comparison - Proposed / Estimated Rates for 2007 (ALL QUOTED WITH GST ADDED/INCLUDED)																		
	ADULT						SENIOR						JUNIOR					
	PEAK / REGULAR SEASON			OFF-SEASON			PEAK SEASON			OFF-SEASON			PEAK SEASON		OFF-SEASON			
	18 Holes	1st Twilight	2nd Twilight	18 Holes	18 Holes	18 Holes	18 Holes	18 Holes	18 Holes	18 Holes	18 Holes	18 Holes	18 Holes	18 Holes	18 Holes	18 Holes	18 Holes	
Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	
Mayfair Lakes	\$79.00	\$89.00	\$59.00	\$62.00	\$45.00	\$45.00	\$69.00	\$69.00	\$59.00	\$59.00	\$59.00	\$49.00	\$49.00	\$59.00	\$59.00	\$49.00	\$49.00	\$49.00
Morgan Creek *Jr/Sr Mo/Tu only	\$93.28	\$103.88	\$62.54	\$62.54	\$41.34	\$41.34	\$79.50	\$79.50	\$58.30	\$103.88	\$43.46	\$51.94	\$37.10	\$47.70	\$37.10	\$37.10	\$47.70	\$47.70
Meadow Gdns	\$90.10	\$100.70	\$79.50	\$90.10	\$68.90	\$79.50	\$68.90	\$68.90	\$90.10	\$100.70	\$58.30	\$68.90	\$37.10	\$100.70	\$31.80	\$68.90	\$68.90	\$68.90
Northlands	\$63.00	\$65.00	\$50.00	\$52.00	\$45.00	\$47.00	\$45.00	\$50.00	\$37.50	\$65.00	\$37.50	\$50.00	\$30.00	\$30.00	\$26.00	\$25.00	\$25.00	\$25.00
Northview Ridge	\$85.00	\$95.00	\$60.00	\$60.00	\$60.00	\$60.00	\$70.00	\$80.00	\$85.00	\$95.00	\$70.00	\$80.00	\$85.00	\$95.00	\$70.00	\$80.00	\$80.00	\$80.00
Northview Canal	\$65.00	\$75.00	\$50.00	\$50.00	\$25.00	\$25.00	\$55.00	\$65.00	\$50.00	\$75.00	\$40.00	\$50.00	\$25.00	\$25.00	\$25.00	\$25.00	\$65.00	\$65.00
*Westwood Pl.	\$84.00	\$94.00	\$84.00	\$94.00	\$84.00	\$94.00	\$84.00	\$94.00	\$84.00	\$94.00	\$84.00	\$84.00	\$84.00	\$94.00	\$84.00	\$84.00	\$94.00	\$94.00
Swansea (Resort)	\$59.00	\$69.00	\$48.00	\$59.00	\$39.00	\$39.00	\$49.00	\$59.00	\$69.00	\$69.00	\$49.00	\$59.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00
University	\$60.00	\$70.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$45.00	\$70.00	\$38.00	\$45.00	\$45.00	\$70.00	\$38.00	\$45.00	\$45.00	\$45.00
Fraserview	\$55.00	\$58.00	\$41.25	\$43.50	\$27.50	\$29.00	\$42.00	\$42.00	\$38.50	\$58.00	\$29.25	\$42.00	\$27.50	\$27.50	\$21.00	\$21.00	\$21.00	\$21.00
Riverway	\$45.00	\$52.00	\$35.50	\$39.00	\$25.50	\$27.75	\$35.00	\$40.00	\$33.75	\$52.00	\$26.25	\$40.00	\$29.25	\$40.00	\$22.75	\$40.00	\$40.00	\$40.00
Local external market average (RW/GC not included)	\$73.34	\$81.96	\$57.53	\$61.31	\$47.57	\$49.98	\$59.18	\$64.74	\$60.64	\$78.96	\$49.85	\$58.98	\$46.47	\$65.54	\$49.00	\$53.16	\$53.16	\$53.16
RW below or above market average	-38.64%	-36.55%	-38.29%	-36.39%	-46.40%	-44.48%	-40.86%	-38.21%	-44.34%	-34.14%	-47.34%	-32.18%	-37.06%	-38.97%	-53.57%	-24.76%	-24.76%	-24.76%

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Pitch & Putt Market Comparison - Proposed / Estimated Rates for 2007 (ALL QUOTED WITH GST ADDED/INCLUDED)												
	ADULT				SENIOR				JUNIOR			
	PEAK / REGULAR SEASON				PEAK / REGULAR SEASON				PEAK / REGULAR SEASON			
	18 Holes Weekday	Weekend	Weekday	Twilight	18 Holes Weekday	Weekend	Weekday	Twilight	18 Holes Weekday	Weekend	Weekday	Twilight
Rupert Park	\$11.00	\$11.00	\$8.25	\$8.25	\$7.75	\$7.75	\$5.80	\$5.80	\$8.25	\$8.25	\$6.20	\$6.20
Stanley Park	\$11.75	\$11.75	\$8.75	\$8.75	\$8.25	\$8.25	\$6.25	\$6.25	\$8.75	\$8.75	\$6.50	\$6.50
Queen Elizabeth	\$11.75	\$11.75	\$8.75	\$8.75	\$8.25	\$8.25	\$6.25	\$6.25	\$8.75	\$8.75	\$6.50	\$6.50
W. Richmond (9 holes played twice)	\$9.90	\$9.90	\$5.70	\$5.70	\$8.15	\$8.15	\$4.70	\$5.70	\$8.15	\$9.90	\$4.70	\$5.70
Kensington/ Central	\$10.25	\$10.25	\$7.00	\$7.00	\$7.75	\$10.25	\$5.50	\$5.50	\$6.75	\$10.25	\$5.50	\$5.50
Local external market average (Bby not included)	\$11.10	\$11.10	\$7.86	\$7.86	\$8.10	\$8.54	\$5.75	\$6.00	\$8.48	\$8.91	\$5.98	\$6.23
Burnaby below or above market average	-7.66%	-7.66%	-10.97%	-10.97%	-4.32%	20.06%	-4.35%	-8.33%	-20.35%	15.01%	-7.95%	-11.65%



ITEM 15  
MANAGER'S REPORT  
2007 GOLF FEE ATTACHMENT

CITY MANAGER

ATTACHMENT #1

# 2007 GOLF FEE SCHEDULE

**PROPOSED 2007 GOLF FEE SCHEDULE**

SERVICES	2006 FEE		2007 MARKET RANGE OF FEE	PROPOSED 2007 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
<b>GOLF</b>	Weekday = Monday - Thursday		Rates in effect 2007 May 01 to 2008 April 30			
	Weekend = Friday - Sunday + Stat. Holidays					
<b>a) BURNABY MOUNTAIN</b>						
<b>Adult</b>						
<b>Regular Season</b>						
<u>Weekday</u>	- 18 hole daily	\$30.84	\$33.00	\$40.00 - \$65.50	\$33.02	\$35.00
	- Early Bird (9 holes)	\$18.22	\$19.50	No comparison	\$19.10	\$20.25
	- 1st twilight fee	\$25.23	\$27.00	\$30.00 - \$51.95	\$26.65	\$28.25
	- 2nd twilight fee	\$17.76	\$19.00	\$20.00 - \$37.10	\$18.87	\$20.00
	- Sunset	\$12.15	\$13.00	No comparison	\$12.97	\$13.75
<u>Weekend</u>	- 18 hole daily	\$36.45	\$39.00	\$50.00 - \$73.00	\$39.62	\$42.00
	- Early Bird (9 holes)	\$21.73	\$23.25	No comparison	\$22.64	\$24.00
	- 1st twilight fee	\$28.04	\$30.00	\$35.00 - \$62.50	\$30.19	\$32.00
	- 2nd twilight fee	\$19.16	\$20.50	\$20.00 - \$41.35	\$20.75	\$22.00
	- Sunset	\$12.62	\$13.50	No comparison	\$13.44	\$14.25
<b>Shoulder Season</b>						
<u>Weekday</u>	- 18 hole daily	\$27.10	\$29.00	No comparison	\$28.77	\$30.50
	- Early Bird (9 holes)	\$15.89	\$17.00	No comparison	\$16.98	\$18.00
	- 1st twilight fee	\$22.20	\$23.75	No comparison	\$23.58	\$24.99
	- 2nd twilight fee	\$15.65	\$16.75	No comparison	\$16.51	\$17.50
	- Sunset	\$11.92	\$12.75	No comparison	\$12.26	\$13.00
<u>Weekend</u>	- 18 hole daily	\$32.01	\$34.25	No comparison	\$34.43	\$36.50
	- Early Bird (9 holes)	\$18.93	\$20.25	No comparison	\$19.81	\$21.00
	- 1st twilight fee	\$24.77	\$26.50	No comparison	\$26.65	\$28.25
	- 2nd twilight fee	\$16.82	\$18.00	No comparison	\$17.92	\$19.00
	- Sunset	\$12.15	\$13.00	No comparison	\$12.97	\$13.75

**PROPOSED 2007 GOLF FEE SCHEDULE**

SERVICES	2006 FEE		2007 MARKET RANGE OF FEE	PROPOSED 2007 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>a) BURNABY MOUNTAIN (Cont'd)</b>					
<u>Adult (Cont'd)</u>					
<u>Winter Season</u>					
<u>Weekday</u>	- 18 hole daily	\$25.23	\$27.00	\$31.00 - \$51.95	\$26.42
	- Early Bird (9 holes)	\$14.72	\$15.75	No comparison	\$15.33
	- Twilight Fee	\$17.76	\$19.00	No comparison	\$18.87
	- Sunset	\$10.28	\$11.00	No comparison	\$10.85
<u>Weekend</u>	- 18 hole daily	\$29.91	\$32.00	\$32.00 - \$62.50	\$31.13
	- Early Bird (9 holes)	\$17.76	\$19.00	No comparison	\$18.87
	- Twilight Fee	\$20.56	\$22.00	No comparison	\$21.70
	- Sunset	\$11.21	\$12.00	No comparison	\$11.79
<b>Senior</b>					
<b>- All Senior rates effective Monday through Thursday only.</b>					
<b>- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.</b>					
<b>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</b>					
<u>Regular Season</u>					
	- 18 hole daily	\$23.13	\$24.75	\$31.79 - \$65.50	\$24.76
	- Early Bird (9 holes)	\$13.69	\$14.65	No comparison	\$14.15
	- 1st twilight fee	\$18.69	\$20.00	No comparison	\$19.81
	- 2nd twilight fee	\$13.32	\$14.25	No comparison	\$14.15
	- Sunset	\$9.21	\$9.85	No comparison	\$9.43
	- Friday am Special (18 holes)	\$26.17	\$28.00	No comparison	\$28.30
	- Friday am Special (9 holes)	\$15.89	\$17.00	No comparison	\$16.98
<u>Shoulder Season</u>					
	- 18 hole daily	\$20.33	\$21.75	No comparison	\$21.46
	- Early Bird (9 holes)	\$12.15	\$13.00	No comparison	\$12.74
	- 1st twilight fee	\$16.12	\$17.25	No comparison	\$17.22
	- 2nd twilight fee	\$11.68	\$12.50	No comparison	\$12.26
	- Sunset	\$8.41	\$9.00	No comparison	\$8.96
	- Friday am Special (18 holes)	\$23.83	\$25.50	No comparison	\$25.47
	- Friday am Special (9 holes)	\$14.02	\$15.00	No comparison	\$15.09

**PROPOSED 2007 GOLF FEE SCHEDULE**

SERVICES	2006 FEE		2007 MARKET RANGE OF FEE	PROPOSED 2007 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
<b>a) BURRABY MOUNTAIN (Cont'd)</b>						
<b>Senior (Cont'd)</b>	<p>- All Senior rates effective Monday through Thursday only.                      - Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.                      - Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</p>					
<u>Winter Season</u>	- 18 hole daily	\$18.69	\$20.00	\$22.40 - \$51.95	\$19.81	\$21.00
	- Early Bird (9 holes)	\$10.98	\$11.75	No comparison	\$11.32	\$12.00
	- Twilight Fee	\$13.32	\$14.25	No comparison	\$14.15	\$15.00
	- Sunset	\$7.94	\$8.50	No comparison	\$8.25	\$8.75
	- Friday am Special (18 holes)	\$21.96	\$23.50	No comparison	\$23.11	\$24.50
	- Friday am Special (9 holes)	\$13.08	\$14.00	No comparison	\$13.92	\$14.76
<b>Junior</b>	<p>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</p>					
<u>Regular Season</u>	- 18 hole daily	\$20.23	\$21.65	\$23.00 - \$73.00	\$21.46	\$22.75
	- Early Bird (9 holes)	\$11.92	\$12.75	No comparison	\$12.26	\$13.00
	- 1st twilight fee	\$15.89	\$17.00	No comparison	\$17.22	\$18.25
	- 2nd twilight (weekday/weekend)	\$11.45	\$12.25	No comparison	\$12.26	\$13.00
	- Sunset (weekday/weekend)	\$8.88	\$9.50	No comparison	\$8.96	\$9.50
<u>Weekend</u>	- 18 hole daily	\$36.45	\$39.00	\$47.00 - \$69.55	\$39.62	\$42.00
	- Early Bird (9 holes)	\$21.73	\$23.25	No comparison	\$22.64	\$24.00
	- 1st twilight fee	\$28.04	\$30.00	No comparison	\$30.19	\$32.00
	- Friday am Special (18 holes)	\$21.73	\$23.25	No comparison	\$23.58	\$25.00
	- Friday am Special (9 holes)	\$14.95	\$16.00	No comparison	\$15.80	\$16.75

**PROPOSED 2007 GOLF FEE SCHEDULE**

SERVICES	2006 FEE		2007 MARKET RANGE OF FEE	PROPOSED 2007 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>a) BURNABY MOUNTAIN (Cont'd)</b>					
<b>Junior (Cont'd)</b>	<b>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</b>				
<b>Shoulder Season</b>					
<u>Weekday</u>	- 18 hole daily	\$17.76	\$19.00	No comparison	\$18.63
	- Early Bird (9 holes)	\$10.51	\$11.25	No comparison	\$10.85
	- 1st twilight fee	\$14.02	\$15.00	No comparison	\$15.09
	- 2nd twilight (weekday/weekend)	\$10.05	\$10.75	No comparison	\$10.61
	- Sunset (weekday/weekend)	\$7.94	\$8.50	No comparison	\$8.25
<u>Weekend</u>	- 18 hole daily	\$32.01	\$34.25	No comparison	\$34.43
	- Early Bird (9 holes)	\$18.93	\$20.25	No comparison	\$19.81
	- 1st twilight fee	\$24.77	\$26.50	No comparison	\$26.50
	- Friday am Special (18 holes)	\$20.79	\$22.25	No comparison	\$22.41
	- Friday am Special (9 holes)	\$13.08	\$14.00	No comparison	\$13.68
<b>Winter Season</b>					
<u>Weekday</u>	- 18 hole daily	\$16.12	\$17.25	\$16.00 - \$30.74	\$16.98
	- Early Bird (9 holes)	\$9.58	\$10.25	No comparison	\$9.91
	- Twilight fee	\$11.45	\$12.25	No comparison	\$12.03
	- Sunset	\$7.01	\$7.50	No comparison	\$7.31
<u>Weekend</u>	- 18 hole daily	\$29.91	\$32.00	\$16.00 - \$41.34	\$31.13
	- Early Bird (9 holes)	\$17.76	\$19.00	No comparison	\$18.87
	- Twilight fee	\$14.02	\$15.00	No comparison	\$15.80
	- Friday am Special (18 holes)	\$19.16	\$20.50	No comparison	\$20.05
	- Friday am Special (9 holes)	\$11.92	\$12.75	No comparison	\$12.26

**PROPOSED 2007 GOLF FEE SCHEDULE**

SERVICES	2006 FEE		2007 MARKET RANGE OF FEE	PROPOSED 2007 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>b) RIVERWAY GOLF COURSE</b>					
<b>Adult</b>					
<b>Regular Season</b>					
<u>Weekday</u>					
- 18 hole daily	\$40.19	\$43.00	\$55.00 - \$93.28	\$42.45	\$45.00
- Early Bird (9 holes)	\$23.83	\$25.50	No comparison	\$25.00	\$26.50
- 1st twilight fee	\$31.78	\$34.00	\$40.00 - \$84.00	\$33.49	\$35.50
- 2nd twilight fee	\$22.90	\$24.50	\$25.00 - \$84.00	\$24.06	\$25.50
- Sunset	\$14.95	\$16.00	No comparison	\$15.57	\$16.50
<u>Weekend</u>					
- 18 hole daily	\$45.79	\$49.00	\$58.00 - \$103.88	\$49.06	\$52.00
- Early Bird (9 holes)	\$27.10	\$29.00	No comparison	\$28.77	\$30.50
- 1st twilight fee	\$34.58	\$37.00	\$40.00 - \$94.00	\$36.79	\$39.00
- 2nd twilight fee	\$24.30	\$26.00	\$25.00 - \$94.00	\$26.18	\$27.75
- Sunset	\$15.42	\$16.50	No comparison	\$16.51	\$17.50
<b>Shoulder Season</b>					
<u>Weekday</u>					
- 18 hole daily	\$35.51	\$38.00	No comparison	\$37.74	\$40.00
- Early Bird (9 holes)	\$20.79	\$22.25	No comparison	\$21.46	\$22.75
- 1st twilight fee	\$28.04	\$30.00	No comparison	\$29.25	\$31.00
- 2nd twilight fee	\$20.09	\$21.50	No comparison	\$20.75	\$22.00
- Sunset	\$14.49	\$15.50	No comparison	\$14.86	\$15.75
<u>Weekend</u>					
- 18 hole daily	\$40.42	\$43.25	No comparison	\$42.45	\$45.00
- Early Bird (9 holes)	\$23.83	\$25.50	No comparison	\$24.76	\$26.25
- 1st twilight fee	\$30.37	\$32.50	No comparison	\$31.60	\$33.50
- 2nd twilight fee	\$21.96	\$23.50	No comparison	\$22.88	\$24.25
- Sunset	\$14.95	\$16.00	No comparison	\$15.57	\$16.50

**PROPOSED 2007 GOLF FEE SCHEDULE**

SERVICES	2006 FEE		2007 MARKET RANGE OF FEE	PROPOSED 2007 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>b) RIVERWAY GOLF COURSE (Cont'd)</b>					
<b>Adult (Cont'd)</b>					
<b>Winter Season</b>					
<b>Weekday</b>					
- 18 hole daily	\$31.78	\$34.00	\$31.00 - \$51.94	\$33.02	\$35.00
- Early Bird (9 holes)	\$18.93	\$20.25	No comparison	\$19.58	\$20.75
- Twilight Fee	\$22.43	\$24.00	No comparison	\$23.58	\$25.00
- Sunset	\$14.02	\$15.00	No comparison	\$14.86	\$15.75
<b>Weekend</b>					
- 18 hole daily	\$35.98	\$38.50	\$32.00 - \$62.54	\$37.74	\$40.00
- Early Bird (9 holes)	\$22.90	\$24.50	No comparison	\$23.82	\$25.25
- Twilight Fee	\$24.77	\$26.50	No comparison	\$25.47	\$27.00
- Sunset	\$14.49	\$15.50	No comparison	\$15.33	\$16.25
<b>Senior</b>					
- All Senior rates effective Monday through Thursday only.					
- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.					
- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.					
<b>Regular Season</b>					
- 18 hole daily	\$30.14	\$32.25	\$38.50 - \$90.10	\$31.84	\$33.75
- Early Bird (9 holes)	\$17.76	\$19.00	No comparison	\$18.63	\$19.75
- 1st twilight fee	\$23.60	\$25.25	No comparison	\$24.53	\$26.00
- 2nd twilight fee	\$17.06	\$18.25	No comparison	\$17.92	\$19.00
- Sunset	\$11.21	\$12.00	No comparison	\$11.56	\$12.25
- Friday am Special (18 holes)	\$34.35	\$36.75	No comparison	\$36.79	\$39.00
- Friday am Special (9 holes)	\$20.33	\$21.75	No comparison	\$21.70	\$23.00
<b>Shoulder Season</b>					
- 18 hole daily	\$26.64	\$28.50	No comparison	\$28.07	\$29.75
- Early Bird (9 holes)	\$15.65	\$16.75	No comparison	\$16.04	\$17.00
- 1st twilight fee	\$20.79	\$22.25	No comparison	\$21.93	\$23.25
- 2nd twilight fee	\$14.95	\$16.00	No comparison	\$15.57	\$16.50
- Sunset	\$10.75	\$11.50	No comparison	\$11.08	\$11.75
- Friday am Special (18 holes)	\$30.14	\$32.25	No comparison	\$31.13	\$33.00
- Friday am Special (9 holes)	\$17.76	\$19.00	No comparison	\$18.87	\$20.00

**PROPOSED 2007 GOLF FEE SCHEDULE**

SERVICES	2006 FEE		2007 MARKET RANGE OF FEE	PROPOSED 2007 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
<b>b) RIVERWAY GOLF COURSE (Cont'd)</b>						
<b>Senior (Cont'd)</b>	<p>- All Senior rates effective Monday through Thursday only.                      - Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.                      - Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</p>					
<u>Winter Season</u>	- 18 hole daily - Early Bird (9 holes) - Twilight Fee - Sunset - Friday am Special (18 holes) - Friday am Special (9 holes)	\$23.36 \$14.02 \$17.29 \$10.51 \$26.87 \$17.06	\$25.00 \$15.00 \$18.50 \$11.25 \$28.75 \$18.25	\$26.25 - \$84.00 No comparison No comparison No comparison No comparison No comparison	\$24.76 \$14.62 \$17.92 \$11.08 \$28.30 \$17.69	\$26.25 \$15.50 \$19.00 \$11.75 \$30.00 \$18.75
<b>Junior</b>	<p>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</p>					
<u>Regular Season</u>	- 18 hole daily - Early Bird (9 holes) - 1st twilight fee - 2nd twilight (weekday/weekend) - Sunset (weekday/weekend)	\$26.17 \$15.42 \$20.56 \$14.95 \$10.75	\$28.00 \$16.50 \$22.00 \$16.00 \$11.50	\$25.00 - \$85.00 No comparison No comparison No comparison No comparison	\$27.59 \$16.04 \$21.70 \$15.57 \$10.85	\$29.25 \$17.00 \$23.00 \$16.50 \$11.50
<u>Weekend</u>	- 18 hole daily - Early Bird (9 holes) - 1st twilight fee - Friday am Special (18 holes) - Friday am Special (9 holes)	\$45.79 \$27.10 \$34.58 \$29.67 \$17.76	\$49.00 \$29.00 \$37.00 \$31.75 \$19.00	\$29.00 - \$100.70 No comparison No comparison No comparison No comparison	\$49.06 \$28.77 \$36.79 \$31.60 \$19.10	\$52.00 \$30.50 \$39.00 \$33.50 \$20.25



**PROPOSED 2007 GOLF FEE SCHEDULE**

SERVICES	2006 FEE		2007 MARKET RANGE OF FEE	PROPOSED 2007 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>b) RIVERWAY GOLF COURSE (Cont'd)</b>					
<b>Junior (Cont'd)</b>	<b>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</b>				
<b>Shoulder Season</b>					
<u>Weekday</u>	- 18 hole daily	\$23.13	\$24.75	No comparison	\$24.06
	- Early Bird (9 holes)	\$13.55	\$14.50	No comparison	\$13.92
	- 1st twilight fee	\$17.99	\$19.25	No comparison	\$18.87
	- 2nd Twilight (weekday/weekend)	\$13.08	\$14.00	No comparison	\$13.68
	- Sunset (weekday/weekend)	\$9.35	\$10.00	No comparison	\$9.67
<u>Weekend</u>	- 18 hole daily	\$40.42	\$43.25	No comparison	\$42.45
	- Early Bird (9 holes)	\$23.83	\$25.50	No comparison	\$24.53
	- 1st twilight fee	\$17.99	\$19.25	No comparison	\$28.30
	- Friday am Special (18 holes)	\$26.17	\$28.00	No comparison	\$27.59
	- Friday am Special ( 9 holes)	\$15.42	\$16.50	No comparison	\$16.04
<b>Winter Season</b>					
<u>Weekday</u>	- 18 hole daily	\$20.56	\$22.00	\$21.00 - \$84.00	\$21.46
	- Early Bird (9 holes)	\$13.08	\$14.00	No comparison	\$13.44
	- Twilight Fee	\$14.95	\$16.00	No comparison	\$15.33
	- Sunset (weekday/weekend)	\$9.35	\$10.00	No comparison	\$9.67
<u>Weekend</u>	- 18 hole daily	\$35.98	\$38.50	\$21.00 - \$94.00	\$37.74
	- Early Bird (9 holes)	\$22.90	\$24.50	No comparison	\$23.82
	- Twilight Fee	\$14.95	\$16.00	No comparison	\$16.98
	- Friday am Special (18 holes)	\$23.36	\$25.00	No comparison	\$24.53
	- Friday am Special ( 9 holes)	\$14.95	\$16.00	No comparison	\$15.33

**PROPOSED 2007 GOLF FEE SCHEDULE**

SERVICES	2006 FEE		2007 MARKET RANGE OF FEE	PROPOSED 2007 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>c) LOYALTY PASS (Bby. Mtn. + Riverway)</b> - Valid any time and at both Riverway and Burnaby Mountain Golf Courses. - 2 Year Expiry Date from date of purchase - Posted Green Fee Rate will be deducted from card - 10% added value upon completion of card  Adult (Value = \$550.00) Junior/Senior (Value = \$330.00)	\$500.00	\$300.00	No comparison No comparison	\$500.00	\$300.00
<b>d) VIP - LOYALTY PASS (Bby. Mtn. + Riverway)</b>  - Available to current Sr. Annual Pass Holders only - Valid any time and at both Riverway and Burnaby Mountain Golf Courses. - 2 Year Expiry Date from date of purchase - Posted Green Fee Rate will be deducted from card - 20% added value upon completion of card  VIP - Senior (Value = \$1,800.00)	\$1,500.00		No comparison	\$1,500.00	

**PROPOSED 2007 GOLF FEE SCHEDULE**

SERVICES	2006 FEE		2007 MARKET RANGE OF FEE	PROPOSED 2007 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>e) GOLF TOURNAMENTS</b>  <b>Tournament Package</b> Total fee will include all of the following: * - Adult Green Fee (based on course/season) - Tournament Administration Fee - Pro Shop Voucher - Food & Beverage Voucher	See Adult Green Fees \$5.61 \$4.67 \$7.48	\$6.00 \$5.00 \$8.00	No comparison No comparison \$10.00 - \$30.00	See Adult Green Fees \$5.66 \$5.66 \$8.49	\$6.00 \$6.00 \$9.00
<b>f) COURTESY PASSES &amp; PROMOTIONS</b>  Used for promotional activities, public relations initiatives or to reimburse for disruption in services.  Maximum annual value - \$40,000					
<b>g) DRIVING RANGES</b> Warm-up special 1 token 3 tokens 10 tokens 50 tokens	\$2.34 \$4.21 \$10.28 \$28.04 \$126.17	\$2.50 \$4.50 \$11.00 \$30.00 \$135.00	No comparison \$ 3.75 - \$ 6.90 \$ 10.00 - \$ 40.00 \$ 30.00 - \$ 45.00 \$135.00 - \$199.00	\$2.83 \$4.72 \$11.79 \$28.30 \$127.36	\$3.00 \$5.00 \$12.50 \$30.00 \$135.00
<b>h) ADVANCE BOOKING FEE</b> Used for advanced bookings		N/A		\$9.43	\$10.00

**PROPOSED 2007 GOLF FEE SCHEDULE**

SERVICES	2006 FEE		2007 MARKET RANGE OF FEE	PROPOSED 2007 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>i) PITCH AND PUTTS</b>					
<b>Weekday = Monday - Friday Weekend = Saturday + Sunday + Statutory Holidays</b>					
<b>Adult</b>					
<u>Weekday / Weekend</u>					
18 hole daily	\$9.11	\$9.75	\$9.90 - \$11.75	\$9.67	\$10.25
Twilight	\$6.31	\$6.75	\$5.70 - \$8.75	\$6.60	\$7.00
11 round (Not restricted)	\$91.12	\$97.50	No comparison	\$91.12	\$96.59
<b>Senior</b>					
<u>Weekday</u>					
18 hole daily	\$6.78	\$7.25	\$7.75 - \$8.25	\$7.31	\$7.75
Twilight	\$4.91	\$5.25	\$4.70 - \$6.25	\$5.19	\$5.50
11 round (Restricted)	\$67.76	\$72.50	No comparison	\$73.11	\$77.50
<u>Weekend</u>					
18 hole daily	\$9.11	\$9.75	\$7.75 - \$10.25	\$9.67	\$10.25
Twilight	\$6.31	\$6.75	\$5.50 - \$6.25	\$5.19	\$5.50
<b>Junior</b>					
<u>Weekday</u>					
18 hole daily	\$5.84	\$6.25	\$6.75 - \$8.75	\$6.37	\$6.75
Twilight	\$4.91	\$5.25	\$4.70 - \$6.50	\$5.19	\$5.50
- 11 round (Restricted)	\$58.41	\$62.50	No comparison	\$63.68	\$67.50
<u>Weekend</u>					
18 hole daily	\$9.11	\$9.75	\$ 8.25 - \$10.25	\$9.67	\$10.25
Twilight	\$6.31	\$6.75	\$5.50 - \$6.50	\$5.19	\$5.50