

PARKS, RECREATION AND CULTURE COMMISSION

*HIS WORSHIP, THE MAYOR
AND COUNCILLORS*

SUBJECT: 2022 GOLF FEES BYLAW

RECOMMENDATIONS:

1. THAT Council approve the 2022 Golf Fee Schedule (Attachment #1), as outlined in this report.
2. THAT Council authorize the City Solicitor to bring forward the necessary amendments to the Burnaby Golf Fees Bylaw 2019.

REPORT

The Parks, Recreation and Culture Commission, at its Open meeting held on 2022 March 08, received and adopted the attached report seeking Council approval of the 2022 Golf Fees for golf services.

Respectfully submitted,

Councillor S. Dhaliwal
Chair

Copied to: Chief Administrative Officer Deputy CAO/CFO GM Corporate Services GM Parks, Recreation and Cultural Services City Solicitor
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Commissioner R. Kent
Deputy Chair



Item	1
General Manager's Report No.	3
Meeting	2022 Mar 08

COMMISSION REPORT

TO: CHAIR AND MEMBERS
PARKS, RECREATION AND CULTURE
COMMISSION

DATE: 2022 Mar 01

FROM: GENERAL MANAGER
PARKS, RECREATION AND CULTURAL
SERVICES

FILE: 7000-01

SUBJECT: 2022 GOLF FEES BYLAW

PURPOSE: To request approval of the 2022 Golf Fees Bylaw.

RECOMMENDATIONS:

1. **THAT** the 2022 Golf Fee Schedule (Attachment #1) be recommended to Council for approval as outlined in this report.
2. **THAT** Council be requested to authorize the City Solicitor to bring forward the necessary amendments to the following bylaw for consideration:
 - Burnaby Golf Fees Bylaw 2019

REPORT

1.0 INTRODUCTION

A Golf Fees bylaw is required under the Community Charter for all fees and charges related to the public use of municipal facilities. The 2022 Burnaby Golf Fees Bylaw will apply for the period 2022 May 01 to 2023 April 30.

The 2022 fees for golf services are 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 and competitor's rates. This provides opportunity for the City to ensure that its pricing remains appropriately competitive.

This report provides 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 2022 Burnaby Golf Fees Bylaw.

2.0 POLICY CONTEXT

The 2022 Golf Fee Schedule is aligned with the following Council-adopted policies, plans and strategies: The Burnaby Economic Development Strategy (2007); the Social Sustainability Strategy (2011), and the Corporate Strategic Plan (2017).

3.0 BACKGROUND

Recent Trends in the Local Golf Market

In May 2020, following a six week closure due to the COVID-19 pandemic, the City of Burnaby re-opened its four Golf Courses utilizing strict safety plans approved by the City's Emergency Operations Centre (EOC). At this time the Provincial Health Organization (PHO) and the Fraser Health Authority had deemed golf to be a safe, socially distanced outdoor activity and, as a result, the local golf market saw a drastic surge in demand for tee times. While other activities did become available later in the pandemic, the local golf market continued to experience escalated demand throughout the year, into the off-season and through periods of questionable weather.

Fee Determination Process

The following factors were considered in the determination of the 2022 fee structure:

1. Current and projected market demands, price ranges, and evaluation of time based discounts. Fee recommendations are based on surveys of comparable public and private golf services in the Lower Mainland (Attachment #2).
2. Public response to services and associated fees.
3. Budget restrictions and revenue targets.
4. Review of adjustment of average yield rates to offset increasing operating expenses.
5. Adjustment of base fees to reflect weekday Senior rates at approximately 75% and weekday Junior rates at approximately 65% of the posted Adult rate.
6. Adjustment of fees for rounding to the nearest \$0.25 pertaining to rates when combined with all applicable taxes. If tax rates should change during term of bylaw, fees will be adjusted for the purposes of marketing to the nearest \$0.25 once taxes are applied.

Proposed Fees

1. Increase regular and off-season weekday and weekend base rates by \$0.95 at both Burnaby Mountain and Riverway Golf Courses. Increase regular and off-season weekday and weekend base rates by \$0.48 at both Kensington and Central Park Pitch and Putts.
2. Based on a review of current market pricing and heavy demand for Twilight, Sunrise, and Sunset rate tee times, discounts on time-based fees to be scaled back and rates increased by \$0.95 to \$2.86 to align with current market pricing.
3. Scale back the added bonus to loyalty pass sales and reloads by 5% over a two year period (2022 by 2% and 2023 by 3%). Eliminate the Senior VIP pass issued in 2002 to former Senior Annual pass holders due to attrition.
4. Increase the Tournament Pro Shop Voucher fee by \$1.79 per person to align with market pricing and increases to cost of goods due to supply chain issues.
5. Introduce a Prime Plus Advance booking fee of \$14.29 per person for advance bookings in periods of extremely high demand.
6. Increase the Driving Range bucket fees by \$0.45 (1 Bucket), \$1.43 (3 Buckets) and \$5.72 (15 Buckets) to align with market pricing. Eliminate the 85 bucket driving range package and introduce new packages of 50 and 100 buckets. This will achieve a more consistent percentage discounting philosophy with respect to volume purchases.

Golf Services - Definition of Weekday/Weekend

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

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

- Sunrise specials are not available on Saturday, Sunday, or statutory holidays.
- Senior rate continues to be offered on the Remembrance Day statutory holiday in honour of war veterans. This holiday occurs in the off-season when booking demand is decreased.

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

To: Parks, Recreation & Culture Commission
From: General Manager Parks, Recreation & Cultural Services
Re: 2022 GOLF FEES BYLAW

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4.0 RECOMMENDATION

The proposed 2022 fees for Burnaby's golf services are believed to be fair and moderate in comparison with other local golf facilities and fees recommended align with those being offered in the local market. This pricing ensures that the City maintains its market share in the current golf industry and addresses the surge in demand for sunrise, twilight and sunset rates. The recommended adjustments will continue our practice of providing quality services at fair and competitive pricing as presented at the Parks, Recreation and Culture Commission Workshop Meeting of 2022 February 8th. It is recommended that the 2022 golf fees be approved as outlined.



Dave Ellenwood
GENERAL MANAGER, PARKS, RECREATION AND CULTURAL SERVICES

DOC:lmr:tc

Attachments (2)

P:\Admin\GolfBurnaby\General\Reports.docx

Copied to: Chief Administrative Officer
Deputy CAO/CFO
GM Corporate Services
City Solicitor

2022 GOLF FEE SCHEDULE

SERVICES	2019 FEE		CURRENT MARKET	2022 FEE		% INCREASE (BASE RATE)	EXPLANATION OF VARIANCE	
	Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.							
	Base fee	Incl. GST	RANGE OF FEE	Base fee	Incl. GST			
a) BURNABY MOUNTAIN								
Regular Season Green Fees (Adult)								
<u>Weekday</u> - 18 Hole	\$40.95	\$43.00	\$41.00 - \$58.00	\$41.90	\$44.00	2.3%	) Weekday rate increase
- Early Bird (9 holes)	\$24.76	\$26.00	\$24.00 - \$32.00	\$25.71	\$27.00	3.8%) "	
- Sunrise	\$37.14	\$39.00	\$37.00 - \$44.00	\$39.05	\$41.00	5.1%) "	
- Twi Matinée	\$37.14	\$39.00	no comparison	\$39.05	\$41.00	5.1%) "	
-1st Twilight	\$32.38	\$34.00	\$33.00 - \$41.00	\$33.33	\$35.00	2.9%) "	
-2nd Twilight	\$22.86	\$24.00	\$24.00 - \$32.00	\$24.76	\$26.00	8.3%	) Discount Adjustment
- Sunset	\$15.24	\$16.00	\$15.00 - \$32.00	\$18.10	\$19.00	18.8%) "	
<u>Weekend</u> - 18 Hole	\$51.43	\$54.00	\$52.00 - \$64.00	\$52.38	\$55.00	1.8%	) Weekend rate increase
- Early Bird (9 holes)	\$30.48	\$32.00	\$28.00 - \$36.00	\$31.43	\$33.00	3.1%) "	
- Sunrise (Fri only, n/a WE, Stat)	\$40.95	\$43.00	no comparison	\$43.81	\$46.00	7.0%	) Discount Adjustment
- Twi Matinée	\$45.71	\$48.00	"	\$46.67	\$49.00	2.1%	) Weekend rate increase
-1st Twilight	\$39.05	\$41.00	\$38.00 - \$47.00	\$40.95	\$43.00	4.9%	) Discount Adjustment
-2nd Twilight	\$25.71	\$27.00	\$26.00 - \$34.00	\$28.57	\$30.00	11.1%) "	
- Sunset	\$17.14	\$18.00	\$17.00 - \$25.00	\$20.00	\$21.00	16.7%) "	
Off Season Green Fees (Adult)								
<u>Weekday</u> - 18 Hole	\$33.33	\$35.00	\$31.00 - \$38.00	\$34.29	\$36.00	2.9%	) Weekday rate increase
- Early Bird (9 holes)	\$20.00	\$21.00	no comparison	\$20.95	\$22.00	4.8%) "	
- Sunrise	\$30.48	\$32.00	"	\$31.43	\$33.00	3.1%) "	
- Twi Matinée	\$30.48	\$32.00	"	\$31.43	\$33.00	3.1%) "	
-1st Twilight	\$26.67	\$28.00	\$24.00 - \$32.00	\$27.62	\$29.00	3.6%) "	
-2nd Twilight	\$19.05	\$20.00	\$20.00 - \$25.00	\$20.00	\$21.00	5.0%	) Discount Adjustment
- Sunset	\$14.29	\$15.00	no comparison	\$16.19	\$17.00	13.3%) "	
<u>Weekend</u> - 18 Hole	\$40.95	\$43.00	\$40.00 - \$45.00	\$41.90	\$44.00	2.3%	) Weekend rate increase
- Early Bird (9 holes)	\$23.81	\$25.00	\$25.00 - \$30.00	\$24.76	\$26.00	4.0%) "	
- Sunrise (Fri only, n/a WE, Stat)	\$33.33	\$35.00	no comparison	\$36.19	\$38.00	8.6%	) Discount Adjustment
- Twi Matinée	\$36.19	\$38.00	"	\$39.05	\$41.00	7.9%) "	
-1st Twilight	\$31.43	\$33.00	\$32.00 - \$37.00	\$33.33	\$35.00	6.0%) "	
-2nd Twilight	\$21.90	\$23.00	\$23.00 - \$28.00	\$23.33	\$24.50	6.5%) "	
- Sunset	\$14.29	\$15.00	\$17.00 - \$28.00	\$16.67	\$17.50	16.7%) "	

2022 GOLF FEE SCHEDULE

SERVICES	2019 FEE		CURRENT MARKET	2022 FEE		% INCREASE (BASE RATE)	EXPLANATION OF VARIANCE	
	Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.							
	Base fee	Incl. GST	RANGE OF FEE	Base fee	Incl. GST			
a) BURNABY MOUNTAIN								
<u>Regular Season Green Fees (Senior)</u>								
<u>Weekday</u> - 18 Hole	\$30.71	\$32.25	\$29.00 - \$37.00	\$31.43	\$33.00	2.3%	) Weekday rate increase
- Early Bird (9 holes)	\$18.57	\$19.50	\$17.00 - \$24.00	\$19.29	\$20.25	3.9%) "	
- Sunrise	\$27.86	\$29.25	\$25.00 - \$35.00	\$29.29	\$30.75	5.1%) "	
- Twi Matinée	\$27.86	\$29.25	no comparison	\$29.29	\$30.75	5.1%) "	
-1st Twilight	\$24.29	\$25.50	\$24.00 - \$30.00	\$25.00	\$26.25	2.9%) "	
-2nd Twilight	\$17.14	\$18.00	\$17.00 - \$32.00	\$18.57	\$19.50	8.3%	) Discount Adjustment
- Sunset	\$11.43	\$12.00	\$11:00 - \$32.00	\$13.33	\$14.00	16.6%) "	
<u>Weekend</u> - 18 Hole	\$51.43	\$54.00	\$52.00 - \$62.00	\$52.38	\$55.00	1.8%	) Weekend rate increase
- Early Bird (9 holes)	\$30.48	\$32.00	no comparison	\$31.43	\$33.00	3.1%) "	
- Sunrise (Fri only, n/a WE, Stat)	\$30.71	\$32.25	"	\$32.86	\$34.50	7.0%	) Discount Adjustment
- Twi Matinée	\$45.71	\$48.00	"	\$46.67	\$49.00	2.1%	) Weekend rate increase
-1st Twilight	\$39.05	\$41.00	\$39.00 - \$47.00	\$40.95	\$43.00	4.9%	) Discount Adjustment
-2nd Twilight	\$25.71	\$27.00	\$25.00 - \$35.00	\$28.57	\$30.00	11.1%) "	
- Sunset	\$17.14	\$18.00	\$17.00 - \$35.00	\$20.00	\$21.00	16.7%) "	
<u>Off Season Green Fees (Senior)</u>								
<u>Weekday</u> - 18 Hole	\$25.00	\$26.25	\$22.00 - \$32.00	\$25.71	\$27.00	2.8%	) Weekday rate increase
- Early Bird (9 holes)	\$15.00	\$15.75	\$ 12.00 - \$18.00	\$15.71	\$16.50	4.7%) "	
- Sunrise	\$22.86	\$24.00	no comparison	\$23.57	\$24.75	3.1%) "	
- Twi Matinée	\$22.86	\$24.00	"	\$23.57	\$24.75	3.1%) "	
-1st Twilight	\$20.00	\$21.00	\$20.00 -\$25.00	\$20.95	\$22.00	4.8%) "	
-2nd Twilight	\$14.29	\$15.00	\$14.00 -\$19.00	\$15.24	\$16.00	6.6%	) Discount Adjustment
- Sunset	\$10.71	\$11.25	no comparison	\$12.38	\$13.00	15.6%) "	
<u>Weekend</u> - 18 Hole	\$40.95	\$43.00	\$42.00 - \$50.00	\$41.90	\$44.00	2.3%	) Weekend rate increase
- Early Bird (9 holes)	\$23.81	\$25.00	no comparison	\$24.76	\$26.00	4.0%) "	
- Sunrise (Fri only, n/a WE, Stat)	\$25.00	\$26.25	"	\$27.14	\$28.50	8.6%	) Discount Adjustment
- Twi Matinée	\$36.19	\$38.00	"	\$39.05	\$41.00	7.9%) "	
-1st Twilight	\$31.43	\$33.00	\$32.00 - \$37.00	\$33.33	\$35.00	6.0%) "	
-2nd Twilight	\$21.90	\$23.00	\$24.00 - \$28.00	\$23.33	\$24.50	6.5%) "	
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	Base fee	Incl. GST	RANGE OF FEE	Base fee	Incl. GST			
a) BURNABY MOUNTAIN								
Regular Season Green Fees (Junior)								
<u>Weekday</u> - 18 Hole	\$26.67	\$28.00	\$27.00 - \$35.00	\$27.62	\$29.00	3.6%) Weekday rate increase	
- Early Bird (9 holes)	\$16.19	\$17.00	\$16.00 - \$20.00	\$16.67	\$17.50	3.0%) "	
- Sunrise	\$22.38	\$23.50	\$22.00 - \$30.00	\$24.76	\$26.00	10.6%) Discount Adjustment	
- Twi Matinée	\$22.38	\$23.50	no comparison	\$24.76	\$26.00	10.6%) "	
-1st Twilight	\$20.95	\$22.00	\$22.00 - \$30.00	\$21.67	\$22.75	3.4%) Weekday rate increase	
-2nd Twilight	\$14.76	\$15.50	\$15.00 - \$25.00	\$16.19	\$17.00	9.7%) Discount Adjustment	
- Sunset	\$10.95	\$11.50	\$11.00 - \$18.00	\$11.90	\$12.50	8.7%) "	
<u>Weekend</u> - 18 Hole	\$51.43	\$54.00	\$52.00 - \$62.00	\$52.38	\$55.00	1.8%) Weekend rate increase	
- Early Bird (9 holes)	\$30.48	\$32.00	no comparison	\$31.43	\$33.00	3.1%) "	
- Sunrise (Fri only, n/a WE, Stat)	\$26.67	\$28.00	"	\$28.57	\$30.00	7.1%) Discount Adjustment	
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Off Season Green Fees (Junior)								
<u>Weekday</u> - 18 Hole	\$21.90	\$23.00	\$20.00 - \$25.00	\$22.38	\$23.50	2.2%) Weekday rate increase	
- Early Bird (9 holes)	\$13.33	\$14.00	\$ 12.00 - \$16.00	\$13.81	\$14.50	3.6%) "	
- Sunrise	\$20.00	\$21.00	no comparison	\$20.48	\$21.50	2.4%) "	
- Twi Matinée	\$20.00	\$21.00	"	\$20.48	\$21.50	2.4%) "	
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- Sunset	\$9.29	\$9.75	no comparison	\$10.48	\$11.00	12.8%) Discount Adjustment	
<u>Weekend</u> - 18 Hole	\$40.95	\$43.00	\$42.00 - \$50.00	\$41.90	\$44.00	2.3%) Weekend rate increase	
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2022 GOLF FEE SCHEDULE

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	Base fee	Incl. GST	RANGE OF FEE	Base fee	Incl. GST			
b) RIVERWAY								
<u>Regular Season Green Fees (Adult)</u>								
<u>Weekday</u> - 18 Hole	\$51.43	\$54.00	\$50.00 - \$70.00	\$52.38	\$55.00	1.8%) Weekday rate increase	
- Early Bird (9 holes)	\$32.38	\$34.00	\$26.00 - \$40.00	\$33.33	\$35.00	2.9%) "	
- Sunrise	\$46.67	\$49.00	\$44.00 - \$55.00	\$48.57	\$51.00	4.1%) "	
- Twi Matinée	\$46.67	\$49.00	no comparison	\$48.57	\$51.00	4.1%) "	
-1st Twilight	\$40.95	\$43.00	\$39.00 - \$51.00	\$42.86	\$45.00	4.7%) Discount Adjustment	
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- Sunset	\$19.05	\$20.00	\$17.00 - \$30.00	\$21.90	\$23.00	15.0%) "	
<u>Weekend</u> - 18 Hole	\$61.90	\$65.00	\$63.00 - \$73.00	\$62.86	\$66.00	1.6%) Weekend rate increase	
- Early Bird (9 holes)	\$36.19	\$38.00	\$29.00 - \$42.00	\$37.14	\$39.00	2.6%) "	
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- Twi Matinée	\$57.14	\$60.00	no comparison	\$60.00	\$63.00	5.0%) "	
-1st Twilight	\$46.67	\$49.00	\$42.00 - \$55.00	\$49.52	\$52.00	6.1%) "	
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-2nd Twilight	\$26.67	\$28.00	\$30.00 - \$36.00	\$30.48	\$32.00	14.3%) "	
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2022 GOLF FEE SCHEDULE

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	Base fee	Incl. GST	RANGE OF FEE	Base fee	Incl. GST			
b) RIVERWAY								
<u>Regular Season Green Fees (Senior)</u>								
<u>Weekday</u> - 18 Hole	\$38.57	\$40.50	\$40.00 - \$50.00	\$39.29	\$41.25	1.9%) Weekday rate increase	
- Early Bird (9 holes)	\$24.29	\$25.50	\$26.00 - \$34.00	\$25.24	\$26.50	3.9%) "	
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<u>Weekend</u> - 18 Hole	\$61.90	\$65.00	\$63.00 - \$73.00	\$62.86	\$66.00	1.6%) Weekend rate increase	
- Early Bird (9 holes)	\$36.19	\$38.00	\$29.00 - \$42.00	\$37.14	\$39.00	2.6%) "	
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<u>Off Season Green Fees (Senior)</u>								
<u>Weekday</u> - 18 Hole	\$32.38	\$34.00	\$29.00 - \$37.00	\$33.33	\$35.00	2.9%) Weekday rate increase	
- Early Bird (9 holes)	\$20.00	\$21.00	\$17.00 - \$24.00	\$20.95	\$22.00	4.8%) "	
- Sunrise	\$29.29	\$30.75	\$25.00 - \$35.00	\$30.48	\$32.00	4.1%) "	
- Twi Matinée	\$29.29	\$30.75	no comparison	\$30.48	\$32.00	4.1%) "	
-1st Twilight	\$25.00	\$26.25	\$24.00 - \$30.00	\$26.67	\$28.00	6.7%) Discount Adjustment	
-2nd Twilight	\$18.57	\$19.50	\$17.00 - \$32.00	\$20.00	\$21.00	7.7%) "	
- Sunset	\$12.86	\$13.50	\$11:00 - \$32.00	\$14.29	\$15.00	11.1%) "	
<u>Weekend</u> - 18 Hole	\$48.57	\$51.00	\$52.00 - \$58.00	\$50.48	\$53.00	3.9%) Weekend rate increase	
- Early Bird (9 holes)	\$30.48	\$32.00	\$28.00 - \$36.00	\$30.95	\$32.50	1.5%) "	
- Sunrise (Fri only, n/a WE, Stat)	\$32.38	\$34.00	no comparison	\$35.24	\$37.00	8.8%) Discount Adjustment	
- Twi Matinée	\$43.81	\$46.00	"	\$45.71	\$48.00	4.3%) Weekend rate increase	
-1st Twilight	\$37.14	\$39.00	\$38.00 - \$49.00	\$40.00	\$42.00	7.7%) Discount Adjustment	
-2nd Twilight	\$26.67	\$28.00	\$30.00 - \$36.00	\$30.48	\$32.00	14.3%) "	
- Sunset	\$18.10	\$19.00	\$17.00 - \$32.00	\$20.95	\$22.00	15.7%) "	

2022 GOLF FEE SCHEDULE

SERVICES	2019 FEE		CURRENT MARKET	2022 FEE		% INCREASE (BASE RATE)	EXPLANATION OF VARIANCE	
	Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.							
	Base fee	Incl. GST	RANGE OF FEE	Base fee	Incl. GST			
b) RIVERWAY								
<u>Regular Season Green Fees (Junior)</u>								
<u>Weekday</u> - 18 Hole	\$33.33	\$35.00	\$40.00 - \$50.00	\$34.29	\$36.00	2.9%	) Weekday rate increase
- Early Bird (9 holes)	\$21.43	\$22.50	\$26.00 - \$34.00	\$21.90	\$23.00	2.2%	) Discount Adjustment
- Sunrise	\$30.48	\$32.00	no comparison	\$31.43	\$33.00	3.1%	) Weekday rate increase
- Twi Matinée	\$30.48	\$32.00	no comparison	\$31.43	\$33.00	3.1%) "	
-1st Twilight	\$26.67	\$28.00	\$29.00 - \$40.00	\$27.62	\$29.00	3.6%) "	
-2nd Twilight	\$19.05	\$20.00	\$17.00 - \$30.00	\$20.95	\$22.00	10.0%	) Discount Adjustment
- Sunset	\$13.33	\$14.00	\$14.00 - \$20.00	\$14.29	\$15.00	7.2%) "	
<u>Weekend</u> - 18 Hole	\$61.90	\$65.00	\$63.00 - \$73.00	\$62.86	\$66.00	1.6%	) Weekend rate increase
- Early Bird (9 holes)	\$36.19	\$38.00	\$29.00 - \$42.00	\$37.14	\$39.00	2.6%) "	
- Sunrise (Fri only, n/a WE, Stat)	\$33.33	\$35.00	\$35.00 - \$62.00	\$35.71	\$37.50	7.1%	) Discount Adjustment
- Twi Matinée	\$57.14	\$60.00	no comparison	\$60.00	\$63.00	5.0%) "	
-1st Twilight	\$46.67	\$49.00	\$49.00 - \$55.00	\$49.52	\$52.00	6.1%) "	
-2nd Twilight	\$19.05	\$20.00	\$22.00 - \$45.00	\$20.95	\$22.00	10.0%) "	
- Sunset	\$13.33	\$14.00	\$15.00 - \$35.00	\$14.29	\$15.00	7.2%) "	
<u>Off Season Green Fees (Junior)</u>								
<u>Weekday</u> - 18 Hole	\$27.86	\$29.25	\$29.00 - \$37.00	\$28.57	\$30.00	2.5%	) Weekday rate increase
- Early Bird (9 holes)	\$16.90	\$17.75	\$17.00 - \$24.00	\$18.10	\$19.00	7.1%	) Discount Adjustment
- Sunrise	\$25.48	\$26.75	\$25.00 - \$35.00	\$26.67	\$28.00	4.7%	) Weekday rate increase
- Twi Matinée	\$25.48	\$26.75	no comparison	\$26.67	\$28.00	4.7%) "	
-1st Twilight	\$21.67	\$22.75	\$22.00 - \$30.00	\$22.86	\$24.00	5.5%) "	
-2nd Twilight	\$15.95	\$16.75	\$17.00 - \$32.00	\$17.14	\$18.00	7.5%	) Discount Adjustment
- Sunset	\$11.19	\$11.75	\$11:00 - \$32.00	\$12.38	\$13.00	10.6%) "	
<u>Weekend</u> - 18 Hole	\$48.57	\$51.00	\$52.00 - \$58.00	\$50.48	\$53.00	3.9%	) Weekend rate increase
- Early Bird (9 holes)	\$30.48	\$32.00	\$28.00 - \$36.00	\$30.95	\$32.50	1.5%) "	
- Sunrise (Fri only, n/a WE, Stat)	\$27.86	\$29.25	no comparison	\$29.52	\$31.00	6.0%	) Discount Adjustment
- Twi Matinée	\$43.81	\$46.00	"	\$45.71	\$48.00	4.3%	) Weekend rate increase
-1st Twilight	\$37.14	\$39.00	\$38.00 - \$49.00	\$40.00	\$42.00	7.7%	) Discount Adjustment
-2nd Twilight	\$15.95	\$16.75	\$18.00 - \$36.00	\$17.14	\$18.00	7.5%) "	
- Sunset	\$11.19	\$11.75	\$13.00 - \$32.00	\$12.38	\$13.00	10.6%) "	

2022 GOLF FEE SCHEDULE

SERVICES	2019 FEE		CURRENT MARKET	2022 and 2023 FEE		% INCREASE (BASE RATE)	EXPLANATION OF VARIANCE	
	Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.							
	Base fee	Incl. GST	RANGE OF FEE	Base fee	Incl. GST			
c) LOYALTY PASS (Golf Burnaby green fees) - Valid anytime at all Burnaby golf courses - 2 Year Expiry from date of purchase or re-load - Posted Green Fee Rate is deducted from card - 8% added value given for purchase / re-load 2022 - 5% added value given for purchase / re-load 2023								
Adult 2022 (Value = \$540.00)	\$500.00		no comparison	\$500.00		0.0%	) 2% decrease in bonus given 2022) 3% decrease in bonus given 2023
Jr/Sr 2022 (Value = \$324.00)	\$300.00		no comparison	\$300.00		0.0%		
Adult 2023 (Value = \$525.00)	\$500.00		no comparison	\$500.00		0.0%		
Jr/Sr 2023 (Value = \$315.00)	\$300.00		no comparison	\$300.00		0.0%		
d) LOYALTY PASS (Central Park + Kensington) - Valid anytime at Kensington + Central Park Pitch & Putts only - 2 Year Expiry from date of purchase or re-load - Posted Green Fee Rate is deducted from card - 8% added value given for purchase / re-load 2022 - 5% added value given for purchase / re-load 2023								
Ad/Jr/Sr 2022 (Value = \$108.00)	\$100.00		no comparison	\$100.00		0.0%	) 2% decrease in bonus given 2022) 3% decrease in bonus given 2023
Ad/Jr/Sr 2023 (Value = \$105.00)	\$100.00		no comparison	\$100.00		0.0%		
e) VIP - LOYALTY PASS (Bby. Mtn. + Riverway) - Available to old (>2001) VIP Pass Holders only - Valid anytime at all Burnaby golf courses - 2 Year Expiry Date from date of last re-load - Posted Green Fee Rate is deducted from card - 20% added value given at time of re-load								
VIP - Senior (Value = \$1,800.00)	\$1,500.00		no comparison	eliminated			) program eliminated due to attrition

2022 GOLF FEE SCHEDULE

SERVICES	2019 FEE		CURRENT MARKET	2022 FEE		% INCREASE	EXPLANATION OF VARIANCE	
	Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.							
	Base fee	Incl. GST	RANGE OF FEE	Base fee	Incl. GST			
f) <u>GOLF TOURNAMENTS</u>								
Tournament Package								
Total fee will include all of the following:								
- Adult Green Fee (based on course/season)	See Adult Green Fees			See Adult Green Fees				
- Tournament Administration Fee	\$5.71	\$6.00	\$6.00 - \$10.00	\$5.71	\$6.00	0.0%	) Rate increase to align with market pricing
- Specialty Format (Shotgun / Crossover)	\$6.25	\$7.00	\$10.00 - \$12.00	\$9.52	\$10.00	52.3%)	
- Pro Shop Voucher	\$6.25	\$7.00	\$9.00 - \$17.00	\$8.04	\$9.00	28.6%)	
All Food & Beverage Pkgs provided by Food Services								
g) <u>COURTESY PASSES & PROMOTIONS</u>								
Used for promotional activities, public relations initiatives or to reimburse for disruption in services.								
Maximum Annual Value - \$40,000								
h) <u>DRIVING RANGES</u>								
Warm-up special (25 balls)	\$3.33	\$3.50	no comparison	\$3.33	\$3.50	0.0%		
1 bucket <i>6.19 / bkt</i>	\$5.71	\$6.00	.009 - .012 per ball	\$6.19	\$6.50	8.4%	) Rate increase to align with market pricing
3 buckets <i>5.55 / bkt</i>	\$15.24	\$16.00	.008 - .011 per ball	\$16.67	\$17.50	9.4%)	
15 buckets <i>4.76 / bkt</i>	\$65.71	\$69.00	.008 - .010 per ball	\$71.43	\$75.00	8.7%)	
50 buckets <i>4.51 / bkt</i>	n/a	n/a	.007 - .095 per ball	\$225.71	\$237.00	n/a	) New package established
85 Buckets	\$80.95	\$85.00					) Eliminated
100 Buckets <i>4.19 / bkt</i>	n/a	n/a	.007 - .090 per ball	\$419.05	\$440.00	n/a	) New package established
i) <u>ADVANCE BOOKING FEE</u>								
Prime plus (very high demand periods)			\$12.00 - \$20.00	\$14.29	\$15.00	n/a	) New rate established
Prime (high demand periods)	\$9.52	\$10.00	\$10.00 - \$12.00	\$9.52	\$10.00	0.0%	) Eliminated
Non-prime	\$4.76	\$5.00	\$10.00 - \$12.00)	

2022 GOLF FEE SCHEDULE

SERVICES	2019 FEE		CURRENT MARKET	2022 FEE		% INCREASE (BASE RATE)	EXPLANATION OF VARIANCE	
	Weekend Adult rates in effect on Saturday, Sunday + City observed Statutory Holidays.							
	Base fee	Incl. GST	RANGE OF FEE	Base fee	Incl. GST			
j) PITCH AND PUTTS								
(Weekday = Monday - Friday / Weekend = Saturday + Sunday + Statutory Holidays)								
<u>Regular Season Green Fees (Adult)</u>								
<u>Weekday</u> - 18 Hole	\$12.86	\$13.50	\$13.00 - \$15.12	\$13.33	\$14.00	3.7%	) Weekday rate increase
- Sunrise	\$11.43	\$12.00	no comparison	\$11.90	\$12.50	4.1%) "	
- Twilight	\$8.33	\$8.75	"	\$9.05	\$9.50	8.6%	) Discount Adjustment
<u>Weekend</u> - 18 Hole	\$12.86	\$13.50	\$13.00 - \$15.12	\$13.33	\$14.00	3.7%	) Weekend rate increase
- Twilight	\$8.33	\$8.75	no comparison	\$9.05	\$9.50	8.6%	) Discount Adjustment
<u>Off Season Green Fees (Adult)</u>								
<u>Weekday</u> - 18 Hole	\$10.00	\$10.50	no comparison	\$10.48	\$11.00	4.8%	) Weekday rate increase
- Twilight	\$6.43	\$6.75	"	\$6.90	\$7.25	7.3%	) Discount Adjustment
<u>Weekend</u> - 18 Hole	\$10.00	\$10.50	no comparison	\$10.48	\$11.00	4.8%	) Weekend rate increase
- Twilight	\$6.43	\$6.75	"	\$6.90	\$7.25	7.3%	) Discount Adjustment
<u>Regular Season Green Fees (Senior)</u>								
<u>Weekday</u> - 18 Hole	\$9.52	\$10.00	\$10.00 - \$15.12	\$10.00	\$10.50	5.0%	) Weekend rate increase
- Sunrise	\$8.57	\$9.00	no comparison	\$9.05	\$9.50	5.6%) "	
- Twilight	\$6.19	\$6.50	"	\$6.90	\$7.25	11.5%	) Discount Adjustment
<u>Weekend</u> - 18 Hole	\$12.86	\$13.50	\$10.00 - \$15.12	\$13.33	\$14.00	3.7%	) Weekend rate increase
- Twilight	\$6.19	\$6.50	no comparison	\$6.90	\$7.25	11.5%	) Discount Adjustment
<u>Off Season Green Fees (Senior)</u>								
<u>Weekday</u> - 18 Hole	\$7.38	\$7.75	no comparison	\$7.86	\$8.25	6.5%	) Weekday rate increase
- Twilight	\$5.24	\$5.50	"	\$5.71	\$6.00	9.0%	) Discount Adjustment
<u>Weekend</u> - 18 Hole	\$10.00	\$10.50	no comparison	\$10.48	\$11.00	4.8%	) Weekend rate increase
- Twilight	\$5.24	\$5.50	"	\$5.71	\$6.00	9.0%	) Discount Adjustment

2022 GOLF FEE SCHEDULE

SERVICES	2019 FEE		CURRENT MARKET	2022 FEE		% INCREASE (BASE RATE)	EXPLANATION OF VARIANCE	
	Weekend Adult rates in effect on Saturday, Sunday + City observed Statutory Holidays.							
	Base fee	Incl. GST	RANGE OF FEE (pre-tax)	Base fee	Incl. GST			
j) PITCH AND PUTTS								
(Weekday = Monday - Friday / Weekend = Saturday + Sunday + Statutory Holidays)								
Regular Season Green Fees (Junior)								
<u>Weekday</u> - 18 Hole	\$8.33	\$8.75	\$13.00 - \$15.12	\$8.81	\$9.25	5.8%	) Weekday rate increase
- Sunrise	\$7.38	\$7.75	no comparison	\$7.86	\$8.25	6.5%) "	
- Twilight	\$5.71	\$6.00		\$5.95	\$6.25	4.2%	) Weekday rate increase
<u>Weekend</u> - 18 Hole	\$12.86	\$13.50	\$13.00 - \$15.12	\$13.33	\$14.00	3.7%	) Weekend rate increase
- Twilight	\$5.71	\$6.00	no comparison	\$5.95	\$6.25	4.2%) "	
Off Season Green Fees (Junior)								
<u>Weekday</u> - 18 Hole	\$6.43	\$6.75	no comparison	\$6.90	\$7.25	7.3%	) Weekday rate increase
- Twilight	\$5.00	\$5.25	"	\$5.24	\$5.50	4.8%) "	
<u>Weekend</u> - 18 Hole	\$10.00	\$10.50	no comparison	\$10.48	\$11.00	4.8%	) Weekend rate increase
- Twilight	\$5.00	\$5.25	"	\$5.24	\$5.50	4.8%) "	

Burnaby Mtn Fee Comparison - Adult Rates 2022					
Base Rates - taxes included					
		Regular Season		Off Season	
		Weekday	Weekend	Weekday	Weekend
Langara		\$54.00	\$60.25	\$30.25	\$30.25
	<i>Redbook 25% off twilights (no rack rate discounts)</i>				
McCleery		\$58.25	\$64.25	\$36.00	\$36.00
	<i>Redbook 25% off twilights (no rack rate discounts)</i>				
Burnaby Mountain		\$44.00	\$55.00	\$36.00	\$44.00
	<i>Loyalty pass program</i>				

Riverway Fee Comparison - Adult Rates 2022					
Base Rates - taxes included					
		Regular Season		Off Season	
		Weekday	Weekend	Weekday	Weekend
Fraserview		\$62.25	\$68.25	\$39.00	\$39.00
	<i>Redbook 25% off twilights (no rack rate discounts)</i>				
Northlands		\$70.00	\$75.00	\$50.00	\$55.00
	<i>Redbook 25% off twilights (no rack rate discounts)</i>				
Riverway		\$55.00	\$66.00	\$46.00	\$53.00
	<i>Loyalty pass program</i>				

Pitch & Putt Fee Comparison - Adult Rates 2022					
Base Rates - taxes included					
		Regular Season		Off Season	
		Weekday	Weekend	Weekday	Weekend
Queen Elizabeth/Stanley Pk		\$15.12	\$15.12	\$15.12	\$15.12
	<i>Redbook (2 for 1) /coupons valid any time</i>				
Rupert Park		\$15.12	\$15.12	\$15.12	\$15.12
	<i>Redbook (2 for 1) /coupons valid any time</i>				
Ambleside		\$13.00	\$13.00	Closed Nov - Apr	Closed Nov - Apr
	<i>Vouchers 30% off</i>				
Central / Kensington		\$14.00	\$14.00	\$11.00	\$11.00
	<i>Loyalty pass program</i>				

Driving Range Market Comparison 2022				
Base Rates - taxes included				
	FEE	# of balls per bucket	\$ / ball	Additional Discounts Offered
Burnaby Mountain Drving Range & Riverway Driving Range	\$3.50	25	\$0.140	Bonus Bucket Program Suspended
	\$6.50	50	\$0.130	
	\$17.50	150	\$0.117	
	\$237.00	2500	\$0.095	
	\$440.00	5000	\$0.088	
McCleery Driving Range & Fraserview Driving Range Vancouver	\$4.00	34	\$0.118	No specials
	\$8.00	65	\$0.123	
	\$14.00	130	\$0.108	
	\$75.00	750	\$0.100	
	\$187.50	1875	\$0.100	
	\$375.00	3750	\$0.100	
\$750.00	7500	\$0.100		
\$1,050.00	10500	\$0.100		
Savage Creek Driving Range Richmond	\$7.00	60	\$0.117	No specials
	\$60.00	600	\$0.100	
	\$130.00	1500	\$0.087	
	\$250.00	3000	\$0.083	
Westwood Plateau Driving Range Coquitlam	\$6.00	50	\$0.120	No specials
	\$47.95	500	\$0.096	
	\$84.95	1000	\$0.085	
	\$195.95	2500	\$0.078	
\$499.95	7500	\$0.067		
Eaglequest Driving Range Coquitlam	\$5.51	30	\$0.184	Paid Membership Required
	\$7.86	60	\$0.131	
	\$13.65	120	\$0.114	
	\$149.10	1,800	\$0.083	
	\$264.60	3,600	\$0.074	
\$498.75	7,800	\$0.064		

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