

TO : CITY MANAGER  
DATE: 1997 OCTOBER 02  
FROM : ACTING DIRECTOR RECREATION AND CULTURAL SERVICES  
SUBJECT : 1998 BURNABY GOLF FEES BYLAW  
PURPOSE : To request Council's direction for the City Solicitor to prepare the 1998 Burnaby Golf Fees Bylaw as detailed on the Proposed 1998 Golf Fee Schedule.

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**RECOMMENDATION:**

1. THAT the City Solicitor be directed to prepare the 1998 Burnaby Golf Fees Bylaw as detailed on the Proposed 1998 Golf Fee Schedule.

**REPORT**

At its meeting of 1997 October 01, the Parks and Recreation Commission received the attached staff report on the above subject and adopted the two recommendations contained therein.



KATE FRIARS  
ACTING DIRECTOR RECREATION  
AND CULTURAL SERVICES

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Attachment  
c:\data\wp\council\ 971002

cc: Director Finance  
City Solicitor

**SUBJECT: 1998 BURNABY GOLF FEES BYLAW**

**RECOMMENDATION:**

1. THAT the 1998 Golf Fees be approved as outlined in this report.
2. THAT Council request the City Solicitor to prepare the 1998 Burnaby Golf Fees Bylaw as detailed on Attachment #1 of this report.

**REPORT**

**BACKGROUND**

A Golf Fees Bylaw is required under the conditions of the Municipal Act to cover all fees and charges related to the public use of golf facilities. The 1998 Burnaby Golf Fees Bylaw will apply for the period 1998 January 01 to December 31.

The 1998 fees for golf services (i.e. green fees, driving range token sales) are not presented earlier in the year with the Recreation Facility Fees. This action is to fall into line with the local golf industry of evaluating market conditions and setting of new fee schedules at the end of each calendar year. This would provide the opportunity for the City to ensure that its pricing remained appropriately competitive.

The determination of the 1998 fees reflects the following factors:

1. Current fees.
2. Public response to services and associated fees.
3. Current and projected market demands and price ranges. These are based on comparable public and private golf services in the Lower Mainland.
4. Budget restrictions and revenue targets.
5. General market trends in recreation and related leisure services areas promotional consideration.
6. Fees in most cases are adjusted to odd amounts to allow for rounding to the nearest \$0.05 when GST is added. In several cases when the point of sale unit calculates the GST, it is impossible to round to an even number.

**1998 GOLF SERVICES - FEE RECOMMENDATIONS:**

- **Burnaby Mountain Golf Course**
  - Adult green fees - inflationary increase.
  - Adult 50 Round Pass (Monday-Friday) - inflationary increase. Maintain package pricing of 20% discount from regular adult rate.
  - Senior Annual Pass (Monday-Friday, maximum 3 times/week) - inflationary increase. Maintain package pricing of 50% discount of regular adult rate (using average use calculation).

- **Riverway Golf Course**  
Adult green fees - slightly higher increase than inflation. Fee is still positioned in the low range of comparable courses.
- **Kensington Park/Central Park Pitch & Putts**  
Inflationary increase in 1998. (No fee increase in 1997)
- **Driving Range Token Sales**  
Inflationary increase and market positioning. (No fee increase in 1997)

**SUMMARY**

The proposed 1998 fees for Burnaby golf services appear to be competitive and comparable to 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.

DO:ps:seo  
Attachment  
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## PROPOSED 1998 GOLF FEE SCHEDULE

SERVICES		1997 FEE		1997 MARKET RANGE OF FEE	PROPOSED 1998 FEE		% INCREASE	EXPLANATION OF VARIANCE
		Base fee	Incl. GST		Base fee	Incl. GST		
(Rates in effect 1998 January 01 to 1998 December 31)								
GOLF								
a) Burnaby Mountain								
Adult								
18 hole daily (not restricted)	\$27.57	\$29.50	\$28.00 - \$40.00	\$28.04	\$30.00	1.7%	Inflationary adjustment	
11 round (not restricted)	\$275.70	\$296.00	No comparison	\$280.37	\$300.00	1.7%	Inflationary adjustment	
50 round (restricted)	\$1,102.80	\$1,180.00	No comparison	\$1,121.50	\$1,200.00	1.7%	Inflationary adjustment	
1st twilight fee/special	\$21.96	\$23.50	\$17.00 - \$26.00	\$22.43	\$24.00	2.1%	Inflationary adjustment	
2nd twilight feedback 9	\$15.65	\$16.75	\$12.00 - \$22.00	\$15.89	\$17.00	1.5%	Inflationary adjustment	
Sunset	\$10.98	\$11.75	No comparison	\$11.21	\$12.00	2.1%	Inflationary adjustment	
Winter/non-prime fee	\$21.96	\$23.50	\$20.00 - \$28.00	\$22.43	\$24.00	2.1%	Inflationary adjustment	
Writer - 11 round	\$219.60	\$234.97	No comparison	\$223.99	\$240.00	2.0%	Inflationary adjustment	
Senior/Junior								
18 hole daily (restricted)	\$13.79	\$14.76	\$13.00 - \$27.00	\$14.02	\$15.00	1.7%	50% of adult rate	
11 round (restricted)	\$137.94	\$147.60	No comparison	\$140.19	\$150.00	1.6%	50% of adult rate	
1st twilight/winter	\$10.98	\$11.75	\$10.00	\$11.21	\$12.00	2.1%	50% of adult rate	
2nd twilight/back 9	\$7.85	\$8.40	\$6.00	\$7.94	\$8.50	1.1%	50% of adult rate	
Sunset	\$5.51	\$5.90	No comparison	\$5.61	\$6.00	1.8%	50% of adult rate	
Winter - 11 round	\$109.80	\$117.49	No comparison	\$111.99	\$119.83	2.0%	50% of adult rate	
Senior								
Annual (restricted 3 days/week)	\$962.62	\$1,030.00	No comparison	\$981.31	\$1,050.00	1.9%	Inflationary adjustment	
50 + 20 round (restricted)	\$906.54	\$970.00	No comparison	\$915.89	\$980.00	1.0%	Inflationary adjustment	

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# PROPOSED 1998 GOLF FEE SCHEDULE

SERVICES	1997 FEE		1997 MARKET RANGE OF FEE	PROPOSED 1998 FEE		% INCREASE	EXPLANATION OF VARIANCE
	Base fee	Incl. GST		Base fee	Incl. GST		
<b>b) RIVERWAY GOLF COURSE</b>							
<b>Adult</b>							
18 hole daily (not restricted)	\$35.51	\$38.00	\$25.00 - \$90.00	\$36.45	\$39.00	2.6%	Inflationary adjustment
11 round (not restricted)	\$355.14	\$380.00	No comparison	\$364.49	\$390.00	2.6%	Inflationary adjustment
1st twilight/early bird/special	\$27.80	\$28.75	\$20.00 - \$70.00	\$28.74	\$30.75	3.4%	Inflationary adjustment
2nd twilight/back 9	\$20.56	\$22.00	\$12.00 - \$25.00	\$21.03	\$22.50	2.3%	Inflationary adjustment
Sunset	\$14.02	\$15.00	No comparison	\$14.49	\$15.50	3.4%	Inflationary adjustment
Winter/non-prime fee	\$27.80	\$29.75	\$20.00 - \$70.00	\$28.74	\$30.75	3.4%	Inflation and market
Winter - 11 round	\$278.00	\$297.46	No comparison	\$283.56	\$303.41	2.0%	Inflationary adjustment
<b>Senior/Junior</b>							
18 hole daily (restricted)	\$17.76	\$19.00	\$12.00 - \$50.00	\$18.22	\$19.50	2.6%	50% of adult rate
11 round (restricted)	\$177.57	\$190.00	No comparison	\$182.24	\$195.00	2.6%	50% of adult rate
1st twilight/winter	\$13.92	\$14.89	\$10.00	\$14.39	\$15.40	3.4%	50% of adult rate
2nd twilight/back 9	\$10.28	\$11.00	\$6.00	\$10.51	\$11.25	2.2%	50% of adult rate
Sunset	\$7.01	\$7.50	No comparison	\$7.24	\$7.75	3.3%	Inflationary adjustment
Winter - 11 round	\$139.20	\$148.94	No comparison	\$141.98	\$151.91	2.0%	50% of adult rate
<b>c) DRIVING RANGES</b>							
Warm-up special							
1 token	\$1.40	\$1.50	No comparison	\$1.64	\$1.75	17.1%	Inflation and market
3 tokens	\$2.66	\$2.85	\$2.75 - \$ 4.75	\$3.08	\$3.30	15.8%	Inflation and market
10 tokens	\$6.54	\$7.00	\$6.50 - \$ 11.25	\$7.48	\$8.00	14.4%	Inflation and market
50 tokens	\$19.63	\$21.00	\$19.50 - \$34.00	\$22.43	\$24.00	14.3%	Inflation and market
	\$88.78	\$95.00	\$95.00 - \$175.00	\$97.20	\$104.00	9.5%	Inflation and market

