

TO : CITY MANAGER
DATE: 1998 OCTOBER 22

FROM : DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

SUBJECT : **1999 BURNABY GOLF FEES BYLAW**

PURPOSE : To request Council's direction for the City Solicitor to prepare the 1999 Burnaby Golf Fees Bylaw as detailed on the Proposed 1999 Golf Fee Schedule.

RECOMMENDATION:

1. THAT the City Solicitor be directed to prepare the 1999 Burnaby Golf Fees Bylaw as detailed on the Proposed 1999 Golf Fee Schedule.

REPORT

At its meeting of 1998 October 21, the Parks and Recreation Commission received the attached staff report on the above subject and adopted the two recommendations contained therein.



KATE FRIARS
DIRECTOR PARKS, RECREATION
AND CULTURAL SERVICES

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Attachment
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cc: Director Finance
City Solicitor

SUBJECT: 1999 BURNABY GOLF FEES BYLAW

RECOMMENDATION:

1. THAT the 1999 Golf Fees be approved as outlined in this report.
2. THAT Council request the City Solicitor to prepare the 1999 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 1999 Burnaby Golf Fees Bylaw will apply for the period 1999 January 01 to December 31.

The 1999 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 1999 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.

1999 GOLF SERVICES - FEE RECOMMENDATIONS:

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

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- Senior/Junior rates offered weekdays Monday to Thursday.*

 - **Riverway Golf Course**
No fee increase. Fee is still positioned in the low range of comparable courses.

Senior/Junior rates offered week days Monday to Thursday.*

 - **Kensington Park/Central Park Pitch & Putts**
No fee increase in 1999

 - **Driving Range Token Sales**
Inflationary increase and increased ball count per token.

 - **Golf Operations definition of Weekdays / Weekends**
Weekdays Monday to Thursday. Weekends Friday to Sunday plus stat. holidays.
- * Sr./Jr rates offered weekdays only, Monday to Thursday. Fridays early bird tee times, sun up plus three hours, and twilight tee times.

SUMMARY

The proposed 1999 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.

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Attachment
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PROPOSED 1999 GOLF FEE SCHEDULE

SERVICES	1998 FEE		1998 MARKET RANGE OF FEE	PROPOSED 1999 FEE		% INCREASE	EXPLANATION OF VARIANCE
	Base fee	Incl. GST		Base fee	Incl. GST		
(Rates in effect 1999 January 01 to 1999 December 31)							
GOLF							
a) Burnaby Mountain							
Adult							
18 hole daily (not restricted)	\$28.04	\$30.00	\$28.00 - \$40.00	\$28.97	\$31.00	3.3%	Market adjustment
11 round (not restricted)	\$280.37	\$300.00	No comparison	\$289.72	\$310.00	3.3%	Market adjustment
50 round (restricted)	\$1,121.50	\$1,200.00	No comparison	\$1,159.00	\$1,240.00	3.3%	Market adjustment
1st twilight fee/special	\$22.43	\$24.00	\$17.00 - \$26.00	\$23.36	\$25.00	4.1%	Market adjustment
2nd twilight fee/back 9	\$15.89	\$17.00	\$12.00 - \$22.00	\$16.82	\$18.00	5.9%	Market adjustment
Sunset	\$11.21	\$12.00	No comparison	\$11.68	\$12.00	4.2%	Market adjustment
Winter/non-prime fee	\$22.43	\$24.00	\$20.00 - \$28.00	\$23.36	\$25.00	4.1%	Market adjustment
Winter - 11 round	\$223.99	\$240.00	No comparison	\$234.00	\$250.00	4.5%	Market adjustment
Senior/Junior							
18 hole daily (restricted)	\$14.02	\$15.00	\$13.00 - \$27.00	\$14.49	\$15.50	3.4%	50% of adult rate
11 round (restricted)	\$140.19	\$150.00	No comparison	\$144.66	\$155.00	3.2%	50% of adult rate
1st twilight/winter	\$11.21	\$12.00	\$10.00	\$11.68	\$12.50	4.2%	50% of adult rate
2nd twilight/back 9	\$7.94	\$8.50	\$6.00	\$8.41	\$9.00	5.9%	50% of adult rate
Sunset	\$5.61	\$6.00	No comparison	\$5.84	\$6.25	4.1%	50% of adult rate
Winter - 11 round	\$111.99	\$119.83	No comparison	\$116.82	\$125.00	4.3%	50% of adult rate
Senior							
Annual (restricted 3 days/week)	\$981.31	\$1,050.00	No comparison	\$981.31	\$1,050.00	0.0%	Market adjustment
50 + 20 round (restricted)	\$915.89	\$980.00	No comparison	\$948.60	\$1,015.00	3.6%	Market adjustment

PROPOSED 1999 GOLF FEE SCHEDULE

SERVICES	1998 FEE		1998 MARKET RANGE OF FEE		PROPOSED 1999 FEE		% INCREASE	EXPLANATION OF VARIANCE
	Base fee	Incl. GST	1998 Market Range	OF FEE	Base fee	Incl. GST		
b) RIVERWAY GOLF COURSE								
Adult								
18 hole daily (not restricted)	\$36.45	\$39.00	\$25.00 - \$90.00		\$36.45	\$39.00	0.0%	
11 round (not restricted)	\$364.49	\$390.00	No comparison		\$364.49	\$390.00	0.0%	
1st twilight/early bird/special	\$28.74	\$30.75	\$20.00 - \$70.00		\$28.74	\$30.75	0.0%	
2nd twilight/back 9	\$21.03	\$22.50	\$12.00 - \$25.00		\$21.03	\$22.50	0.0%	
Sunset	\$14.49	\$15.50	No comparison		\$14.49	\$15.50	0.0%	
Winter/non-prime fee	\$28.74	\$30.75	\$20.00 - \$70.00		\$28.74	\$30.75	0.0%	
Winter - 11 round	\$283.56	\$303.41	No comparison		\$283.56	\$303.41	0.0%	
Senior/Junior								
18 hole daily (restricted)	\$18.22	\$19.50	\$12.00 - \$50.00		\$18.22	\$19.50	0.0%	
11 round (restricted)	\$182.24	\$195.00	No comparison		\$182.24	\$195.00	0.0%	
1st twilight/winter	\$14.39	\$15.40	\$10.00		\$14.39	\$15.40	0.0%	
2nd twilight/back 9	\$10.51	\$11.25	\$6.00		\$10.51	\$11.25	0.0%	
Sunset	\$7.24	\$7.75	No comparison		\$7.24	\$7.75	0.0%	
Winter - 11 round	\$141.98	\$151.91	No comparison		\$141.98	\$151.91	0.0%	
c) DRIVING RANGES								
Warm-up special	\$1.64	\$1.75	No comparison		\$1.64	\$1.75	0.0%	
1 token	\$3.08	\$3.30	\$ 3.75 - \$5.00		\$3.50	\$3.75	13.6%	Market adjustment
3 tokens	\$7.48	\$8.00	\$ 9.00 - \$ 15.00		\$8.41	\$9.00	12.4%	Market adjustment
10 tokens	\$22.43	\$24.00	\$27.00 - \$38.00		\$25.23	\$27.00	12.5%	Market adjustment
50 tokens	\$97.20	\$104.00	\$115.00 - \$175.00		\$107.48	\$115.00	10.6%	Market adjustment

ATTACHMENT #1

PROPOSED 1999 GOLF FEE SCHEDULE

SERVICES	1998 FEE		1998 MARKET RANGE OF FEE	PROPOSED 1999 FEE		% INCREASE	EXPLANATION OF VARIANCE
	Base fee	Incl. GST		Base fee	Incl. GST		
c) PITCH AND PUTTS							
Adult							
18 hole daily (not restricted)	\$7.24	\$7.75	\$7.25 - \$7.50	\$7.24	\$7.75	0.0%	
Twilight	\$4.91	\$5.25	\$4.25 - \$5.00	\$4.91	\$5.25	0.0%	
11 round (not restricted)	\$71.96	\$77.00	No comparison	\$71.96	\$77.00	0.0%	
Junior/senior							
18 hole daily (restricted)	\$3.63	\$3.88	\$3.7 - \$4.25	\$3.63	\$3.88	0.0%	
11 round (restricted)	\$35.98	\$38.50	No comparison	\$35.98	\$38.50	0.0%	
e) GOLF TOURNAMENTS							
Booking fee (per player)	\$4.67	\$5.00	No comparison	\$4.67	\$5.00		
Tournament rates			No comparison				Regular adult green fee only

COMPARATIVE FEES - 1999

1999 FEES	18 Holes		1st Twilight/Winter		2nd Twilight		Weekday Restricted		Weekend Restricted		Powercart
	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Junior	Senior	Junior	Senior	
Carnoustie	\$32.00	\$41.00	\$24.00	\$28.00	\$18.00	\$18.00	\$24.00	\$26.00	\$41.00	\$41.00	\$26.00
Chilliwack	\$35.00	\$45.00	\$25.00	\$25.00	\$25.00	\$25.00	\$18.00	\$28.00	\$33.00	\$33.00	\$22.00
Fort Langley	\$32.00	\$36.00	\$19.00	\$25.00	\$19.00	\$25.00	\$24.00	\$24.00	\$36.00	\$36.00	\$26.00
Greenacres	\$32.00	\$39.00	\$21.00	\$24.00	\$16.00	\$19.00	\$27.00	\$27.00	\$39.00	\$39.00	\$28.00
Guildford	\$34.00	\$40.00	\$28.00	\$32.00	\$22.00	\$25.00	\$23.00	\$23.00	\$40.00	\$40.00	\$27.50
Hazelmere	\$38.50	\$42.80	\$26.75	\$26.75	\$16.00	\$16.00	\$25.00	\$40.00	\$40.00	\$40.00	\$25.00
Ledgeview	\$34.00	\$39.00	\$25.00	\$29.00	\$20.00	\$20.00	\$17.00	\$39.00	\$25.00	\$25.00	\$25.00
Northlands	\$40.00	\$40.00	\$30.00	\$30.00	\$20.00	\$20.00	\$20.00	\$30.00	\$40.00	\$40.00	\$26.00
Newlands	\$35.00	\$39.00	\$28.00	\$32.00	\$22.00	\$23.00	\$19.00	\$25.00	\$39.00	\$39.00	\$27.00
Surrey	\$29.00	\$36.00	\$24.00	\$30.00	\$20.00	\$23.00	\$21.50	\$22.00	\$36.00	\$36.00	\$24.00
McCleery*	\$33.50	\$36.50	\$22.75	\$25.00	\$13.00	\$14.25	\$17.00	\$17.00	\$36.50	\$36.50	\$24.00
Langara*	\$33.50	\$36.50	\$22.75	\$25.00	\$13.00	\$14.25	\$17.00	\$17.00	\$36.50	\$36.50	\$26.00
Burnaby Mountain	\$31.00	\$31.00	\$25.00	\$25.00	\$18.00	\$18.00	\$15.50	\$15.50	\$31.00	\$31.00	\$25.00
AVERAGES	\$33.81	\$38.60	\$24.71	\$27.44	\$18.62	\$20.04	\$20.62	\$25.65	\$35.15	\$37.46	\$25.50

Notes:

These are the 1998 fees. Where 1999 prices are set or estimated they are noted with an asterick (*). In most cases they haven't made a decision. Also, most courses have included Friday as part of their weekend rate.

COMPARATIVE FEES - 1999

1999 FEES	18 Holes		1st Twilight/Winter		2nd Twilight		Weekday Restricted		Weekend Restricted		Powercart
	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Junior	Senior	Junior	Senior	
Belmont	\$37.50	\$46.00	\$25.60	\$28.00	\$14.00	\$15.00	\$19.00	\$29.00	\$24.00	\$43.00	\$22.00
Golden Eagle	\$36.50	\$42.80	\$22.00	\$25.00	\$22.00	\$25.00	\$20.00	\$26.00	\$20.00	\$40.00	\$20.00
Mayfair Lakes	\$48.00	\$64.00	\$36.00	\$40.00	\$26.00	\$32.00	\$30.00	\$30.00	\$60.00	\$60.00	\$30.00
Morgan Creek	\$62.50	\$75.00	\$44.00	\$46.00	\$25.00	\$28.00	\$30.00	\$42.00	\$75.00	\$75.00	\$28.00
Meadow Gardens	\$50.00	\$70.00	\$50.00	\$70.00	\$50.00	\$70.00	\$35.00	\$35.00	\$35.00	\$35.00	\$25.00
Northview-Ridge	\$70.00	\$80.00	\$50.00	\$50.00	\$50.00	\$50.00	\$70.00	\$70.00	\$80.00	\$80.00	\$28.50
Northview-Canal	\$50.00	\$60.00	\$40.00	\$40.00	\$20.00	\$20.00	\$50.00	\$50.00	\$60.00	\$60.00	\$28.50
Peace Portal	\$43.00	\$47.00	\$32.00	\$36.00	\$26.00	\$28.00	\$32.00	\$43.00	\$36.00	\$47.00	\$28.00
Redwoods	\$47.00	\$52.00	\$36.50	\$33.00	\$36.50	\$33.00	\$24.00	\$35.00	\$28.00	\$49.00	\$27.00
Westwood Plateau	\$90.00	\$100.00	\$75.00	\$82.50	\$60.00	\$66.00	\$42.80	\$90.00	\$42.80	\$90.00	included
Royalwood*	\$29.50	\$35.75	\$20.00	\$22.00	\$20.00	\$22.00	\$15.75	\$24.25	\$15.75	\$35.75	\$25.00
Swanaset Bay	\$53.50	\$64.20	\$30.00	\$37.00	\$19.00	\$26.50	\$25.00	\$50.00	\$30.00	\$60.00	\$25.00
University	\$46.00	\$48.00	\$37.00	\$50.00	\$37.00	\$50.00	\$46.00	\$46.00	\$48.00	\$48.00	\$25.00
Fraserview*	\$33.50	\$36.50	\$22.75	\$25.00	\$13.00	\$14.25	\$17.00	\$17.00	\$36.50	\$36.50	\$25.00
Riverway	\$39.00	\$39.00	\$30.75	\$30.75	\$22.50	\$22.50	\$19.50	\$19.50	\$39.00	\$39.00	\$25.00
AVERAGES	\$46.47	\$54.75	\$34.72	\$38.97	\$27.90	\$31.98	\$30.44	\$39.15	\$39.40	\$50.62	\$24.07

Notes: These are the 1998 fees. Where 1999 prices are set or estimated they are note with an asterick (*). In most cases they haven't made a decision. Also, most courses included Friday as part of their weekend rate.

DRIVING RANGE FEES

	COST	SUMMER # OF BALLS	PRICE PER BALL	WINTER # OF BALLS	PRICE PER BALL
BURNABY MOUNTAIN RIVERWAY	3.75	50	0.075	65	0.058
	9.00	150	0.060	195	0.046
	27.00	500	0.054	650	0.042
	115.00	2,500	0.046	3,250	0.035
McLery 280-8633 Fraserview	\$4.00	40	0.100	50	0.080
	10.00	120	0.083	150	0.067
	30.00	400	0.075	500	0.060
	50.00	800	0.063	1,000	0.050
HASTINGS RANGE 298-2721	4.50	65	0.069	80	0.056
	11.75	195	0.060	240	0.049
	38.00	650	0.058	800	0.048
	70.00	1,300	0.054	1,600	0.044
	300.00	6,500	0.046	8,000	0.038
MEADOW GOLF CENTRE 465-4641	4.25	50	0.085	70	0.061
	7.50	100	0.075	140	0.054
	14.00	150	0.093	210	0.067
	65.00	1,000	0.065	1,400	0.046
WESTWOOD 941-4236	5.00	55	0.091	70	0.071
	65.00	1,000	0.065	1,050	0.062
COYOTE CREEK 597-4653	4.00	40	0.100	50	0.080
	7.00	80	0.088	150	0.047
	15.00	200	0.075	250	0.060
	24.00	400	0.060	500	0.048
	55.00	1,000	0.055	1,250	0.044
	185.00	4,000	0.046	5,000	0.037
MIKASA 278-1101	3.75	40	0.094	60	0.063
	50.00	600	0.083	900	0.056
	95.00	1,200	0.079	1,800	0.053
	130.00	3,000	0.043	3,000	0.043
MUSQUEAM	5.00	50	0.100		
	36.00	400	0.090	600	0.060
	83.00	1,000	0.083	1,500	0.055
	138.00	2,000	0.069	3,000	0.046
PARK ROYAL 925-0102	4.75	50	0.095	100	0.048
	85.00	1,000	0.085	2,000	0.043
	225.00	3,000	0.075	6,000	0.038
SEYMOUR CREEK 987-8630	4.50	60	0.075	80	0.056
	38.00	600	0.063	800	0.048
	90.00	1,500	0.060	2,000	0.045
	150.00	3,000	0.050	4,000	0.038
UNIVERSITY 224-1818	5.00	50	0.100	70	0.071
	175.00	2,500	0.070	3,500	0.050

ATTACHMENT #4

COMPARATIVE FEES - 1999

PITCH AND PUTTS

1999 FEES	SENIOR/										SR/ANNUAL MAX 2 OUNDS/DA	ADULT ANNUALMAX 2 ROUNDS/DAY
	ADULT	TWILIGHT	SENIOR	JUNIOR	JUNIOR 11 ROUND	ADULT 11 ROUND	SENIOR 20 ROUND	JUNIOR 20 ROUND	ADULT 20 ROUND	ADULT		
Rupert	\$7.65	\$4.50	\$3.95	\$4.50			\$62.00	\$71.40	\$123.00	\$200.00	\$392.20	
Stanley Park	\$7.65	\$4.50	\$3.95	\$4.50			\$62.00	\$71.40	\$123.00	\$200.00	\$392.20	
Queen Elizabeth	\$7.65	\$4.50	\$3.95	\$4.50			\$62.00	\$71.40	\$123.00	\$200.00	\$392.20	
Kensington/Central Park	\$7.75	\$5.25	\$3.88	\$3.88	\$38.50	\$77.00	-	-	-	-	-	

ATTACHMENT #5