

2000 January 20

TO: CITY MANAGER
FROM: DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES
SUBJECT: 2000 BURNABY GOLF FEES BYLAW
PURPOSE: To request Council's authorization for the City Solicitor to prepare the 2000 Burnaby Golf Fees Bylaw.

RECOMMENDATION:

1. THAT the City Solicitor be authorized to prepare the 2000 Burnaby Golf Fees Bylaw according to the proposed golf fee schedule.

REPORT

At its meeting of 2000 January 19, the Parks, Recreation and Culture Commission received the above noted report and adopted the two recommendations contained therein.



Kate Friars
PARKS, RECREATION
AND CULTURAL SERVICES

tc
Attachment
c:\data\wp\council report\PK-2000 Burnaby Golf Fees Bylaw

cc: City Solicitor
Director Finance

SUBJECT: 2000 BURNABY GOLF FEES BYLAW

RECOMMENDATION:

1. THAT the 2000 Golf Fees be approved as outlined in this report.
2. THAT Council request the City Solicitor to prepare the 2000 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 2000 Burnaby Golf Fees Bylaw will apply for the period 2000 March 01 to 2001 February 28.

The 2000 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 2000 fees reflects the following factors:

1. Current fees/Comparison Attachment #2.
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.

2000 GOLF SERVICES - FEE RECOMMENDATIONS:

- **Burnaby Mountain Golf Course**
Adult green fees - inflationary increase.
Sr/Jr 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). (No fee increase 1999)
Senior/Junior rates offered weekdays Monday to Thursday.*

- **Riverway Golf Course**
Adult green fee - inflationary increase
Sr/Jr green fee - inflationary increase
(No fee increase in 1999)

Senior/Junior rates offered week days Monday to Thursday.*
- **Kensington Park/Central Park Pitch & Putts**
Adult green fee - inflationary increase
Sr/Jr green fee - inflationary increase
(No fee increase in 1999)
- **Driving Range Token Sales**
No increase on individual token rates but a decrease in amount of discount offered on volume purchases to fall more in line with industry practices
(No fee increase per ball in 1999)
- **Golf Operations definition of Weekdays / Weekends**
Weekdays Monday to Thursday. Weekends Friday to Sunday plus stat. holidays.

* Sr./r. rates offered weekdays only, Monday to Thursday. Fridays early bird tee times, sun up plus three hours, and twilight tee times.

SUMMARY

The proposed 2000 fees for Burnaby golf services have been reviewed by the Golf Advisory Committee and endorsed to be fair, 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:dl:hh

Attachments (2)

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PROPOSED 2000 GOLF FEE SCHEDULE

SERVICES	1999 FEE		2000 MARKET RANGE OF FEE	PROPOSED 2000 FEE		% INCREASE	EXPLANATION OF VARIANCE
	Base fee	Incl. GST		Base fee	Incl. GST		
(Rates in effect 2000 March 01 to 2001 February 28)							
<u>GOLF</u>							
a) <u>Burnaby Mountain</u>							
Adult							
18 hole daily (not restricted)	\$28.97	\$31.00	\$31.50 to \$47.00	\$29.44	\$31.50	1.6%	Inflationary adjustment
11 round (not restricted)	\$289.72	\$310.00	No comparison	\$294.39	\$315.00	1.6%	Inflationary adjustment
50 round (restricted)	\$1,159.00	\$1,240.00	No comparison	\$1,177.57	\$1,260.00	1.6%	Inflationary adjustment
1st twilight fee/special	\$23.36	\$25.00	\$19.00 to \$37.00	\$23.83	\$25.50	2.0%	Inflationary adjustment
2nd twilight fee/back 9	\$16.82	\$18.00	\$14.00 to \$29.00	\$17.06	\$18.25	1.4%	Inflationary adjustment
Sunset	\$11.68	\$12.50	No comparison	\$11.92	\$12.75	2.1%	Inflationary adjustment
Winter/non-prime fee	\$23.36	\$25.00	\$20.00 to \$37.00	\$23.83	\$25.50	2.0%	Inflationary adjustment
Winter - 11 round	\$234.00	\$250.00	No comparison	\$238.32	\$255.00	1.8%	Inflationary adjustment
Senior/Junior							
18 hole daily (restricted)	\$14.49	\$15.50	\$15.75 to \$45.00	\$14.72	\$15.75	1.6%	50% of adult rate
11 round (restricted)	\$144.66	\$155.00	No comparison	\$147.20	\$157.50	1.8%	50% of adult rate
1st twilight/winter	\$11.68	\$12.50	\$14.00	\$11.92	\$12.75	2.1%	50% of adult rate
2nd twilight/back 9	\$8.41	\$9.00	No comparison	\$8.55	\$9.15	1.7%	50% of adult rate
Sunset	\$5.84	\$6.25	No comparison	\$5.98	\$6.40	2.4%	50% of adult rate
Winter - 11 round	\$116.82	\$125.00	No comparison	\$119.16	\$127.50	2.0%	50% of adult rate
Senior							
Annual (restricted 3 days/week)	\$981.31	\$1,050.00	No comparison	\$1,000.00	\$1,070.00	1.9%	Inflationary adjustment
50 + 20 round (restricted)	\$948.60	\$1,015.00	No comparison	\$967.29	\$1,035.00	2.0%	Inflationary adjustment

PROPOSED 2000 GOLF FEE SCHEDULE

SERVICES	1999 FEE		2000 MARKET RANGE OF FEE	PROPOSED 2000 FEE		% INCREASE	EXPLANATION OF VARIANCE
	Base fee	Incl. GST		Base fee	Incl. GST		
b) RIVERWAY GOLF COURSE							
Adult							
18 hole daily (not restricted)	\$36.45	\$39.00	\$32.00 to \$130.00	\$37.38	\$40.00	2.6%	Inflationary adjustment
11 round (not restricted)	\$364.49	\$390.00	No comparison	\$373.83	\$400.00	2.6%	Inflationary adjustment
1st twilight/early bird/special	\$28.74	\$30.75	\$22.00 to \$90.00	\$29.44	\$31.50	2.4%	Inflationary adjustment
2nd twilight/back 9	\$21.03	\$22.50	\$14.00 to \$75.00	\$21.50	\$23.00	2.2%	Inflationary adjustment
Sunset	\$14.49	\$15.50	No comparison	\$14.72	\$15.75	1.6%	Inflationary adjustment
Winter/non-prime fee	\$28.74	\$30.75	\$22.00 to \$90.00	\$29.44	\$31.50	2.4%	Inflation and market
Winter - 11 round	\$287.38	\$307.50	No comparison	\$294.39	\$315.00	2.4%	Inflationary adjustment
Senior/Junior							
18 hole daily (restricted)	\$18.22	\$19.50	\$17.00 to \$130.00	\$18.69	\$20.00	2.6%	50% of adult rate
11 round (restricted)	\$182.24	\$195.00	No comparison	\$186.92	\$200.00	2.6%	50% of adult rate
1st twilight/winter	\$14.39	\$15.40	\$14.00	\$14.72	\$15.75	2.3%	50% of adult rate
2nd twilight/back 9	\$10.51	\$11.25	No comparison	\$10.75	\$11.50	2.3%	50% of adult rate
Sunset	\$7.24	\$7.75	No comparison	\$7.38	\$7.90	1.9%	Inflationary adjustment
Winter - 11 round	\$141.98	\$151.92	No comparison	\$147.20	\$157.50	3.7%	50% of adult rate
c) DRIVING RANGES							
Warm-up special	\$1.64	\$1.75	No comparison	\$1.64	\$1.75	0.0%	
1 token	\$3.50	\$3.75	\$ 3.75 - \$ 6.00	\$3.50	\$3.75	0.0%	
3 tokens	\$8.41	\$9.00	\$10.00 - \$15.00	\$9.35	\$10.00	11.2%	Purchase discount adjustment
10 tokens	\$25.23	\$27.00	\$29.00 - \$45.00	\$27.10	\$29.00	7.4%	Purchase discount adjustment
50 tokens	\$107.48	\$115.00	\$115.00 - \$175.00	\$116.82	\$125.00	8.7%	Purchase discount adjustment

PROPOSED 2000 GOLF FEE SCHEDULE

SERVICES	1999 FEE		2000 MARKET RANGE OF FEE		PROPOSED 2000 FEE		% INCREASE	EXPLANATION OF VARIANCE
	Base fee	Incl. GST	Base fee	Incl. GST	Base fee	Incl. GST		
d) PITCH AND PUTTS								
<u>Adult</u> 18 hole daily (not restricted) Twilight 11 round (not restricted)	\$7.24 \$4.91 \$71.96	\$7.75 \$5.25 \$77.00	\$8.00 \$5.35 - \$5.50 No comparison		\$7.48 \$5.14 \$74.77	\$8.00 \$5.50 \$80.00	3.3% 4.7% 3.9%	Inflationary adjustment Inflation and market Inflationary adjustment
<u>Junior/senior</u> 18 hole daily (restricted) 11 round (restricted)	\$3.63 \$35.98	\$3.88 \$38.50	\$4.00 - \$4.90 No comparison		\$3.74 \$37.38	\$4.00 \$40.00	3.0% 3.9%	Inflationary adjustment Inflationary adjustment
e) GOLF TOURNAMENTS								
Booking fee (per player)	\$4.67	\$5.00	No comparison		\$5.61	\$6.00	-	
Tournament rates	Regular adult green fee only		No comparison		Regular adult green fee only		-	

ATTACHMENT #2

COMPARATIVE FEES - 2000

2000 Comparison Course	18 Holes						1st Twilight/Winter		2nd Twilight		Weekday Restricted		Weekend Restricted		Notes	Powercart
	Mon/Tue	Wed/Thur	Weekend	Weekday		Weekend	Weekday	Weekend	Junior	Senior	Junior	Senior	Junior	Senior		
				Weekday	Weekend											
Belmont	\$40.00	\$40.00	\$45.00	\$25.00	\$30.00	\$15.00	\$16.00	\$20.00	\$30.00	\$45.00	\$31.00					
Golden Eagle	\$38.00	\$38.00	\$44.00	\$23.00	\$26.00	\$23.00	\$26.00	\$21.00	\$27.00	\$21.00	\$44.00					
Mayfair Lakes	\$50.00	\$50.00	\$70.00	\$36.00	\$40.00	\$26.00	\$32.00	\$35.00	\$35.00	\$65.00	\$65.00					
Morgan Creek	\$65.00	\$65.00	\$75.00	\$45.00	\$47.00	\$25.00	\$28.00	\$32.00	\$44.00	\$75.00	\$75.00					
Meadow Gardens	\$45.00	\$45.00	\$55.00	\$25.00	\$35.00	\$25.00	\$35.00	\$30.00	\$35.00	\$35.00	\$35.00					
Northview-Ridge	\$75.00	\$75.00	\$85.00	\$52.00	\$52.00	\$52.00	\$52.00	\$75.00	\$75.00	\$85.00	\$85.00					
Northview-Canal	\$55.00	\$55.00	\$65.00	\$42.00	\$42.00	\$21.00	\$21.00	\$25.00	\$42.00	\$65.00	\$65.00					
Peace Portal	\$43.00	\$43.00	\$47.00	\$32.00	\$36.00	\$26.00	\$28.00	\$32.00	\$43.00	\$36.00	\$47.00					
Redwoods	\$40.00	\$40.00	\$54.00	\$27.00	\$34.00	\$16.00	\$16.00	\$24.00	\$30.00	\$27.00	\$34.00					
Westwood Plateau	\$130.00	\$130.00	*****	\$90.00	\$90.00	\$75.00	\$75.00	\$130.00	\$130.00	\$130.00	\$130.00		*Player card discounts			
Royalwood	\$32.00	\$32.00	\$38.00	\$22.00	\$24.00	\$22.00	\$24.00	\$17.00	\$26.00	\$17.00	\$38.00					
Swanaset Bay	\$54.00	\$54.00	\$64.00	\$30.00	\$35.00	\$19.00	\$26.00	\$25.00	\$50.00	\$30.00	\$60.00					
University	\$50.00	\$50.00	\$55.00	\$30.00	\$37.00	\$30.00	\$37.00	\$50.00	\$50.00	\$55.00	\$55.00					
Northlands	\$47.00	\$47.00	\$57.00	\$35.00	\$40.00	\$20.00	\$28.00	\$20.00	\$30.00	\$47.00	\$47.00					
Fraserview	\$34.00	\$34.00	\$37.00	\$24.00	\$27.00	\$14.00	\$15.00	\$17.25	\$17.25	\$37.00	\$37.00		21.00 Sr. cart rental			
Riverway	\$40.00	\$40.00	\$40.00	\$31.00	\$31.00	\$23.00	\$23.00	\$20.00	\$20.00	\$40.00	\$40.00		20.00 Sr. cart rental			
AVERAGES	\$52.38	\$52.38	\$59.44	\$35.56	\$39.13	\$27.00	\$30.13	\$35.83	\$42.77	\$50.63	\$56.38					

COMPARATIVE FEES - 2000

2000 Comparison	18 Holes			1st Twilight/Winter		2nd Twilight		Weekday Restricted		Weekend Restricted		Notes	Powercart
	Course	Mon/Tue	Wed/Thur	Weekend	Weekday	Weekend	Junior	Senior	Junior	Senior			
Carnoustie	\$34.00	\$34.00	\$44.00	\$24.00	\$18.00	\$18.00	\$26.00	\$26.00	\$28.00	\$28.00			\$26.00
Chilliwack	\$40.00	\$40.00	\$40.00	\$30.00	\$30.00	\$30.00	\$20.00	\$40.00	\$40.00	\$40.00			\$28.00
Fort Langley	\$32.00	\$32.00	\$36.00	\$19.00	\$19.00	\$25.00	\$24.00	\$24.00	\$36.00	\$36.00			\$26.00
Greenacres	\$34.00	\$34.00	\$41.00	\$23.00	\$30.00	\$30.00	\$28.00	\$28.00	\$41.00	\$41.00			\$28.00
Guildford	\$37.00	\$37.00	\$44.00	\$29.00	\$23.00	\$26.00	\$25.00	\$25.00	\$44.00	\$44.00			\$27.50
Hazelmere	\$35.00	\$40.00	\$45.00	\$25.00	\$15.00	\$15.00	\$30.00	\$40.00	\$45.00	\$45.00		No Sr. Rates	\$25.00
Ledgeview	\$36.00	\$36.00	\$43.00	\$30.00	\$25.00	\$29.00	\$19.00	\$26.00	\$43.00	\$43.00			\$26.00
Northlands	\$47.00	\$47.00	\$47.00	\$35.00	\$20.00	\$20.00	\$20.00	\$30.00	\$47.00	\$47.00			\$26.00
Newlands	\$40.00	\$40.00	\$44.00	\$33.00	\$25.00	\$26.00	\$20.00	\$28.00	\$44.00	\$44.00			\$29.00
Surrey	\$35.00	\$35.00	\$41.00	\$24.00	\$20.00	\$23.00	\$29.00	\$29.00	\$41.00	\$41.00			\$24.00
McCleery	\$34.00	\$34.00	\$37.00	\$24.00	\$14.00	\$15.00	\$17.25	\$17.25	\$37.00	\$37.00			\$26.00
Langara	\$34.00	\$34.00	\$37.00	\$24.00	\$14.00	\$15.00	\$17.25	\$17.25	\$37.00	\$37.00			\$26.00
Bby Mtn	\$31.50	\$31.50	\$31.50	\$25.50	\$18.25	\$18.25	\$15.75	\$15.75	\$31.50	\$31.50		20.00 Sr. cart rental	\$25.00
AVERAGES	\$36.12	\$36.50	\$40.81	\$26.58	\$19.87	\$21.56	\$22.40	\$26.63	\$39.58	\$39.58			\$26.35

COMPARATIVE FEES 2000 - PITCH & PUTTS

2000 FEES	Adult		Senior		Junior		Senior		Junior		Adult		Sr/annual max. 2 rds./day
	Adult	Twilight	Senior	Junior	Senior	Junior	Senior	Junior	Senior	Junior	Adult	Adult	
Rupert	\$8.00	\$5.35	\$4.00	\$4.90			\$62.95	\$78.20	\$62.95	\$78.20	\$125.85	\$125.85	\$179.50
Stanley Park	\$8.00	\$5.35	\$4.00	\$4.90			\$62.95	\$78.20	\$62.95	\$78.20	\$125.85	\$125.85	\$179.50
Queen Elizabeth	\$8.00	\$5.35	\$4.00	\$4.90			\$62.95	\$78.20	\$62.95	\$78.20	\$125.85	\$125.85	\$179.50
Kensington/Central Park	\$8.00	\$5.50	\$4.00	\$4.00	\$40.00	\$80.00	-	-	-	-	-	-	-

DRIVING RANGE FEES

	COST	SUMMER # OF BALLS	PRICE PER BALL	WINTER # OF BALLS	PRICE PER BALL	LESSON PACKAGE
BURNABY MOUNTAIN	3.75	50	0.075	65	0.058	
3 Teaching Pros	10.00	150	0.067	195	0.051	
32 Stalls	29.00	500	0.058	650	0.045	
0 Heated	125.00	2,500	0.050	3,250	0.038	
RIVERWAY	3.75	50	0.075	65	0.058	
5 Teaching Pros	10.00	150	0.067	195	0.051	
54 Stalls	29.00	500	0.058	650	0.045	
22 Heated	125.00	2,500	0.050	3,250	0.038	
McLery / Fraserview	\$4.00	50	0.080	50	0.080	
280-8633	10.00	150	0.067	150	0.067	
4 Teaching Pros	30.00	500	0.060	500	0.060	
45 Stalls	50.00	1,000	0.050	1,000	0.050	
0 Heated						
HASTINGS RANGE	4.50	65	0.069	80	0.056	
298-2721	11.75	195	0.060	240	0.049	
2 Teaching Pros	38.00	650	0.058	800	0.048	
50 Stalls	70.00	1,300	0.054	1,600	0.044	
50 Heated	300.00	6,500	0.046	8,000	0.038	
MEADOW GOLF CENTRE	4.25	50	0.085	70	0.061	
465-4641	7.50	100	0.075	140	0.054	
1 Teaching Pros	14.00	200	0.070	210	0.067	
60 Stalls	65.00	1,000	0.065	1,400	0.046	
35 Heated						
WESTWOOD	5.00	55	0.091	70	0.071	
941-4236	65.00	1,000	0.065	1,050	0.062	
5 Teaching Pros						
60 Stalls						
40 Heated						
COYOTE CREEK	4.00	40	0.100	50	0.080	
597-4653	7.00	80	0.088	150	0.047	
4 Teaching Pros	15.00	200	0.075	250	0.060	
85 Stalls	24.00	400	0.060	500	0.048	
30 Heated	55.00	1,000	0.055	1,250	0.044	
	185.00	4,000	0.046	5,000	0.037	
MIKASA	3.75	40	0.094	60	0.063	
278-1101	50.00	600	0.083	900	0.056	
4 Teaching Pros	95.00	1,200	0.079	1,800	0.053	
67 Stalls	130.00	3,000	0.043	3,000	0.043	
50 Heated						
MUSQUEAM	5.00	50	0.100			
8 Teaching Pros	40.00	450	0.089	600	0.067	
80 Stalls	75.00	1,000	0.075	1,500	0.050	
40 Heated	165.00	2,500	0.066	3,000	0.055	
PARK ROYAL	4.75	50	0.095	100	0.048	
925-0102	85.00	1,000	0.085	2,000	0.043	
4 Teaching Pros	225.00	3,000	0.075	6,000	0.038	
60 Stalls						
25 Heated						
SEYMOUR CREEK	4.50	60	0.075	80	0.056	
987-8630	38.00	600	0.063	800	0.048	
3 Teaching Pros	90.00	1,500	0.060	2,000	0.045	
80 Stalls	150.00	3,000	0.050	4,000	0.038	
40 Heated						
UNIVERSITY	6.00	50	0.120	70	0.086	
224-1818	175.00	2,500	0.070	3,500	0.050	
5 Teaching Pros						
24 Stalls C. 24 Stalls						
0 Heated						
PACIFIC / RICHMOND	3.00	40	0.075	40	0.075	
4 Teaching Pros	67.50	1,000	0.068	1,250	0.054	
94 Stalls	125.00	2,000	0.063	2,500	0.050	
14 Heated	240.00	4,000	0.060	5,000	0.048	
WESTMINSTER HYW						
# Teaching Pros	3.00	40	0.075	40	0.075	
# Stalls	67.50	1,000	0.068	1,250	0.054	
#Heated	125.00	2,000	0.063	2,500	0.050	
	240.00	4,000	0.060	5,000	0.048	
EAGLE QUEST						
3 Teaching Pros	5.00	50	0.100	68	0.074	
74 Stalls	45.00	500	0.090	680	0.066	
35 Heated	200.00	2,500	0.080	3,400	0.059	
	350.00	5,000	0.070	6,800	0.051	
ABBOTSFORD						
3 Teaching Pros	4.00	40	0.100	50	0.080	
40 Stalls	30.00	400	0.075	500	0.060	
20 Heated	68.00	1,000	0.068	1,250	0.054	
	120.00	2,000	0.060	2,500	0.048	
	200.00	4,000.00	0.050	5,000.00	0.040	