

Item	12
Manager's Report No.	02
Council Meeting	03/01/20

2003 JANUARY 16

TO: CITY MANAGER
FROM: DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES
SUBJECT: 2003 GOLF FEES BYLAW
PURPOSE: To seek Council's authorization for the City Solicitor to prepare the 2003 Golf Fees Bylaw.

RECOMMENDATION:

1. THAT the City Solicitor be requested to prepare the 2003 Golf Fees Bylaw as detailed on Attachment #1 of the attached report.

REPORT

At its meeting of 2003 January 15, the Parks, Recreation and Culture Commission received the above noted report and adopted the two recommendations contained therein.



Kate Friars
DIRECTOR PARKS, RECREATION
AND CULTURAL SERVICES

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Attachment
P:\DATA\COUNCIL\PK-2003 GOLF FEES BYLAW

cc: Director Finance
City Solicitor

SUBJECT: 2003 GOLF FEES BYLAW

RECOMMENDATIONS:

1. THAT the 2003 Golf Fees be approved as outlined in this report.
2. THAT Council request the City Solicitor to prepare the 2003 Golf Fees Bylaw as detailed on Attachment #1 of this report.

REPORT

BACKGROUND

A Fee Bylaw is required by the Local Government Act for all fees and charges related to the public use of golf facilities. The 2003 Burnaby Golf Fees Bylaw will apply for the period 2003 March 01 to 2004 February 29.

The 2003 fees for golf services (i.e. green fees, driving range token 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 Central Park Pitch and Putt golf courses. If approved, these rates will form the 2003 Burnaby Golf Fees Bylaw.

RECENT TRENDS IN THE LOCAL GOLF MARKET

Due to past growth in numbers of golf facilities in the Lower Mainland, the golf market has reached a situation where it has met or surpassed demand. The market has become very competitive in order to maintain volumes and has forced golf course operators to take steps to develop a variety of rate structures to maintain loyalty and stimulate non prime-time use.

2003 GOLF SERVICES - FEE DETERMINATION

The following factors were considered in the determination of the 2003 fee structure:

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 demands for recreation and related leisure services.
6. Stimulation of golf activity during weekday and non prime time periods.
7. Review and adjustment of average yield rates to offset increasing operating expenses.
8. Adjustment of fees to allow for rounding to the nearest \$0.25 when GST is included.

2003 GOLF SERVICES - FEE RECOMMENDATIONS

1. Maintain a separate weekday and weekend rate structure.
 - weekday adult green fees to remain unchanged to stimulate non prime-time play
 - weekend green fees - increase rate by \$2.00 to achieve more consistency with general market.
2. Maintain the approved four year implementation plan for the reduction of senior green fee and pass rate discounts to a maximum of 25% off the posted adult weekday rate over the four year period beginning 2001.
3. Establish a new Junior rate that will be offered weekdays and other specified times.
4. Eliminate sale of Senior Annual Pass; which is currently available on a renewal basis, by 31 December 2003. A modified version of this pass will be available to current Senior Annual Pass-holders after this time.
5. Increase Pitch & Putt Regular Adult Green Fee rate \$0.25 - inflationary increase.

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6. Establish Tournament Vouchers for Retail and Food and Beverage services in addition to the standard Tournament Package being offered.

Golf Services - Definition of Weekday/Weekend

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

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

SUMMARY

The proposed 2003 fees for golf services have been reviewed by the Golf Advisory Committee and endorsed 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.

DOC:lmr:hh

Attachments (2)

p:\hh\doc\2003 Burnaby Golf Fees Bylaw

cc: Director Finance
City Solicitor

PROPOSED 2003 GOLF FEE SCHEDULE

SERVICES	2002 FEE		2003 MARKET RANGE OF FEE	PROPOSED 2003 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
GOLF	(Rates in effect 2003 March 01 to 2004 February 29)				
Weekday = Monday - Thursday					
Weekend = Friday - Sunday + Stat. Holidays					
a) BURNABY MOUNTAIN					
Adult					
<u>Regular Season</u>					
- 18 hole daily (weekday)	\$29.91	\$32.00	\$32.00 - \$52.00	\$29.91	\$32.00
- 18 hole daily (weekend)	\$32.71	\$35.00	\$37.00 - \$52.00	\$34.58	\$37.00
- 11 round (weekdays only)	\$299.07	\$320.00	-	-	-
- 50 round (weekdays only)	\$1,196.26	\$1,280.00	-	-	-
- Early Bird (9 holes) (weekday)	\$17.94	\$19.20	No comparison	\$17.99	\$19.25
- Early Bird (9 holes) (weekend)	\$19.63	\$21.00	No comparison	\$20.79	\$22.25
- 1st twilight fee (weekday)	\$24.30	\$26.00	\$20.00 - \$35.00	\$24.30	\$26.00
- 1st twilight fee (weekend)	\$25.23	\$27.00	\$26.00 - \$39.00	\$26.64	\$28.50
- 2nd twilight fee (weekday)	\$17.29	\$18.50	\$18.00 - \$26.00	\$17.29	\$18.50
- 2nd twilight fee (weekend)	\$17.29	\$18.50	\$18.00 - \$35.00	\$18.22	\$19.50
- Sunset	\$11.92	\$12.75	No comparison	\$11.92	\$12.75
<u>Shoulder Season</u>					
- 18 hole daily (weekday)	\$26.17	\$28.00	\$28.00 - \$42.00	\$26.17	\$28.00
- 18 hole daily (weekend)	\$28.04	\$30.00	\$28.00 - \$45.00	\$30.37	\$32.50
- Early Bird (9 holes) (weekday)	\$15.70	\$16.80	No comparison	\$15.65	\$16.75
- Early Bird (9 holes) (weekend)	\$16.82	\$18.00	No comparison	\$18.22	\$19.50
- 1st twilight fee (weekday)	\$17.29	\$18.50	\$22.50 - \$37.00	\$21.03	\$22.50
- 1st twilight fee (weekend)	\$18.22	\$19.50	\$24.00 - \$42.00	\$24.07	\$25.75
- 2nd twilight fee (weekday)	\$11.92	\$12.75	No comparison	\$14.95	\$16.00
- 2nd twilight fee (weekend)	\$11.92	\$12.75	No comparison	\$16.36	\$17.50
- Sunset	\$11.92	\$12.75	No comparison	\$11.92	\$12.75

PROPOSED 2003 GOLF FEE SCHEDULE

SERVICES	2002 FEE		2003 MARKET RANGE OF FEE	PROPOSED 2003 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
a) BURNABY MOUNTAIN (Cont'd) Adult (Cont'd) <u>Winter Season</u> - 18 hole daily (weekday) - 18 hole daily (weekend) - Early Bird (9 holes) (weekday) - Early Bird (9 holes) (weekend) - 1st twilight fee (weekday) - 1st twilight fee (weekend) - Sunset	\$24.30 \$26.17 \$14.58 \$15.70 \$17.29 \$18.22 \$11.92	\$26.00 \$28.00 \$15.60 \$16.80 \$18.50 \$19.50 \$12.75	\$25.00 - \$42.00 \$27.00 - \$45.00 No comparison No comparison No comparison No comparison No comparison	\$24.30 \$28.04 \$14.49 \$16.82 \$17.29 \$19.39 \$11.92	\$26.00 \$30.00 \$15.50 \$18.00 \$18.50 \$20.75 \$12.75
Senior All Senior rates effective Mon-Thu. only. Weekend Adult rates in effect on Weekends and City observed Statutory Holidays. <u>Regular Season</u> - 18 hole daily - 11 round - Early Bird (9 holes) - 1st twilight fee - 2nd twilight fee - Sunset - Friday am Special (18 holes) - Friday am Special (9 holes) - Annual (restricted 3 days/week) Note: Annual Pass available to current passholders only until the end of 2003.	\$18.69 \$186.92 \$11.21 \$15.19 \$10.79 \$7.43 - - \$1,271.03	\$20.00 \$200.00 \$12.00 \$16.25 \$11.55 \$7.95 - - \$1,360.00	\$22.00 - \$50.00 - No comparison No comparison No comparison No comparison No comparison No comparison No comparison	\$20.56 - \$11.21 \$16.59 \$11.92 \$8.18 \$23.83 \$14.25 \$1,398.13	\$22.00 - \$12.00 \$17.75 \$12.75 \$8.75 \$25.50 \$15.25 \$1,496.00

PROPOSED 2003 GOLF FEE SCHEDULE

SERVICES	2002 FEE		2003 MARKET RANGE OF FEE	PROPOSED 2003 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
a) BURNABY MOUNTAIN (Cont'd)					
Senior (Cont'd)					
<u>Shoulder Season</u>					
- 18 hole daily	\$16.35	\$17.50	\$19.25 - \$36.00	\$17.99	\$19.25
- Early Bird (9 holes)	\$9.81	\$10.50	No comparison	\$10.75	\$11.50
- 1st twilight fee	\$10.79	\$11.55	No comparison	\$14.49	\$15.50
- 2nd twilight fee	\$7.43	\$7.95	No comparison	\$10.28	\$11.00
- Sunset	\$7.43	\$7.95	No comparison	\$8.18	\$8.75
- Friday am Special (18 holes)	-	-	No comparison	\$21.03	\$22.50
- Friday am Special (9 holes)	-	-	No comparison	\$12.62	\$13.50
<u>Winter Season</u>					
- 18 hole daily	\$15.19	\$16.25	\$18.00 - \$32.00	\$16.82	\$18.00
- Early Bird (9 holes)	\$9.11	\$9.75	No comparison	\$10.05	\$10.75
- 1st twilight fee	\$10.79	\$11.55	No comparison	\$11.92	\$12.75
- Sunset	\$7.43	\$7.95	No comparison	\$8.18	\$8.75
- Friday am Special (18 holes)	-	-	No comparison	\$19.16	\$20.50
- Friday am Special (9 holes)	-	-	No comparison	\$11.68	\$12.50
Junior					
<u>Regular Season</u>					
- 18 hole daily (weekday)	\$18.69	\$20.00		\$18.69	\$20.00
- 18 hole daily (weekend)	\$32.71	\$35.00	\$20.00 - \$40.00	\$34.58	\$37.00
- 11 round	\$186.92	\$200.00	\$35.00 - \$52.00		
- Early Bird (9 holes) (weekday)	\$11.21	\$12.00	No comparison	\$11.21	\$12.00
- Early Bird (9 holes) (weekend)	\$19.63	\$21.00	No comparison	\$20.79	\$22.25
- 1st twilight fee (weekday)	\$15.19	\$16.25	No comparison	\$14.95	\$16.00
- 1st twilight fee (weekend)	\$25.23	\$27.00	\$28.00 - \$39.00	\$26.64	\$28.50
- 2nd twilight (weekday)	\$10.79	\$11.55	No comparison	\$10.75	\$11.50
- 2nd twilight (weekend)	\$17.29	\$18.50	No comparison	\$10.75	\$11.50
- Sunset (weekday)	\$7.43	\$7.95	No comparison	\$8.18	\$8.75
- Sunset (weekend)	\$11.92	\$12.75	No comparison	\$8.18	\$8.75
- Friday am Special (18 holes)	-	-	No comparison	\$21.03	\$22.50
- Friday am Special (9 holes)	-	-	No comparison	\$14.25	\$15.25

PROPOSED 2003 GOLF FEE SCHEDULE

SERVICES	2002 FEE		2003 MARKET RANGE OF FEE	PROPOSED 2003 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
a) <u>BURNABY MOUNTAIN (Cont'd)</u>					
<u>Junior (Cont'd)</u>					
<u>Shoulder Season</u>					
- 18 hole daily (weekday)	\$16.35	\$17.50	\$17.50 - \$36.00	\$16.12	\$17.25
- 18 hole daily (weekend)	\$28.04	\$30.00	\$26.00 - \$45.00	\$30.37	\$32.50
- Early Bird (9 holes) (weekday)	\$9.81	\$10.50	No comparison	\$9.81	\$10.50
- Early Bird (9 holes) (weekend)	\$16.82	\$18.00	No comparison	\$18.22	\$19.50
- 1st twilight fee (weekday)	\$10.79	\$11.55	No comparison	\$12.85	\$13.75
- 1st twilight fee (weekend)	\$18.22	\$19.50	No comparison	\$24.07	\$25.75
- 2nd twilight (weekday)	\$7.43	\$7.95	No comparison	\$9.35	\$10.00
- 2nd twilight (weekend)	\$11.92	\$12.75	No comparison	\$9.35	\$10.00
- Sunset (weekday)	\$7.43	\$7.95	No comparison	\$8.18	\$8.75
- Sunset (weekend)	\$11.92	\$12.75	No comparison	\$8.18	\$8.75
- Friday am Special (18 holes)	-	-	No comparison	\$18.69	\$20.00
- Friday am Special (9 holes)	-	-	No comparison	\$12.62	\$13.50
<u>Winter Season</u>					
- 18 hole daily (weekday)	\$15.19	\$16.25	\$16.25 - \$32.00	\$14.95	\$16.00
- 18 hole daily (weekend)	\$26.17	\$28.00	\$22.00 - \$45.00	\$28.04	\$30.00
- Early Bird (9 holes) (weekday)	\$9.11	\$9.75	No comparison	\$7.48	\$8.00
- Early Bird (9 holes) (weekend)	\$15.70	\$16.80	No comparison	\$16.82	\$18.00
- 1st twilight fee (weekday)	\$10.79	\$11.55	No comparison	\$10.75	\$11.50
- 1st twilight fee (weekend)	\$18.22	\$19.50	No comparison	\$19.39	\$20.75
- Sunset (weekday)	\$7.43	\$7.95	No comparison	\$7.48	\$8.00
- Sunset (weekend)	\$11.92	\$12.75	No comparison	\$7.48	\$8.00
- Friday am Special (18 holes)	-	-	No comparison	\$17.29	\$18.50
- Friday am Special (9 holes)	-	-	No comparison	\$11.68	\$12.50

PROPOSED 2003 GOLF FEE SCHEDULE

SERVICES	2002 FEE		2003 MARKET RANGE OF FEE	PROPOSED 2003 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
b) RIVERWAY GOLF COURSE					
<u>Adult</u>					
<u>Regular Season</u>					
- 18 hole daily (weekday)	\$39.25	\$42.00	\$36.00 - \$149.00	\$39.25	\$42.00
- 18 hole daily (weekend)	\$42.06	\$45.00	\$43.00 - \$149.00	\$43.93	\$47.00
- 11 round (weekdays only)	\$392.52	\$420.00	No comparison	-	-
- Early Bird (9 holes) (weekday)	\$23.55	\$25.20	No comparison	\$23.60	\$25.25
- Early Bird (9 holes) (weekend)	\$25.23	\$27.00	No comparison	\$26.40	\$28.25
- 1st twilight fee (weekday)	\$30.84	\$33.00	\$25.00 - \$149.00	\$30.84	\$33.00
- 1st twilight fee (weekend)	\$31.78	\$34.00	\$30.00 - \$149.00	\$32.94	\$35.25
- 2nd twilight fee (weekday)	\$22.43	\$24.00	\$22.50 - \$149.00	\$22.43	\$24.00
- 2nd twilight fee (weekend)	\$22.43	\$24.00	\$22.50 - \$149.00	\$23.36	\$25.00
- Sunset	\$14.95	\$16.00	No comparison	\$14.95	\$16.00
<u>Shoulder Season</u>					
- 18 hole daily (weekday)	\$34.58	\$37.00	\$40.00 - \$ 99.00	\$34.58	\$37.00
- 18 hole daily (weekend)	\$36.45	\$39.00	\$40.00 - \$ 99.00	\$37.85	\$40.50
- Early Bird (9 holes) (weekday)	\$20.75	\$22.20	No comparison	\$20.79	\$22.25
- Early Bird (9 holes) (weekend)	\$21.87	\$23.40	No comparison	\$21.96	\$23.50
- 1st twilight fee (weekday)	\$22.43	\$24.00	\$29.50 - \$ 75.00	\$27.57	\$29.50
- 1st twilight fee (weekend)	\$23.36	\$25.00	\$30.25 - \$ 75.00	\$28.27	\$30.25
- 2nd twilight fee (weekday)	\$14.95	\$16.00	No comparison	\$19.63	\$21.00
- 2nd twilight fee (weekend)	\$14.95	\$16.00	No comparison	\$21.50	\$23.00
- Sunset	\$14.95	\$16.00	No comparison	\$14.95	\$16.00
<u>Winter Season</u>					
- 18 hole daily (weekday)	\$30.84	\$33.00	\$26.00 - \$149.00	\$30.84	\$33.00
- 18 hole daily (weekend)	\$32.71	\$35.00	\$30.00 - \$149.00	\$34.58	\$37.00
- Early Bird (9 holes) (weekday)	\$18.50	\$19.80	No comparison	\$18.46	\$19.75
- Early Bird (9 holes) (weekend)	\$19.63	\$21.00	No comparison	\$20.56	\$22.00
- 1st twilight fee (weekday)	\$22.43	\$24.00	No comparison	\$22.43	\$24.00
- 1st twilight fee (weekend)	\$23.36	\$25.00	No comparison	\$24.30	\$26.00
- Sunset	\$14.95	\$16.00	No comparison	\$14.95	\$16.00

PROPOSED 2003 GOLF FEE SCHEDULE

SERVICES	2002 FEE		2003 MARKET RANGE OF FEE	PROPOSED 2003 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
b) <u>RIVERWAY GOLF COURSE (Cont'd)</u> <u>Senior</u> <u>All Senior rates effective Mon-Thu. only</u> <u>Weekend Adult rates in effect on Weekends</u> <u>and City observed Statutory Holidays.</u>					
<u>Regular Season</u> - 18 hole daily - 11 round - Early Bird (9 holes) - 1st twilight fee - 2nd twilight fee - Sunset - Friday am Special (18 holes) - Friday am Special (9 holes)	\$24.53 \$245.33 \$14.72 \$19.30 \$14.02 \$9.35 - -	\$26.25 \$262.50 \$15.75 \$20.65 \$15.00 \$10.00 - -	\$26.25 - \$149.00 - No comparison No comparison No comparison No comparison No comparison No comparison No comparison	\$27.10 - \$16.12 \$21.03 \$15.42 \$10.28 \$30.14 \$18.22	\$29.00 - \$17.25 \$22.50 \$16.50 \$11.00 \$32.25 \$19.50
<u>Shoulder Season</u> - 18 hole daily - Early Bird (9 holes) - 1st twilight fee - 2nd twilight fee - Sunset - Friday am Special (18 holes) - Friday am Special (9 holes)	\$21.64 \$12.99 \$14.02 \$9.35 \$9.35 - -	\$23.15 \$13.90 \$15.00 \$10.00 \$10.00 - -	\$25.00 - \$149.00 No comparison No comparison No comparison No comparison No comparison No comparison	\$23.83 \$14.25 \$18.93 \$13.55 \$10.28 \$25.93 \$15.65	\$25.50 \$15.25 \$20.25 \$14.50 \$11.00 \$27.75 \$16.75
<u>Winter Season</u> - 18 hole daily - Early Bird (9 holes) - 1st twilight fee - Sunset - Friday am Special (18 holes) - Friday am Special (9 holes)	\$19.30 \$11.59 \$14.02 \$9.35 - -	\$20.65 \$12.40 \$15.00 \$10.00 - -	\$23.00 - \$149.00 No comparison No comparison No comparison No comparison No comparison	\$21.26 \$12.62 \$15.42 \$10.28 \$23.83 \$14.25	\$22.75 \$13.50 \$16.50 \$11.00 \$25.50 \$15.25

PROPOSED 2003 GOLF FEE SCHEDULE

SERVICES	2002 FEE		2003 MARKET RANGE OF FEE	PROPOSED 2003 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
b) RIVERWAY GOLF COURSE (Cont'd)					
<u>Junior</u>					
<u>Regular Season</u>					
- 18 hole daily (weekday)	\$24.53	\$26.25	\$26.25 - \$149.00	\$24.53	\$26.25
- 18 hole daily (weekend)	\$42.06	\$45.00	\$39.00 - \$149.00	\$43.93	\$47.00
- 11 round	\$245.33	\$262.50	-	-	-
- Early Bird (9 holes) (weekday)	\$14.72	\$15.75	No comparison	\$14.72	\$15.75
- Early Bird (9 holes) (weekend)	\$25.23	\$27.00	No comparison	\$26.40	\$28.25
- 1st twilight fee (weekday)	\$19.30	\$20.65	No comparison	\$19.16	\$20.50
- 1st twilight fee (weekend)	\$31.78	\$34.00	No comparison	\$32.94	\$35.25
- 2nd twilight (weekday)	\$14.02	\$15.00	No comparison	\$15.42	\$16.50
- 2nd twilight (weekend)	\$22.43	\$24.00	No comparison	\$15.42	\$16.50
- Sunset (weekday)	\$9.35	\$10.00	No comparison	\$10.28	\$11.00
- Sunset (weekend)	\$14.95	\$16.00	No comparison	\$10.28	\$11.00
- Friday am Special (18 holes)	-	-	No comparison	\$27.10	\$29.00
- Friday am Special (9 holes)	-	-	No comparison	\$18.22	\$19.50
<u>Shoulder Season</u>					
- 18 hole daily (weekday)	\$21.64	\$23.15	No comparison	\$21.73	\$23.25
- 18 hole daily (weekend)	\$36.45	\$39.00	\$30.00 - \$149.00	\$37.85	\$40.50
- Early Bird (9 holes) (weekday)	\$12.99	\$13.90	No comparison	\$13.08	\$14.00
- Early Bird (9 holes) (weekend)	\$21.87	\$23.40	No comparison	\$21.96	\$23.50
- 1st twilight fee (weekday)	\$14.02	\$15.00	No comparison	\$15.89	\$17.00
- 1st twilight fee (weekend)	\$23.36	\$25.00	No comparison	\$28.27	\$30.25
- 2nd twilight (weekday)	\$9.35	\$10.00	No comparison	\$9.35	\$10.00
- 2nd twilight (weekend)	\$14.95	\$16.00	No comparison	\$9.35	\$10.00
- Sunset (weekday)	\$9.35	\$10.00	No comparison	\$9.35	\$10.00
- Sunset (weekend)	\$14.95	\$16.00	No comparison	\$9.35	\$10.00
- Friday am Special (18 holes)	-	-	No comparison	\$23.36	\$25.00
- Friday am Special (9 holes)	-	-	No comparison	\$15.65	\$16.75

PROPOSED 2003 GOLF FEE SCHEDULE

SERVICES	2002 FEE		2003 MARKET RANGE OF FEE	PROPOSED 2003 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
b) <u>RIVERWAY GOLF COURSE (Cont'd)</u> Junior (Cont'd) <u>Winter Season</u> - 18 hole daily (weekday) - 18 hole daily (weekend) - Early Bird (9 holes) (weekday) - Early Bird (9 holes) (weekend) - 1st twilight fee (weekday) - 1st twilight fee (weekend) - Sunset (weekday) - Sunset (weekend) - Friday am Special (18 holes) - Friday am Special (9 holes)	\$19.30 \$32.71 \$11.59 \$19.63 \$14.02 \$23.36 \$9.35 \$14.95 - -	\$20.65 \$35.00 \$12.40 \$21.00 \$15.00 \$25.00 \$10.00 \$16.00 - -	No comparison \$39.00 - \$149.00 No comparison No comparison No comparison No comparison No comparison No comparison No comparison No comparison No comparison	\$19.30 \$34.58 \$12.15 \$20.56 \$14.02 \$24.30 \$9.35 \$9.35 \$21.96 \$14.25	\$20.65 \$37.00 \$13.00 \$22.00 \$15.00 \$26.00 \$10.00 \$10.00 \$23.50 \$15.25
c) <u>LOYALTY PASS (Bby. Mtn. + Riverway)</u> - 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	

PROPOSED 2003 GOLF FEE SCHEDULE

SERVICES	2002 FEE		2003 MARKET RANGE OF FEE	PROPOSED 2003 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
d) GOLF TOURNAMENTS					
Booking fee (per player)	\$5.61	\$6.00			
Tournament rates	Regular adult green fee only				
Tournament Package					
Fee includes Base Green Fee + \$6.00 Tournament Admin. Fee/person + \$5.00 Pro Shop Voucher + \$5.00 Food & Beverage Voucher					
- Burnaby Mountain Golf Course					
- Weekday (excl. Stat. Holidays)			\$ 44.00 - \$155.00	\$48.00 (incl. GST)	
- Weekend			\$ 48.50 - \$165.00	\$53.00 (incl. GST)	
- Riverway Golf Course					
- Weekday (excl. Stat. Holidays)			\$ 44.00 - \$155.00	\$58.00 (incl. GST)	
- Weekend			\$ 48.50 - \$165.00	\$63.00 (incl. GST)	
e) COURTESY PASSES & PROMOTIONS					
Used for promotional activities, public relations initiatives or to reimburse for disruption in services.					
Maximum annual value - \$26,500					
f) DRIVING RANGES					
Warm-up special	\$2.34	\$2.50	No comparison	\$2.34	\$2.50
1 token	\$4.21	\$4.50	\$ 3.50 - \$ 6.00	\$4.21	\$4.50
3 tokens	\$10.28	\$11.00	\$ 10.00 - \$ 40.00	\$10.28	\$11.00
10 tokens	\$28.04	\$30.00	\$ 30.00 - \$ 45.00	\$28.04	\$30.00
50 tokens	\$126.17	\$135.00	\$120.00 - \$200.00	\$126.17	\$135.00

PROPOSED 2003 GOLF FEE SCHEDULE

SERVICES	2002 FEE		2003 MARKET RANGE OF FEE	PROPOSED 2003 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
g) <u>PITCH AND PUTTS</u>					
Adult					
18 hole daily (weekday/weekend)	\$7.94	\$8.50	\$8.50 - \$ 19.95	\$8.18	\$8.75
Twilight	\$5.37	\$5.75	\$5.75 - \$ 19.95	\$5.61	\$6.00
11 round (not restricted)	\$79.44	\$85.00	No comparison	\$81.78	\$87.50
Senior					
18 hole daily (weekday)	\$4.95	\$5.30	\$5.25 - \$ 14.95	\$5.61	\$6.00
18 hole daily (weekend)	\$7.94	\$8.50	No comparison	\$8.18	\$8.75
Twilight	\$5.37	\$5.75	No comparison	\$5.61	\$6.00
11 round (restricted-weekdays only)	\$49.53	\$53.00	No comparison	\$56.08	\$60.00
Junior					
18 hole daily (weekday)	\$4.95	\$5.30	\$5.25 - \$ 14.95	\$5.14	\$5.50
18 hole daily (weekend)	\$7.94	\$8.50	No comparison	\$8.18	\$8.75
Twilight	\$5.37	\$5.75	No comparison	\$5.14	\$5.50
11 round (restricted-weekdays only)	\$49.53	\$53.00	No comparison	\$51.40	\$55.00

Attachment # 2

Driving Range Market Comparison - Proposed / Estimated Rates for 2003							
	PHONE	STALLS (HEATED)	FEE	SUMMER		WINTER	
				# OF BALLS	\$ / Ball	# OF BALLS	\$ / Ball
BURNABY MOUNTAIN & RIVERWAY	280-7355 280-4653	BM - 32 (15) RW - 54 (25)	\$4.50	50	\$0.09	50	\$0.09
			\$11.00	150	\$0.07	150	\$0.07
			\$30.00	500	\$0.06	500	\$0.06
			\$135.00	2,500	\$0.05	2,500	\$0.05
FRASERVIEW & McCLEERY	257-6923 257-8191	FV - 45 (0) MC - 35 (20)	\$4.00	40	\$0.10	60	\$0.07
			\$10.00	120	\$0.08	180	\$0.06
			\$50.00	800	\$0.06	1,200	\$0.04
HASTINGS RANGE	298-2721	70 (3)	\$5.25	60	\$0.09	80	\$0.07
			\$14.50	180	\$0.08	240	\$0.06
			\$42.00	600	\$0.07	800	\$0.05
			\$81.00	1,200	\$0.07	1,600	\$0.05
			\$180.00	3,000	\$0.06	4,000	\$0.05
MEADOWS GOLF CENTRE	465-4641	60 (35)	\$5.00	50	\$0.10	70	\$0.07
			\$8.25	100	\$0.08	140	\$0.06
			\$15.50	200	\$0.08	280	\$0.06
WESTWOOD	941-4236	60 (40)	\$5.50	55	\$0.10	70	\$0.08
			\$9.50	100	\$0.10	120	\$0.08
			\$50.00	550	\$0.09	700	\$0.07
COYOTE CR. (Eaglequest)	597-4653	85 (30)	\$3.00	30	\$0.10	30	\$0.10
			\$5.25	40	\$0.13	60	\$0.09
			\$9.50	80	\$0.12	120	\$0.08
MIKASA	278-1101	67 (50)	\$3.75	40	\$0.09	60	\$0.06
			\$50.00	600	\$0.08	900	\$0.06
			\$95.00	1,200.00	\$0.08	1,800	\$0.05
			\$130.00	2,000.00	\$0.07	3,000	\$0.04
MUSQUEAM (Eaglequest)	266-2334	80 (40)	\$5.50	50	\$0.11	60	\$0.09
			\$9.95	100	\$0.10	130	\$0.08
			\$40.00	600	\$0.07		
PARK ROYAL	925-0102	60 (25)	\$4.75	50	\$0.10	70	\$0.07
			\$85.00	1,000	\$0.09	1,400	\$0.06
			\$225.00	3,000	\$0.08	4,200	\$0.05
SEYMOUR CREEK	987-7767	80 (40)	\$3.85	40	\$0.10	50	\$0.08
			\$5.00	60	\$0.08	80	\$0.06
			\$13.00	180	\$0.07	240	\$0.05
			\$38.00	600	\$0.06	880	\$0.04
			\$170.00	3,000	\$0.06	4,800	\$0.04
UNIVERSITY	224-1818	48 (0)	\$6.00	50	\$0.12	70	\$0.09
			\$175.00	2,500	\$0.07	3,500	\$0.05
PACIFIC COAST (Opened 1998)	278-7500	94 (14)	\$3.50	50	\$0.07	60	\$0.06
			\$17.00	250	\$0.07	350	\$0.05
			\$33.00	500	\$0.07	750	\$0.04
			\$300.00	5000	\$0.06		
RICHVIEW GOLF (Opened 1999)	233-1077	52 (26)	\$4.00	50	\$0.08	60	\$0.07
			\$70.00	1000	\$0.07	1500	\$0.05
			\$130.00	2000	\$0.07	3500	\$0.04
			\$250.00	4000	\$0.06		
COQUITLAM (Eaglequest)	523-6400	74 (35)	\$6.25	60	\$0.10	60	\$0.10
			\$9.95	120	\$0.08	120	\$0.08
			\$42.00	600	\$0.07	600	\$0.07
			\$95.00	1500	\$0.06	1500	\$0.06
FRASER GLEN	574-5488	40 (25)	\$4.50	50	\$0.09	50	\$0.09
			\$8.50	100	\$0.09	100	\$0.09
			\$38.00	500	\$0.08	500	\$0.08
			\$70.00	1000	\$0.07	1000	\$0.07

Burnaby Mountain Market Comparison - Proposed / Estimated Rates for 2003

	Adult 18 Holes Summer		Adult 1st Twilight		Adult 2nd Twilight		Senior/Junior Rate 18 Holes		Adult Seasonal Rate (Shoulder / Winter)		Sr/Jr Seasonal Rate (Shoulder / Winter)		
	Mon-Thur	Friday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekend	
Carnoustie 941-5233	\$36.00	\$46.00	\$46.00	\$30.00	\$34.00	\$20.00	\$20.00	\$28.00	\$34.00	\$28.00	\$28.00	\$20.00	\$24.00
Chilliwack 823-4544	\$50.00	\$50.00	\$50.00	\$35.00	\$35.00	\$35.00	\$35.00	\$50.00	\$50.00	\$27.00	\$27.00	\$27.00	\$27.00
Fort Langley 888-5911	\$43.00	\$48.00	\$48.00	\$35.00	\$38.00	\$25.00	\$28.00	\$35.00	\$48.00	\$30.00	\$36.00	\$24.00	\$36.00
Greenacres 273-1121	\$38.00	\$42.00	\$45.00	\$27.00	\$31.00	\$19.00	\$22.00	\$32.00	Sr \$39.00 Jr \$36.00	S \$32.00 W \$24.00	S \$38.00 W \$29.00	\$19.00	\$22.00
Guildford 594-0282	\$41.00	\$52.00	\$52.00	\$28.00	\$32.00	\$20.00	\$20.00	\$31.00	\$52.00	S \$35.00 W \$28.00	S \$40.00 W \$30.00	S \$24.00 W \$22.00	S \$40.00 W \$30.00
Hazelmere 538-1818	\$40.00	\$45.00	\$53.00	\$30.00	\$35.00	\$20.00	\$20.00	\$40.00	\$53.00	\$30.00	\$40.00	\$30.00	\$40.00
Ledgeview 859-8993	\$43.00	\$46.00	\$46.00	\$30.00	\$39.00	\$26.00	\$30.00	\$30.00	\$46.00	\$30.00	\$38.00	\$22.00	\$38.00
Golden Eagle 460-1111	\$40.00	\$50.00	\$50.00	\$25.00	\$34.00	\$18.00	\$25.00	\$25.00	\$50.00	\$35.00	\$40.00	\$20.00	\$40.00
Newlands 534-9211	\$38.00	\$48.00	\$50.00	\$35.00	\$39.00	\$26.00	\$29.00	\$29.00	\$38.00	\$27.00	\$30.00	\$22.00	\$30.00
Surrey 576-8224	\$38.00	\$45.00	\$45.00	\$25.00	\$32.00	\$21.00	\$24.00	\$32.00	\$45.00	\$31.00	\$36.00	\$27.00	\$36.00
McCleery 257-8191	\$45.00	\$48.00	\$48.00	\$33.50	\$37.00	\$22.50	\$24.00	\$34.00	\$48.00	\$35.00	\$45.00	\$24.50	\$45.00
Langara 713-1816	\$45.00	\$48.00	\$48.00	\$31.50	\$35.00	\$21.00	\$22.50	\$34.00	\$45.00	\$35.00	\$45.00	\$24.50	\$45.00
Burnaby Mtn 280-7355	\$32.00	\$37.00	\$37.00	\$26.00	\$28.50	\$18.50	\$19.50	Sr. \$22.00 Jr. \$20.00	\$37.00	S \$28.00 W \$26.00	S \$32.50 W \$30.00	S \$19.25 W \$18.00	S \$32.50 W \$30.00
Averages	\$40.69	\$46.54	\$47.54	\$30.15	\$34.58	\$22.46	\$24.54	\$31.81	\$42.00	\$30.35	\$35.75	\$22.93	\$34.56

Riverway Market Comparison - Proposed / Estimated Rates for 2003

	Riverway Market Comparison - Proposed / Estimated Rates for 2003												
	Adult 18 Holes Summer			Adult 1st Twilight		Adult 2nd Twilight		Senior/Junior Rate 18 Holes		Adult Seasonal Rate (Shoulder / Winter)		Sr/Jr Seasonal Rate (Shoulder / Winter)	
	Mon-Thur	Friday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend
Mayfair Lakes 276-0505	\$75.00	\$85.00	\$85.00	\$48.00	\$56.00	\$42.00	\$42.00	\$50.00	\$60.00	\$50.00	\$55.00	\$26.00	\$48.15
Morgan Crk 531-4653	\$85.00	\$95.00	\$95.00	\$65.00	\$65.00	\$55.00	\$55.00	\$55.00	\$95.00	\$60.00	\$65.00	\$40.00	\$65.00
Meadow Gdns 465-5474	\$45.00	\$55.00	\$65.00	\$40.00	\$45.00	\$40.00	\$40.00	\$45.00	\$65.00	\$40.00	\$45.00	\$40.00	\$45.00
Northlands 924-2950	\$50.00	\$50.00	\$50.00	\$37.00	\$37.00	\$27.00	\$27.00	\$30.00	\$50.00	\$40.00	\$40.00	\$30.00	\$40.00
Northview Ridge 574-0324	\$85.00	\$95.00	\$95.00	\$50.00	\$50.00	\$50.00	\$50.00	\$85.00	\$95.00	\$50.00	\$60.00	\$50.00	\$60.00
Northview Canal 574-0324	\$65.00	\$75.00	\$75.00	\$45.00	\$45.00	\$25.00	\$25.00	\$40.00	\$70.00	\$45.00	\$55.00	\$40.00	\$55.00
Peace Portal 538-4818	\$48.00	\$55.00	\$55.00	\$40.00	\$42.00	\$23.00	\$27.00	\$48.00	\$55.00	\$35.00	\$40.00	\$35.00	\$40.00
Westwood Pl 941-4236	\$149.00	\$149.00	\$149.00	\$149.00	\$149.00	\$149.00	\$149.00	\$149.00	\$149.00	\$149.00	\$149.00	\$149.00	\$149.00
Royalwood 823-4653	\$37.00	\$37.00	\$44.00	\$30.00	\$35.00	\$22.00	\$27.00	\$28.00	\$44.00	\$27.00	\$30.00	\$21.00	\$30.00
Swanaset 465-3888	\$60.00	\$70.00	\$70.00	\$35.00	\$45.00	\$35.00	\$45.00	\$60.00	\$70.00	\$45.00	\$45.00	\$45.00	\$45.00
University 224-7799	\$60.00	\$70.00	\$70.00	\$45.00	\$45.00	\$35.00	\$35.00	\$35.00	\$70.00	\$45.00	\$50.00	\$45.00	\$50.00
Fraserview 257-6923	\$45.00	\$48.00	\$48.00	\$31.50	\$35.00	\$21.00	\$22.50	\$34.00	\$45.00	\$35.00	\$45.00	\$24.50	\$45.00
Riverway 280-4653	\$42.00	\$47.00	\$47.00	\$33.00	\$35.25	\$24.00	\$25.00	Sr. \$29.00 Jr. \$26.25	\$47.00	S \$37.00 W \$33.00	S \$40.50 W \$37.00	S \$25.50 W \$22.75	S \$40.50 W \$37.00
Averages	\$65.08	\$71.62	\$72.92	\$49.88	\$52.63	\$47.77	\$43.81	\$50.84	\$70.38	\$50.46	\$55.21	\$43.82	\$54.68

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Pitch & Putt Market Comparison - Proposed / Estimated Rates for 2003													
Phone	# Holes	Adult	Twilight	Senior	Junior	Adult 11 round 2 YR EXP **	Senior 11 round 2 YR EXP **	Junior 11 round 2 YR EXP **	Adult 20 round 1 YR EXP	Senior 20 round 1 YR EXP	Junior 20 round 1 YR EXP	Ad. Annual max 2 rds/day before 11 00 May - Sept	Sr. Annual max 2 rds/day before 11 00 May - Sept
Rupert	604 257-8364	18	\$9.00	\$6.00	\$6.50	N/A	N/A	N/A	\$138.00	\$103.50	\$103.50	\$388.00	\$291.00
Stanley Park	604 681-8847	18	\$9.50	\$6.50	\$7.25	N/A	N/A	N/A	\$138.00	\$103.50	\$103.50	\$388.00	\$291.00
Queen Elizabeth	604 874-8336	18	\$9.50	\$6.50	\$7.25	N/A	N/A	N/A	\$138.00	\$103.50	\$103.50	\$388.00	\$291.00
W. Richmond	604 271-7333	18 *	\$9.00	\$5.00	\$7.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EagleQuest (Coq.)	604 523-6400	18 *	\$19.95	\$10.00	\$10.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Kensington/Central	604 291-9525	18	\$8.75	\$6.00	\$6.00	\$87.50	\$60.00	\$55.00	N/A	N/A	N/A	N/A	N/A
Averages			\$13.14	\$8.00	\$8.80								

* 18 Hole Rate is 9 Holes Played Twice
 ** Valid for 2 Years from Date of Purchase

Tournament Package Market Comparison - Proposed / Estimated Rates for 2003																
	Deluxe Package						Standard Package						Basic Package			
	Regular Season			Low Season			Regular Season			Low Season			Regular Season		Low Season	
	Average Weekday Fee	Average Weekend Fee	Average Weekday Fee	Average Weekend Fee	Average Weekday Fee	Average Weekend Fee	Average Weekday Fee	Average Weekend Fee	Average Weekday Fee	Average Weekend Fee	Average Weekday Fee	Average Weekend Fee	Average Weekday Fee	Average Weekend Fee	Average Weekday Fee	Average Weekend Fee
Northview Ridge	\$146.00	\$151.00	\$131.00	\$136.00	\$122.50	\$127.50	\$107.50	\$112.50	\$92.50	\$102.50	\$77.50	\$87.50				
Northview Canal	\$135.50	\$140.50	\$125.50	\$130.50	\$112.00	\$117.00	\$102.00	\$107.00	\$72.00	\$82.00	\$62.00	\$72.00				
Mayfair Lakes	\$131.00	\$142.00	\$114.50	\$124.50	\$115.00	\$125.00	\$99.50	\$107.50	\$108.00	\$123.00	\$92.00	\$100.00				
Golden Eagle	\$64.95	\$74.95	\$59.95	\$64.95	\$56.95	\$65.95	\$51.95	\$56.95	\$50.95	\$60.95	\$45.95	\$50.95				
Morgan Creek	\$155.00	\$165.00	\$155.00	\$165.00	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A				
Vancouver Courses	\$92.50	\$100.50	\$86.00	\$94.00	\$87.50	\$95.50	\$81.00	\$89.00	\$76.50	\$84.50	\$70.00	\$78.00				
Burnaby Mountain	N/A	N/A	N/A	N/A	\$48.00	\$53.00	\$44.00	\$48.50	N/A	N/A	N/A	N/A				
Riverway	N/A	N/A	N/A	N/A	\$58.00	\$63.00	\$53.00	\$56.50	N/A	N/A	N/A	N/A				
Averages	\$120.83	\$128.99	\$111.99	\$119.16	\$85.71	\$92.42	\$76.99	\$82.56	\$79.99	\$90.59	\$69.49	\$77.69				

* Based on fee per tournament participant

**Weekday (Monday - Thursday)
Weekend (Friday - Sunday & Holidays) - Most Courses do not accept tournament bookings on Saturdays, Sundays, or Holidays

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