

2004 FEBRUARY 04

**TO:** CITY MANAGER  
**FROM:** DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES  
**SUBJECT:** 2004 BURNABY GOLF FEES BYLAW  
**PURPOSE:** To request Council's approval of the 2004 Golf Fees Bylaw.

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**RECOMMENDATION:**

1. THAT approval be granted to the 2004 Golf Fees Bylaw as detailed on Attachment #1 of the attached report.

**REPORT**

At its meeting of 2004 February 04, the Parks, Recreation and Culture Commission received the above noted report and adopted the two recommendations contained therein.

The 2004 Golf Fees Bylaw appears elsewhere on this same agenda.



Kate Friars  
DIRECTOR PARKS, RECREATION  
AND CULTURAL SERVICES

tc  
Attachment  
P:\DATA\COUNCIL\PK-2004 BURNABY GOLF FEES BYLAW

cc: Director Finance  
City Solicitor

**SUBJECT: 2004 BURNABY GOLF FEES BYLAW**

**RECOMMENDATIONS:**

1. THAT the 2004 Golf Fees be approved as outlined in this report.
2. THAT Council be requested to approve the 2004 Burnaby Golf Fees Bylaw as detailed on Attachment #1 of this report.

**REPORT**

**BACKGROUND**

A Golf Fees Bylaw is required by the Local Government Act for all fees and charges related to the public use of golf facilities. The 2004 Burnaby Golf Fees Bylaw will apply for the period 2004 March 01 to 2005 February 28.

The 2004 fees for golf services (i.e. green fees, driving range 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 2004 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.

**2004 GOLF SERVICES - FEE DETERMINATION**

The following factors were considered in the determination of the 2004 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 of 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.

**2004 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 \$1.00 on the 18 hole rate and increase all subsequent daily rates by the same percentage to achieve more consistency with the general market and inflation.
2. Achieve the approved four year implementation plan (which began in 2001 for all golf facilities) for the reduction of Senior green fee and pass rate discounts to a maximum of 25% off the posted adult weekday rate.
3. Introduce a new "VIP Senior Loyalty Pass" on 2005 January 01 to existing Senior Annual Pass holders whose passes terminate on or before 2004 December 31.
4. Increase Pitch & Putt Adult and Junior green fee rates \$0.25 to achieve consistency with the local market.

5. Establish a new reduced Junior and Senior Twilight rate at Kensington and Central Park Pitch and Putts that will be offered weekdays to provide more flexibility for these user groups.
6. Increase Tournament food and beverage charge by \$3.00 to enable purchase of meal voucher.
7. No increase to driving range fees. Offer low season increased ball counts per bucket transaction.

**Golf Services - Definition of Weekday/Weekend**

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

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

\*Friday a.m. 18 and 9 hole Senior/Junior special not available on statutory holidays.

**SUMMARY**

The proposed 2004 fees for Burnaby golf services are believed 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. It is recommended that the 2004 golf fees be approved as outlined.

DOC:lmr:tc

Attachments (2)

p:\Admin\Golf\2004GolfFeesBylawReport.wpd

cc: Director of Finance  
City Solicitor

PROPOSED 2004 GOLF FEE SCHEDULE

| SERVICES  | 2003 FEE  |           | 2004 MARKET RANGE OF FEE | PROPOSED 2004 FEE |           |
|---|---|-----------|--------------------------|-------------------|-----------|
|   | Base fee  | Incl. GST |                          | Base fee          | Incl. GST |
| <b>GOLF</b>                                       | Rates in effect 2004 March 01 to 2005 February 28 |           |                          |                   |           |
| <b>Weekday = Monday - Thursday</b>                |   |           |                          |                   |           |
| <b>Weekend = Friday - Sunday + Stat. Holidays</b> |   |           |                          |                   |           |
| <b>a) BURNABY MOUNTAIN</b>                        |   |           |                          |                   |           |
| <b>Adult</b>                                      |   |           |                          |                   |           |
| <b>Regular Season</b>                             |   |           |                          |                   |           |
| <u>Weekday</u>                                    | - 18 hole daily                                   | \$29.91   | \$32.00                  | \$32.00 - \$47.50 | \$29.91   |
|   | - Early Bird (9 holes)                            | \$17.99   | \$19.25                  | No comparison     | \$17.99   |
|   | - 1st twilight fee                                | \$24.30   | \$26.00                  | \$25.00 - \$35.75 | \$24.30   |
|   | - 2nd twilight fee                                | \$17.29   | \$18.50                  | \$18.00 - \$26.00 | \$17.29   |
|   | - Sunset  | \$11.92   | \$12.75                  | No comparison     | \$11.92   |
| <u>Weekend</u>                                    | - 18 hole daily                                   | \$34.58   | \$37.00                  | \$38.00 - \$53.00 | \$35.51   |
|   | - Early Bird (9 holes)                            | \$20.79   | \$22.25                  | No comparison     | \$21.50   |
|   | - 1st twilight fee                                | \$26.64   | \$28.50                  | \$29.25 - \$39.00 | \$27.34   |
|   | - 2nd twilight fee                                | \$18.22   | \$19.50                  | \$20.00 - \$30.00 | \$18.69   |
|   | - Sunset  | \$11.92   | \$12.75                  | No comparison     | \$12.15   |
| <b>Shoulder Season</b>                            |   |           |                          |                   |           |
| <u>Weekday</u>                                    | - 18 hole daily                                   | \$26.17   | \$28.00                  | \$27.00 - \$37.50 | \$26.17   |
|   | - Early Bird (9 holes)                            | \$15.65   | \$16.75                  | No comparison     | \$15.65   |
|   | - 1st twilight fee                                | \$21.03   | \$22.50                  | No comparison     | \$21.03   |
|   | - 2nd twilight fee                                | \$14.95   | \$16.00                  | No comparison     | \$14.95   |
|   | - Sunset  | \$11.92   | \$12.75                  | No comparison     | \$11.92   |
| <u>Weekend</u>                                    | - 18 hole daily                                   | \$30.37   | \$32.50                  | \$28.00 - \$46.00 | \$31.31   |
|   | - Early Bird (9 holes)                            | \$18.22   | \$19.50                  | No comparison     | \$18.69   |
|   | - 1st twilight fee                                | \$24.07   | \$25.75                  | No comparison     | \$24.77   |
|   | - 2nd twilight fee                                | \$16.36   | \$17.50                  | No comparison     | \$16.82   |
|   | - Sunset  | \$11.92   | \$12.75                  | No comparison     | \$12.15   |

**PROPOSED 2004 GOLF FEE SCHEDULE**

| SERVICES  | 2003 FEE |           | 2004 MARKET RANGE OF FEE | PROPOSED 2004 FEE |           |
|---|----------|-----------|--------------------------|-------------------|-----------|
|   | Base fee | Incl. GST |                          | Base fee          | Incl. GST |
| a) <u>BURNABY MOUNTAIN (Cont'd)</u>   |          |           |                          |                   |           |
| <u>Adult (Cont'd)</u>   |          |           |                          |                   |           |
| <u>Winter Season</u>  |          |           |                          |                   |           |
| <u>Weekday</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$24.30  | \$26.00   | \$24.00 - \$37.50        | \$24.30           | \$26.00   |
| - Early Bird (9 holes)  | \$14.49  | \$15.50   | No comparison            | \$14.49           | \$15.50   |
| - 1st twilight fee  | \$17.29  | \$18.50   | No comparison            | \$17.29           | \$18.50   |
| - Sunset  | \$11.92  | \$12.75   | No comparison            | \$11.92           | \$12.75   |
| <u>Weekend</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$28.04  | \$30.00   | \$28.00 - \$46.00        | \$28.97           | \$31.00   |
| - Early Bird (9 holes)  | \$16.82  | \$18.00   | No comparison            | \$17.29           | \$18.50   |
| - 1st twilight fee  | \$19.39  | \$20.75   | No comparison            | \$19.86           | \$21.25   |
| - Sunset  | \$11.92  | \$12.75   | No comparison            | \$12.15           | \$13.00   |
| <u>Senior</u>   |          |           |                          |                   |           |
| - All Senior rates effective Monday through Thursday only.                                      |          |           |                          |                   |           |
| - Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays. |          |           |                          |                   |           |
| - Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.                     |          |           |                          |                   |           |
| <u>Regular Season</u>   |          |           |                          |                   |           |
| - 18 hole daily   | \$20.56  | \$22.00   | \$24.00 - \$40.00        | \$22.43           | \$24.00   |
| - Early Bird (9 holes)  | \$11.21  | \$12.00   | No comparison            | \$13.55           | \$14.50   |
| - 1st twilight fee  | \$16.59  | \$17.75   | No comparison            | \$18.22           | \$19.50   |
| - 2nd twilight fee  | \$11.92  | \$12.75   | No comparison            | \$13.08           | \$14.00   |
| - Sunset  | \$8.18   | \$8.75    | No comparison            | \$8.88            | \$9.50    |
| - Friday am Special (18 holes)  | \$23.83  | \$25.50   | No comparison            | \$25.93           | \$27.75   |
| - Friday am Special (9 holes)   | \$14.25  | \$15.25   | No comparison            | \$15.65           | \$16.75   |
| <u>Shoulder Season</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$17.99  | \$19.25   | \$19.00 - \$30.00        | \$19.63           | \$21.00   |
| - Early Bird (9 holes)  | \$10.75  | \$11.50   | No comparison            | \$11.68           | \$12.50   |
| - 1st twilight fee  | \$14.49  | \$15.50   | No comparison            | \$15.65           | \$16.75   |
| - 2nd twilight fee  | \$10.28  | \$11.00   | No comparison            | \$11.21           | \$12.00   |
| - Sunset  | \$8.18   | \$8.75    | No comparison            | \$8.88            | \$9.50    |
| - Friday am Special (18 holes)  | \$21.03  | \$22.50   | No comparison            | \$22.90           | \$24.50   |
| - Friday am Special (9 holes)   | \$12.62  | \$13.50   | No comparison            | \$13.55           | \$14.50   |

**PROPOSED 2004 GOLF FEE SCHEDULE**

| SERVICES   | 2003 FEE |           | 2004 MARKET RANGE OF FEE | PROPOSED 2004 FEE |           |
|--|----------|-----------|--------------------------|-------------------|-----------|
|  | Base fee | Incl. GST |                          | Base fee          | Incl. GST |
| <b>a) BURNABY MOUNTAIN (Cont'd)</b>  |          |           |                          |                   |           |
| <b>Senior (Cont'd)</b>   |          |           |                          |                   |           |
| - All Senior rates effective Monday through Thursday only.<br>- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.<br>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays. |          |           |                          |                   |           |
| <u>Winter Season</u>   |          |           |                          |                   |           |
| - 18 hole daily  | \$16.82  | \$18.00   | \$22.00 - \$46.00        | \$18.22           | \$19.50   |
| - Early Bird (9 holes)   | \$10.05  | \$10.75   | No comparison            | \$10.98           | \$11.75   |
| - 1st twilight fee   | \$11.92  | \$12.75   | No comparison            | \$13.08           | \$14.00   |
| - Sunset   | \$8.18   | \$8.75    | No comparison            | \$8.88            | \$9.50    |
| - Friday am Special (18 holes)   | \$19.16  | \$20.50   | No comparison            | \$21.03           | \$22.50   |
| - Friday am Special ( 9 holes)   | \$11.68  | \$12.50   | No comparison            | \$12.62           | \$13.50   |
| <b>Junior</b>  |          |           |                          |                   |           |
| - Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.  |          |           |                          |                   |           |
| <u>Regular Season</u>  |          |           |                          |                   |           |
| <u>Weekday</u>   |          |           |                          |                   |           |
| - 18 hole daily  | \$18.69  | \$20.00   | \$21.00 - \$40.00        | \$19.63           | \$21.00   |
| - Early Bird (9 holes)   | \$11.21  | \$12.00   | No comparison            | \$11.68           | \$12.50   |
| - 1st twilight fee   | \$14.95  | \$16.00   | No comparison            | \$15.65           | \$16.75   |
| - 2nd twilight (weekday/weekend)   | \$10.75  | \$11.50   | No comparison            | \$11.21           | \$12.00   |
| - Sunset (weekday/weekend)   | \$8.18   | \$8.75    | No comparison            | \$8.65            | \$9.25    |
| <u>Weekend</u>   |          |           |                          |                   |           |
| - 18 hole daily  | \$34.58  | \$37.00   | \$36.00 - \$53.00        | \$35.51           | \$38.00   |
| - Early Bird (9 holes)   | \$20.79  | \$22.25   | No comparison            | \$21.50           | \$23.00   |
| - 1st twilight fee   | \$26.64  | \$28.50   | No comparison            | \$27.34           | \$29.25   |
| - Friday am Special (18 holes)   | \$21.03  | \$22.50   | No comparison            | \$21.50           | \$23.00   |
| - Friday am Special ( 9 holes)   | \$14.25  | \$15.25   | No comparison            | \$14.72           | \$15.75   |

**PROPOSED 2004 GOLF FEE SCHEDULE**

| SERVICES  | 2003 FEE |           | 2004 MARKET RANGE OF FEE | PROPOSED 2004 FEE |           |
|---|----------|-----------|--------------------------|-------------------|-----------|
|   | Base fee | Incl. GST |                          | Base fee          | Incl. GST |
| <b>a) BURNABY MOUNTAIN (Cont'd)</b>   |          |           |                          |                   |           |
| <u>Junior (Cont'd)</u>  |          |           |                          |                   |           |
| - Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays. |          |           |                          |                   |           |
| <u>Shoulder Season</u>  |          |           |                          |                   |           |
| <u>Weekday</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$16.12  | \$17.25   | No comparison            | \$16.82           | \$18.00   |
| - Early Bird (9 holes)  | \$9.81   | \$10.50   | No comparison            | \$10.28           | \$11.00   |
| - 1st twilight fee  | \$12.85  | \$13.75   | No comparison            | \$13.55           | \$14.50   |
| - 2nd twilight (weekday/weekend)  | \$9.35   | \$10.00   | No comparison            | \$9.81            | \$10.50   |
| - Sunset (weekday/weekend)  | \$8.18   | \$8.75    | No comparison            | \$8.65            | \$9.25    |
| <u>Weekend</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$30.37  | \$32.50   | No comparison            | \$31.31           | \$33.50   |
| - Early Bird (9 holes)  | \$18.22  | \$19.50   | No comparison            | \$18.69           | \$20.00   |
| - 1st twilight fee  | \$24.07  | \$25.75   | No comparison            | \$24.77           | \$26.50   |
| - Friday am Special (18 holes)  | \$18.69  | \$20.00   | No comparison            | \$19.16           | \$20.50   |
| - Friday am Special (9 holes)   | \$12.62  | \$13.50   | No comparison            | \$12.85           | \$13.75   |
| <u>Winter Season</u>  |          |           |                          |                   |           |
| <u>Weekday</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$14.95  | \$16.00   | No comparison            | \$15.65           | \$16.75   |
| - Early Bird (9 holes)  | \$7.48   | \$8.00    | No comparison            | \$7.94            | \$8.50    |
| - 1st twilight fee  | \$10.75  | \$11.50   | No comparison            | \$11.21           | \$12.00   |
| - Sunset (weekday/weekend)  | \$7.48   | \$8.00    | No comparison            | \$7.71            | \$8.25    |
| <u>Weekend</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$28.04  | \$30.00   | No comparison            | \$28.97           | \$31.00   |
| - Early Bird (9 holes)  | \$16.82  | \$18.00   | No comparison            | \$17.29           | \$18.50   |
| - 1st twilight fee  | \$19.39  | \$20.75   | No comparison            | \$19.86           | \$21.25   |
| - Friday am Special (18 holes)  | \$17.29  | \$18.50   | No comparison            | \$17.76           | \$19.00   |
| - Friday am Special (9 holes)   | \$11.68  | \$12.50   | No comparison            | \$11.92           | \$12.75   |



**PROPOSED 2004 GOLF FEE SCHEDULE**

| SERVICES                       | 2003 FEE |           | 2004 MARKET RANGE OF FEE | PROPOSED 2004 FEE |           |
|--------------------------------|----------|-----------|--------------------------|-------------------|-----------|
|                                | Base fee | Incl. GST |                          | Base fee          | Incl. GST |
| <b>b) RIVERWAY GOLF COURSE</b> |          |           |                          |                   |           |
| <b>Adult</b>                   |          |           |                          |                   |           |
| <b>Regular Season</b>          |          |           |                          |                   |           |
| <u>Weekday</u>                 |          |           |                          |                   |           |
| - 18 hole daily                | \$39.25  | \$42.00   | \$42.00 - \$85.00        | \$39.25           | \$42.00   |
| - Early Bird (9 holes)         | \$23.60  | \$25.25   | No comparison            | \$23.60           | \$25.25   |
| - 1st twilight fee             | \$30.84  | \$33.00   | \$33.00 - \$79.00        | \$30.84           | \$33.00   |
| - 2nd twilight fee             | \$22.43  | \$24.00   | \$23.00 - \$79.00        | \$22.43           | \$24.00   |
| - Sunset                       | \$14.95  | \$16.00   | No comparison            | \$14.95           | \$16.00   |
| <u>Weekend</u>                 |          |           |                          |                   |           |
| - 18 hole daily                | \$43.93  | \$47.00   | \$48.00 - \$95.00        | \$44.86           | \$48.00   |
| - Early Bird (9 holes)         | \$26.40  | \$28.25   | No comparison            | \$26.87           | \$28.75   |
| - 1st twilight fee             | \$32.94  | \$35.25   | \$36.00 - \$89.00        | \$33.65           | \$36.00   |
| - 2nd twilight fee             | \$23.36  | \$25.00   | \$25.00 - \$89.00        | \$23.83           | \$25.50   |
| - Sunset                       | \$14.95  | \$16.00   | No comparison            | \$15.19           | \$16.25   |
| <b>Shoulder Season</b>         |          |           |                          |                   |           |
| <u>Weekday</u>                 |          |           |                          |                   |           |
| - 18 hole daily                | \$34.58  | \$37.00   | \$35.00 - \$79.00        | \$34.58           | \$37.00   |
| - Early Bird (9 holes)         | \$20.79  | \$22.25   | No comparison            | \$20.79           | \$22.25   |
| - 1st twilight fee             | \$27.57  | \$29.50   | No comparison            | \$27.57           | \$29.50   |
| - 2nd twilight fee             | \$19.63  | \$21.00   | No comparison            | \$19.63           | \$21.00   |
| - Sunset                       | \$14.95  | \$16.00   | No comparison            | \$14.95           | \$16.00   |
| <u>Weekend</u>                 |          |           |                          |                   |           |
| - 18 hole daily                | \$37.85  | \$40.50   | \$40.00 - \$89.00        | \$38.55           | \$41.25   |
| - Early Bird (9 holes)         | \$21.96  | \$23.50   | No comparison            | \$22.43           | \$24.00   |
| - 1st twilight fee             | \$28.27  | \$30.25   | No comparison            | \$28.97           | \$31.00   |
| - 2nd twilight fee             | \$21.50  | \$23.00   | No comparison            | \$21.96           | \$23.50   |
| - Sunset                       | \$14.95  | \$16.00   | No comparison            | \$15.19           | \$16.25   |

**PROPOSED 2004 GOLF FEE SCHEDULE**

| SERVICES                                | 2003 FEE   |           | 2004 MARKET RANGE OF FEE | PROPOSED 2004 FEE |           |
|---|--|-----------|--------------------------|-------------------|-----------|
|   | Base fee   | Incl. GST |                          | Base fee          | Incl. GST |
| <b>b) RIVERWAY GOLF COURSE (Cont'd)</b> |  |           |                          |                   |           |
| <u>Adult (Cont'd)</u>                   |  |           |                          |                   |           |
| <u>Winter Season</u>                    |  |           |                          |                   |           |
| <u>Weekday</u>                          |  |           |                          |                   |           |
| - 18 hole daily                         | \$30.84  | \$33.00   | \$33.00 - \$79.00        | \$30.84           | \$33.00   |
| - Early Bird (9 holes)                  | \$18.46  | \$19.75   | No comparison            | \$18.46           | \$19.75   |
| - 1st twilight fee                      | \$22.43  | \$24.00   | No comparison            | \$22.43           | \$24.00   |
| - Sunset                                | \$14.95  | \$16.00   | No comparison            | \$14.95           | \$16.00   |
| <u>Weekend</u>                          |  |           |                          |                   |           |
| - 18 hole daily                         | \$34.58  | \$37.00   | \$37.75 - \$89.00        | \$35.28           | \$37.75   |
| - Early Bird (9 holes)                  | \$20.56  | \$22.00   | No comparison            | \$21.03           | \$22.50   |
| - 1st twilight fee                      | \$24.30  | \$26.00   | No comparison            | \$24.77           | \$26.50   |
| - Sunset                                | \$14.95  | \$16.00   | No comparison            | \$15.19           | \$16.25   |
| <u>Senior</u>                           | - All Senior rates effective Monday through Thursday only.<br>- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.<br>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays. |           |                          |                   |           |
| <u>Regular Season</u>                   |  |           |                          |                   |           |
| - 18 hole daily                         | \$27.10  | \$29.00   | \$30.00 - \$85.00        | \$29.44           | \$31.50   |
| - Early Bird (9 holes)                  | \$16.12  | \$17.25   | No comparison            | \$17.76           | \$19.00   |
| - 1st twilight fee                      | \$21.03  | \$22.50   | No comparison            | \$23.13           | \$24.75   |
| - 2nd twilight fee                      | \$15.42  | \$16.50   | No comparison            | \$16.82           | \$18.00   |
| - Sunset                                | \$10.28  | \$11.00   | No comparison            | \$11.21           | \$12.00   |
| - Friday am Special (18 holes)          | \$30.14  | \$32.25   | No comparison            | \$30.84           | \$33.00   |
| - Friday am Special (9 holes)           | \$18.22  | \$19.50   | No comparison            | \$18.69           | \$20.00   |
| <u>Shoulder Season</u>                  |  |           |                          |                   |           |
| - 18 hole daily                         | \$23.83  | \$25.50   | \$26.00 - \$79.00        | \$25.93           | \$27.75   |
| - Early Bird (9 holes)                  | \$14.25  | \$15.25   | No comparison            | \$15.65           | \$16.75   |
| - 1st twilight fee                      | \$18.93  | \$20.25   | No comparison            | \$20.56           | \$22.00   |
| - 2nd twilight fee                      | \$13.55  | \$14.50   | No comparison            | \$14.72           | \$15.75   |
| - Sunset                                | \$10.28  | \$11.00   | No comparison            | \$11.21           | \$12.00   |
| - Friday am Special (18 holes)          | \$25.93  | \$27.75   | No comparison            | \$26.40           | \$28.25   |
| - Friday am Special (9 holes)           | \$15.65  | \$16.75   | No comparison            | \$15.89           | \$17.00   |

**PROPOSED 2004 GOLF FEE SCHEDULE**

| SERVICES  | 2003 FEE |           | 2004 MARKET RANGE OF FEE | PROPOSED 2004 FEE |           |
|---|----------|-----------|--------------------------|-------------------|-----------|
|   | Base fee | Incl. GST |                          | Base fee          | Incl. GST |
| <p><b>b) RIVERWAY GOLF COURSE (Cont'd)</b></p>  |          |           |                          |                   |           |
| <p><b>Senior (Cont'd)</b></p>   |          |           |                          |                   |           |
| <p><b>- All Senior rates effective Monday through Thursday only.</b></p>                                      |          |           |                          |                   |           |
| <p><b>- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.</b></p> |          |           |                          |                   |           |
| <p><b>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</b></p>                     |          |           |                          |                   |           |
| <u>Winter Season</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$21.26  | \$22.75   | \$24.75 - \$79.00        | \$23.13           | \$24.75   |
| - Early Bird (9 holes)  | \$12.62  | \$13.50   | No comparison            | \$13.79           | \$14.75   |
| - 1st twilight fee  | \$15.42  | \$16.50   | No comparison            | \$16.82           | \$18.00   |
| - Sunset  | \$10.28  | \$11.00   | No comparison            | \$11.21           | \$12.00   |
| - Friday am Special (18 holes)  | \$23.83  | \$25.50   | No comparison            | \$24.30           | \$26.00   |
| - Friday am Special (9 holes)   | \$14.25  | \$15.25   | No comparison            | \$14.49           | \$15.50   |
| <p><b>Junior</b></p>  |          |           |                          |                   |           |
| <p><b>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</b></p>                     |          |           |                          |                   |           |
| <u>Regular Season</u>   |          |           |                          |                   |           |
| <u>Weekday</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$24.53  | \$26.25   | \$20.00 - \$85.00        | \$25.70           | \$27.50   |
| - Early Bird (9 holes)  | \$14.72  | \$15.75   | No comparison            | \$15.42           | \$16.50   |
| - 1st twilight fee  | \$19.16  | \$20.50   | No comparison            | \$20.09           | \$21.50   |
| - 2nd twilight (weekday/weekend)  | \$14.02  | \$15.00   | No comparison            | \$14.72           | \$15.75   |
| - Sunset (weekday/weekend)  | \$10.28  | \$11.00   | No comparison            | \$10.75           | \$11.50   |
| <u>Weekend</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$43.93  | \$47.00   | \$48.00 - \$95.00        | \$44.86           | \$48.00   |
| - Early Bird (9 holes)  | \$26.40  | \$28.25   | No comparison            | \$26.87           | \$28.75   |
| - 1st twilight fee  | \$32.94  | \$35.25   | No comparison            | \$33.65           | \$36.00   |
| - Friday am Special (18 holes)  | \$27.10  | \$29.00   | No comparison            | \$27.57           | \$29.50   |
| - Friday am Special (9 holes)   | \$18.22  | \$19.50   | No comparison            | \$18.69           | \$20.00   |

**PROPOSED 2004 GOLF FEE SCHEDULE**

| SERVICES  | 2003 FEE |           | 2004 MARKET RANGE OF FEE | PROPOSED 2004 FEE |           |
|---|----------|-----------|--------------------------|-------------------|-----------|
|   | Base fee | Incl. GST |                          | Base fee          | Incl. GST |
| b) RIVERWAY GOLF COURSE (Cont'd)  |          |           |                          |                   |           |
| - Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays. |          |           |                          |                   |           |
| <u>Junior (Cont'd)</u>  |          |           |                          |                   |           |
| <u>Shoulder Season</u>  |          |           |                          |                   |           |
| <u>Weekday</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$21.73  | \$23.25   | No comparison            | \$22.90           | \$24.50   |
| - Early Bird (9 holes)  | \$13.08  | \$14.00   | No comparison            | \$13.79           | \$14.75   |
| - 1st twilight fee  | \$15.89  | \$17.00   | No comparison            | \$16.59           | \$17.75   |
| - 2nd twilight (weekday/weekend)  | \$9.35   | \$10.00   | No comparison            | \$11.68           | \$12.50   |
| - Sunset (weekday/weekend)  | \$9.35   | \$10.00   | No comparison            | \$9.81            | \$10.50   |
| <u>Weekend</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$37.85  | \$40.50   | No comparison            | \$38.55           | \$41.25   |
| - Early Bird (9 holes)  | \$21.96  | \$23.50   | No comparison            | \$22.43           | \$24.00   |
| - 1st twilight fee  | \$28.27  | \$30.25   | No comparison            | \$28.97           | \$31.00   |
| - Friday am Special (18 holes)  | \$23.36  | \$25.00   | No comparison            | \$23.83           | \$25.50   |
| - Friday am Special (9 holes)   | \$15.65  | \$16.75   | No comparison            | \$15.89           | \$17.00   |
| <u>Winter Season</u>  |          |           |                          |                   |           |
| <u>Weekday</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$19.30  | \$20.65   | No comparison            | \$20.33           | \$21.75   |
| - Early Bird (9 holes)  | \$12.15  | \$13.00   | No comparison            | \$12.85           | \$13.75   |
| - 1st twilight fee  | \$14.02  | \$15.00   | No comparison            | \$14.72           | \$15.75   |
| - Sunset (weekday/weekend)  | \$9.35   | \$10.00   | No comparison            | \$9.81            | \$10.50   |
| <u>Weekend</u>  |          |           |                          |                   |           |
| - 18 hole daily   | \$34.58  | \$37.00   | No comparison            | \$35.28           | \$37.75   |
| - Early Bird (9 holes)  | \$20.56  | \$22.00   | No comparison            | \$21.03           | \$22.50   |
| - 1st twilight fee  | \$24.30  | \$26.00   | No comparison            | \$24.77           | \$26.50   |
| - Friday am Special (18 holes)  | \$21.96  | \$23.50   | No comparison            | \$22.43           | \$24.00   |
| - Friday am Special (9 holes)   | \$14.25  | \$15.25   | No comparison            | \$14.49           | \$15.50   |

**PROPOSED 2004 GOLF FEE SCHEDULE**

| SERVICES  | 2003 FEE             |           | 2004 MARKET RANGE OF FEE       | PROPOSED 2004 FEE    |           |
|---|----------------------|-----------|--------------------------------|----------------------|-----------|
|   | Base fee             | Incl. GST |                                | Base fee             | Incl. GST |
| <p>c) <b>LOYALTY PASS (Bby. Mtn. + Riverway)</b></p> <ul style="list-style-type: none"> <li>- Valid any time and at both Riverway and Burnaby Mountain Golf Courses.</li> <li>- 2 Year Expiry Date from date of purchase</li> <li>- Posted Green Fee Rate will be deducted from card</li> <li>- 10% added value upon completion of card</li> </ul> <p>Adult (Value = \$550.00)<br/>                     Junior/Senior (Value = \$330.00)</p>  | \$500.00<br>\$300.00 |           | No comparison<br>No comparison | \$500.00<br>\$300.00 |           |
| <p>d) <b>VIP - LOYALTY PASS (Bby. Mtn. + Riverway)</b></p> <ul style="list-style-type: none"> <li>- Available as of <u>2005 January 01</u></li> <li>- Available to current Sr. Annual Pass Holders only</li> <li>- Valid any time and at both Riverway and Burnaby Mountain Golf Courses.</li> <li>- 2 Year Expiry Date from date of purchase</li> <li>- Posted Green Fee Rate will be deducted from card</li> <li>- Can be used for power cart and equipment rentals, 1 and 1/2 bucket practice balls</li> <li>- 20% added value upon completion of card</li> </ul> <p>VIP - Senior (Value = \$1,800.00)</p> | -                    | -         | No comparison                  | \$1,500.00           |           |

**PROPOSED 2004 GOLF FEE SCHEDULE**

| SERVICES   | 2003 FEE   |  | 2004 MARKET RANGE<br>OF FEE   | PROPOSED 2004 FEE                                  |  |
|--|--|--|---|--|--|
|  | Base fee   | Incl. GST  |   | Base fee   | Incl. GST  |
| <b>e) <u>GOLF TOURNAMENTS</u></b><br><br><b>Tournament Package</b><br>Total fee will include all of the following:<br>- Adult Green Fee (based on course/season)<br>- Tournament Administration Fee<br>- Pro Shop Voucher<br>- Food & Beverage Voucher | See Adult Green Fees<br>\$5.61<br>\$4.67<br>\$4.67 | \$6.00<br>\$5.00<br>\$5.00                         | No comparison<br>No comparison<br>\$10.00 - \$30.00   | See Adult Green Fees<br>\$5.61<br>\$4.67<br>\$7.48 | \$6.00<br>\$5.00<br>\$8.00                         |
| <b>f) <u>COURTESY PASSES &amp; PROMOTIONS</u></b><br><br>Used for promotional activities, public relations initiatives or to reimburse for disruption in services.<br><br>Maximum annual value - \$40,000  |  |  |   |  |  |
| <b>g) <u>DRIVING RANGES</u></b><br>Warm-up special<br>1 token<br>3 tokens<br>10 tokens<br>50 tokens  | \$2.34<br>\$4.21<br>\$10.28<br>\$28.04<br>\$126.17 | \$2.50<br>\$4.50<br>\$11.00<br>\$30.00<br>\$135.00 | No comparison<br>\$ 3.50 - \$ 6.00<br>\$ 10.00 - \$ 40.00<br>\$ 30.00 - \$ 45.00<br>\$120.00 - \$200.00 | \$2.34<br>\$4.21<br>\$10.28<br>\$28.04<br>\$126.17 | \$2.50<br>\$4.50<br>\$11.00<br>\$30.00<br>\$135.00 |

**PROPOSED 2004 GOLF FEE SCHEDULE**

| SERVICES  | 2003 FEE |           | 2004 MARKET RANGE OF FEE | PROPOSED 2004 FEE |           |
|---|----------|-----------|--------------------------|-------------------|-----------|
|   | Base fee | Incl. GST |                          | Base fee          | Incl. GST |
| h) <u>PITCH AND PUTTS</u>   |          |           |                          |                   |           |
| <b>Weekday = Monday - Friday</b><br><b>Weekend = Saturday + Sunday + Statutory Holidays</b> |          |           |                          |                   |           |
| <u>Adult</u>  |          |           |                          |                   |           |
| <u>Weekday / Weekend</u>  |          |           |                          |                   |           |
| 18 hole daily   | \$8.18   | \$8.75    | \$9.00 - \$9.75          | \$8.65            | \$9.25    |
| Twilight  | \$5.61   | \$6.00    | \$5.25 - \$6.75          | \$6.08            | \$6.50    |
| 11 round (Not restricted)   | \$81.78  | \$87.50   | No comparison            | \$86.45           | \$92.50   |
| <u>Senior</u>   |          |           |                          |                   |           |
| <u>Weekday</u>  |          |           |                          |                   |           |
| 18 hole daily   | \$5.61   | \$6.00    | \$6.50 - \$7.25          | \$6.54            | \$7.00    |
| Twilight  | \$5.61   | \$6.00    | \$4.25 - \$4.75          | \$4.67            | \$5.00    |
| 11 round (Restricted)   | \$56.08  | \$60.00   | No comparison            | \$65.42           | \$70.00   |
| <u>Weekend</u>  |          |           |                          |                   |           |
| 18 hole daily   | \$8.18   | \$8.75    | \$9.00 - \$9.75          | \$8.65            | \$9.25    |
| Twilight  | \$5.61   | \$6.00    | \$5.25 - \$6.75          | \$6.08            | \$6.50    |
| <u>Junior</u>   |          |           |                          |                   |           |
| <u>Weekday</u>  |          |           |                          |                   |           |
| 18 hole daily   | \$5.14   | \$5.50    | \$5.75 - \$7.50          | \$5.61            | \$6.00    |
| Twilight  | \$5.14   | \$5.50    | \$4.25 - \$5.00          | \$4.67            | \$5.00    |
| 11 round (Restricted)   | \$51.40  | \$55.00   | No comparison            | \$56.08           | \$60.00   |
| <u>Weekend</u>  |          |           |                          |                   |           |
| 18 hole daily   | \$8.18   | \$8.75    | \$9.00 - \$9.75          | \$8.65            | \$9.25    |
| Twilight  | \$5.14   | \$5.50    | \$5.25 - \$6.75          | \$6.08            | \$6.50    |

Attachment # 2

| Driving Range Market Comparison - 2004 Rates |                      |                              |             |            |         |  |            |         |        |
|--|----------------------|------------------------------|-------------|------------|---------|--|------------|---------|--------|
|  | PHONE                | # STALLS (HEATED)            | PEAK SEASON |            |         | WINTER SPECIALS  |            |         |        |
|  |                      |                              | FEE         | # OF BALLS | \$/Ball | FEE  | # OF BALLS | \$/Ball |        |
| BURNABY MOUNTAIN & RIVERWAY                  | 280-7355<br>280-4653 | BM - 32 (15)<br>RW - 54 (25) | \$4.50      | 50         | \$0.09  | \$4.50   | 75         | \$0.06  | \$0.06 |
| FRASERVIEW                                   | 257-6923             | 45 (0)                       | \$4.00      | 40         | \$0.10  | No Winter Promotions   |            |         |        |
| McCLEERY                                     | 257-8191             | 35 (20)                      | \$12.00     | 40         | \$0.11  | No Winter Promotions   |            |         |        |
| HASTINGS RANGE                               | 298-2721             | 70 (3)                       | \$5.50      | 60         | \$0.09  | \$5.50   | 80         | \$0.07  | \$0.07 |
| MEADOWS GOLF CENTRE                          | 465-4641             | 60 (35)                      | \$14.50     | 180        | \$0.08  | \$5.50   | 90         | \$0.06  | \$0.06 |
| WESTWOOD                                     | 941-4236             | 60 (40)                      | \$42.50     | 600        | \$0.07  | 8.00 a.m. - 10.00 a.m. weekends / 9.00 a.m. - 12:00 p.m. Mon to Friday |            |         |        |
| COYOTE CR. (Eaglequest)                      | 597-4653             | 85 (30)                      | \$180.00    | 3,000      | \$0.06  | \$4.75   | 70         | \$0.07  | \$0.07 |
| MIKASA                                       | 278-1101             | 67 (50)                      | \$4.75      | 50         | \$0.10  | \$15.75  | 200        | \$0.08  | \$0.08 |
| MUSQUEAM (Eaglequest)                        | 266-2334             | 80 (40)                      | \$5.75      | 50         | \$0.12  | No Winter Promotions   |            |         |        |
| SEYMOUR CREEK                                | 987-8630             | 80 (40)                      | \$55.00     | 500        | \$0.11  | \$5.40   | 90         | \$0.06  | \$0.06 |
| UNIVERSITY                                   | 224-7799             | 48 (0)                       | \$5.40      | 60         | \$0.09  | \$9.35   | 180        | \$0.05  | \$0.05 |
| PACIFIC COAST (Opened 1998)                  | 278-7500             | 94 (14)                      | \$9.35      | 120        | \$0.08  | \$3.50   | 60         | \$0.06  | \$0.06 |
| RICHVIEW GOLF (Opened 1999)                  | 233-1077             | 52 (26)                      | \$3.50      | 50         | \$0.07  | \$130.00   | 2,000      | \$0.07  | \$0.07 |
| COQUITLAM (Eaglequest)                       | 523-6400             | 74 (35)                      | \$5.00      | 60         | \$0.08  | \$5.50   | 90         | \$0.06  | \$0.06 |
| FRASERGLLEN                                  | 852-3477             | 40 (20)                      | \$13.00     | 180        | \$0.07  | \$5.00   | 90         | \$0.06  | \$0.06 |
| LANGLEY GOLF CENTRE                          | 543-4555             | 50 (12)                      | \$38.00     | 600        | \$0.06  | \$5.00   | 80         | \$0.06  | \$0.06 |
|  |                      |                              | \$170.00    | 3,000      | \$0.06  | \$6.00   | 75         | \$0.08  | \$0.08 |
|  |                      |                              | \$6.00      | 55         | \$0.11  | No Winter Promotions   |            |         |        |
|  |                      |                              | \$175.00    | 2,500      | \$0.07  | \$3.75   | 75         | \$0.05  | \$0.05 |
|  |                      |                              | \$4.00      | 60         | \$0.07  | \$7.00   | 1000       | \$0.07  | \$0.07 |
|  |                      |                              | \$11.25     | 180        | \$0.06  | \$250.00   | 4000       | \$0.06  | \$0.06 |
|  |                      |                              | \$37.00     | 600        | \$0.06  | \$10.20  | 120        | \$0.09  | \$0.06 |
|  |                      |                              | \$3.75      | 50         | \$0.08  | \$45.00  | 600        | \$0.08  | \$0.08 |
|  |                      |                              | \$70.00     | 1000       | \$0.07  | \$2.00   | 28         | \$0.07  | \$0.07 |
|  |                      |                              | \$250.00    | 4000       | \$0.06  | \$4.50   | 50         | \$0.09  | \$0.09 |
|  |                      |                              | \$10.20     | 120        | \$0.09  | \$8.00   | 75         | \$0.08  | \$0.08 |
|  |                      |                              | \$45.00     | 600        | \$0.08  | \$262.50   | 50 (12)    | \$0.08  | \$0.08 |
|  |                      |                              | \$2.00      | 28         | \$0.07  | Use toonies only - year rd.  |            |         |        |
|  |                      |                              | \$4.50      | 50         | \$0.09  | before 10:30 a.m. only   |            |         |        |
|  |                      |                              | \$8.00      | 50         | \$0.08  |  |            |         |        |
|  |                      |                              | \$262.50    | 50         | \$0.05  |  |            |         |        |



**Burnaby Mountain Market Comparison - Proposed / Estimated Rates for 2004**

|                          | Adult           |         |         |              |         |              |         |         |         |                            |                          |                        | Senior/Junior Rate     |                        | Adult Seasonal Rate    |                        | Senior Seasonal Rate   |  |
|--------------------------|-----------------|---------|---------|--------------|---------|--------------|---------|---------|---------|----------------------------|--------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|--|
|                          | 18 Holes Summer |         |         | 1st Twilight |         | 2nd Twilight |         | Adult   |         | 18 Holes                   |                          | (Shoulder / Winter)    |                        | (Shoulder / Winter)    |                        | (Shoulder / Winter)    |                        |  |
|                          | Mon-Thur        | Friday  | Weekend | Weekday      | Weekend | Weekday      | Weekend | Weekday | Weekend | Weekday                    | Weekend                  | Weekday                | Weekend                | Weekday                | Weekend                | Weekday                | Weekend                |  |
| Carnoustie<br>941-5233   | \$36.00         | \$46.00 | \$46.00 | \$30.00      | \$34.00 | \$20.00      | \$20.00 | \$20.00 | \$20.00 | \$28.00                    | \$34.00                  | \$28.00                | \$28.00                | \$20.00                | \$28.00                | \$20.00                | \$24.00                |  |
| Fort Langley<br>888-5911 | \$43.00         | \$48.00 | \$48.00 | \$35.00      | \$38.00 | \$25.00      | \$28.00 | \$28.00 | \$28.00 | \$35.00                    | \$48.00                  | \$30.00                | \$36.00                | \$24.00                | \$36.00                | \$24.00                | \$36.00                |  |
| Greenacres<br>273-1121   | \$38.00         | \$42.00 | \$45.00 | \$27.00      | \$31.00 | \$19.00      | \$22.00 | \$22.00 | \$22.00 | \$32.00                    | Sr \$39.00<br>Jr \$36.00 | S \$32.00<br>W \$24.00 | S \$38.00<br>W \$29.00 | \$19.00                | \$19.00                | \$19.00                | \$22.00                |  |
| Guildford<br>594-0282    | \$41.00         | \$52.00 | \$52.00 | \$28.00      | \$32.00 | \$20.00      | \$20.00 | \$20.00 | \$20.00 | \$31.00                    | \$52.00                  | S \$35.00<br>W \$28.00 | S \$40.00<br>W \$30.00 | S \$24.00<br>W \$22.00 | S \$40.00<br>W \$30.00 | S \$40.00<br>W \$30.00 | \$40.00                |  |
| Hazelmere<br>538-1818    | \$40.00         | \$45.00 | \$53.00 | \$30.00      | \$35.00 | \$20.00      | \$20.00 | \$20.00 | \$20.00 | \$40.00                    | \$53.00                  | \$30.00                | \$30.00                | \$30.00                | \$40.00                | \$30.00                | \$40.00                |  |
| Ledgeview<br>859-8993    | \$43.00         | \$46.00 | \$46.00 | \$30.00      | \$39.00 | \$26.00      | \$30.00 | \$30.00 | \$30.00 | \$30.00                    | \$46.00                  | \$30.00                | \$38.00                | \$22.00                | \$38.00                | \$22.00                | \$38.00                |  |
| Golden Eagle<br>460-1111 | \$40.00         | \$50.00 | \$50.00 | \$25.00      | \$34.00 | \$18.00      | \$25.00 | \$25.00 | \$25.00 | \$25.00                    | \$50.00                  | \$25.00                | \$40.00                | \$20.00                | \$40.00                | \$20.00                | \$40.00                |  |
| Newlands<br>534-9211     | \$38.00         | \$48.00 | \$50.00 | \$35.00      | \$39.00 | \$26.00      | \$29.00 | \$29.00 | \$29.00 | \$29.00                    | \$38.00                  | \$27.00                | \$30.00                | \$22.00                | \$30.00                | \$22.00                | \$30.00                |  |
| Surrey<br>576-8224       | \$38.00         | \$45.00 | \$45.00 | \$26.00      | \$32.00 | \$21.00      | \$24.00 | \$24.00 | \$24.00 | \$32.00                    | \$45.00                  | \$31.00                | \$36.00                | \$27.00                | \$36.00                | \$27.00                | \$36.00                |  |
| McCleery<br>257-8181     | \$47.50         | \$50.50 | \$50.50 | \$35.75      | \$38.00 | \$23.75      | \$25.25 | \$25.25 | \$25.25 | \$33.25                    | \$52.00                  | \$37.50                | \$46.00                | \$25.00                | \$46.00                | \$25.00                | \$46.00                |  |
| Langara<br>257-8357      | \$46.00         | \$49.00 | \$49.00 | \$34.50      | \$36.75 | \$23.00      | \$24.50 | \$24.50 | \$24.50 | \$32.25                    | \$49.00                  | \$36.00                | \$45.00                | \$24.50                | \$45.00                | \$24.50                | \$45.00                |  |
| Burnaby Min<br>280-7355  | \$32.00         | \$38.00 | \$38.00 | \$26.00      | \$29.25 | \$18.50      | \$20.00 | \$20.00 | \$20.00 | Sr. \$24.00<br>Jr. \$21.00 | \$38.00                  | S \$28.00<br>W \$26.00 | S \$33.50<br>W \$31.00 | S \$21.00<br>W \$19.50 | S \$33.50<br>W \$31.00 | S \$33.50<br>W \$31.00 | S \$33.50<br>W \$31.00 |  |
| <b>Averages</b>          | \$40.21         | \$46.63 | \$47.71 | \$30.19      | \$34.83 | \$21.69      | \$23.98 | \$23.98 | \$23.98 | \$30.83                    | \$43.54                  | \$30.92                | \$36.64                | \$23.06                | \$36.64                | \$23.06                | \$35.35                |  |

Riverway Market Comparison - Proposed / Estimated Rates for 2004

|                             | Riverway Market Comparison - Proposed / Estimated Rates for 2004 |         |         |                    |         |                    |         |                             |         |   |         |  |                        |
|-----------------------------|--|---------|---------|--------------------|---------|--------------------|---------|-----------------------------|---------|---|---------|--|------------------------|
|                             | Adult 18 Holes Summer  |         |         | Adult 1st Twilight |         | Adult 2nd Twilight |         | Senior/Junior Rate 18 Holes |         | Adult Seasonal Rate (Shoulder / Winter) |         | Senior Seasonal Rate (Shoulder / Winter) |                        |
|                             | Mon-Thur   | Friday  | Weekend | Weekday            | Weekend | Weekday            | Weekend | Weekday                     | Weekend | Weekday                                 | Weekend | Weekday                                  | Weekend                |
| Mayfair Lakes<br>276-0505   | \$75.00  | \$85.00 | \$85.00 | \$48.00            | \$56.00 | \$42.00            | \$42.00 | \$50.00                     | \$85.00 | \$50.00                                 | \$55.00 | \$26.00                                  | \$48.15                |
| Morgan Crk *<br>531-4653    | \$80.00  | \$90.00 | \$90.00 | \$50.00            | \$55.00 | \$40.00            | \$45.00 | \$45.00                     | \$90.00 | \$50.00                                 | \$55.00 | \$40.00                                  | \$55.00                |
| Meadow Gdns<br>465-5474     | \$45.00  | \$55.00 | \$65.00 | \$40.00            | \$45.00 | \$35.00            | \$40.00 | \$40.00                     | \$65.00 | \$40.00                                 | \$45.00 | \$40.00                                  | \$45.00                |
| Northlands<br>924-2950      | \$50.00  | \$50.00 | \$50.00 | \$37.00            | \$37.00 | \$27.00            | \$27.00 | Sr. \$30.00<br>Jr. \$20.00  | \$50.00 | \$40.00                                 | \$40.00 | \$30.00                                  | \$40.00                |
| Northview Ridge<br>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<br>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<br>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 *<br>941-4236   | \$79.00  | \$89.00 | \$89.00 | \$79.00            | \$89.00 | \$79.00            | \$89.00 | \$79.00                     | \$89.00 | \$79.00                                 | \$89.00 | \$79.00                                  | \$89.00                |
| Swanaset<br>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<br>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<br>257-6921      | \$49.00  | \$52.00 | \$52.00 | \$36.75            | \$39.00 | \$24.50            | \$26.00 | \$34.25                     | \$52.00 | \$39.00                                 | \$41.00 | \$31.00                                  | \$41.00                |
| Riverway<br>280-4653        | \$42.00  | \$48.00 | \$48.00 | \$33.00            | \$36.00 | \$24.00            | \$25.50 | Sr. \$31.50<br>Jr. \$27.50  | \$48.00 | \$33.00                                 | \$37.75 | S \$27.75<br>W \$24.75                   | S \$41.25<br>W \$37.75 |
| <b>Averages</b>             | \$61.50  | \$69.50 | \$70.33 | \$44.90            | \$48.67 | \$36.63            | \$39.71 | \$47.98                     | \$69.92 | \$46.08                                 | \$51.21 | \$40.60                                  | \$50.64                |

\* Bundled packages - prices quoted less power cart rentals

| Pitch & Putt (18 Hole) Market Comparison - Proposed / Estimated Rates for 2004 |              |             |             |             |             |             |             |             |             |             |             |             |             |             |             |             |
|--|--------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Adult  |              |             |             | Senior      |             |             |             | Junior      |             |             |             |             |             |             |             |             |
| Phone  | 18 Holes WD  | 18 Holes WE | Twilight WD | Twilight WE | 18 Holes WD | 18 Holes WE | Twilight WD | Twilight WE | 18 Holes WD | 18 Holes WE | Twilight WD | Twilight WE | 18 Holes WD | 18 Holes WE | Twilight WD | Twilight WE |
| Rupert   | 604 257-8364 | \$9.25      | \$6.15      | \$6.15      | \$6.50      | \$9.25      | \$4.35      | \$6.15      | \$6.65      | \$9.25      | \$4.60      | \$6.15      | \$6.65      | \$9.25      | \$4.60      | \$6.15      |
| Stanley Park   | 604 681-8847 | \$9.75      | \$6.75      | \$6.75      | \$7.00      | \$9.75      | \$4.75      | \$6.75      | \$7.50      | \$9.75      | \$5.00      | \$6.75      | \$7.50      | \$9.75      | \$5.00      | \$6.75      |
| Queen Elizabeth  | 604 874-8336 | \$9.75      | \$6.75      | \$6.75      | \$7.00      | \$9.75      | \$4.75      | \$6.75      | \$7.50      | \$9.75      | \$5.00      | \$6.75      | \$7.50      | \$9.75      | \$5.00      | \$6.75      |
| W. Richmond  | 604 271-7333 | \$9.00      | \$5.25      | \$5.25      | \$7.25      | \$9.00      | \$4.25      | \$5.25      | \$7.25      | \$9.00      | \$4.25      | \$5.25      | \$7.25      | \$9.00      | \$4.25      | \$5.25      |
| Kensington/Central   | 604 291-9525 | \$9.00      | \$6.25      | \$6.25      | \$6.75      | \$9.00      | \$5.00      | \$6.25      | \$5.75      | \$9.00      | \$5.00      | \$6.25      | \$5.75      | \$9.00      | \$5.00      | \$6.25      |
| <b>Averages</b>  |              | \$9.35      | \$6.23      | \$6.23      | \$6.90      | \$9.35      | \$4.62      | \$6.23      | \$6.93      | \$9.35      | \$4.77      | \$6.23      | \$6.93      | \$9.35      | \$4.77      | \$6.23      |

| Pitch & Putt Market Comparison - Proposed / Estimated Rates for Passes 2004 |                            |                             |                             |                         |                          |                          |  |  |  |  |
|---|----------------------------|-----------------------------|-----------------------------|-------------------------|--------------------------|--------------------------|--|--|--|--|
| Phone   | 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               | N/A                         | N/A                         | \$142.00                | \$99.50                  | \$106.50                 | \$399.00   | \$279.00   |  |  |
| Stanley Park  | 604 681-8847               | N/A                         | N/A                         | \$142.00                | \$99.50                  | \$106.50                 | \$399.00   | \$279.00   |  |  |
| Queen Elizabeth   | 604 874-8336               | N/A                         | N/A                         | \$142.00                | \$99.50                  | \$106.50                 | \$399.00   | \$279.00   |  |  |
| W. Richmond   | 604 271-7333               | N/A                         | N/A                         | N/A                     | N/A                      | N/A                      | N/A  | N/A  |  |  |
| Kensington/Central  | 604 291-9525               | \$90.00                     | \$67.50                     | N/A                     | N/A                      | N/A                      | N/A  | N/A  |  |  |

| Tournament Package Market Comparison - Proposed / Estimated Rates for 2004 |                |                |                |                |                  |                |                |                |                |                |                |                |
|--|----------------|----------------|----------------|----------------|------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
|  | Deluxe Package |                |                |                | Standard Package |                |                |                | Basic Package  |                |                |                |
|  | Regular Season |                | Low Season     |                | Regular Season   |                | Low Season     |                | Regular Season |                | Low Season     |                |
|  | Weekday Fee PP | Weekend Fee PP | Weekday Fee PP | Weekend Fee PP | Weekday Fee PP   | Weekend Fee PP | Weekday Fee PP | Weekend Fee PP | Weekday Fee PP | Weekend Fee PP | Weekday Fee PP | Weekend Fee PP |
| Northview Ridge  | \$146.00       | \$151.00       | \$131.00       | \$136.00       | \$122.50         | \$127.50       | \$107.50       | \$112.50       | \$97.50        | \$110.00       | \$77.50        | \$87.50        |
| Northview Canal  | \$135.50       | \$140.50       | \$125.50       | \$130.50       | \$112.00         | \$117.00       | \$102.00       | \$107.00       | \$92.00        | \$105.00       | \$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       | \$174.00       | \$123.00       | \$143.00       | N/A              | N/A            | N/A            | N/A            | N/A            | N/A            | N/A            | N/A            |
| Vancouver Courses  | \$95.00        | \$105.00       | \$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            | N/A              | N/A            | N/A            | N/A            | \$51.00        | \$57.00        | \$47.00        | \$51.50        |
| Riverway   | N/A            | N/A            | N/A            | N/A            | N/A              | N/A            | N/A            | N/A            | \$61.00        | \$67.00        | \$56.00        | \$59.50        |
| <b>Averages</b>  | \$121.24       | \$131.24       | \$106.66       | \$115.49       | \$70.56          | \$75.85        | \$63.14        | \$67.56        | \$107.39       | \$121.49       | \$90.09        | \$99.89        |

\* Based on fee per tournament participant

\*\*Weekday (Monday - Thursday)

Weekend (Friday - Sunday & Holidays)