
TO: CITY MANAGER **DATE:** 2006 February 02

FROM: DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

SUBJECT: 2006 BURNABY GOLF FEES BYLAW

PURPOSE: To request Council to approve the 2006 Burnaby Golf Fees Bylaw

RECOMMENDATION:

1. **THAT** approval be given to the 2006 Burnaby Golf Fees Bylaw.

REPORT

At its 'Open' meeting of 2006 February 01, 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

KF:tc

Attachments

P:\ADMIN\TC\DATA\COUNCIL\PK-2006 BURNABY GOLF FEES BYLAW

Copied to: Director Finance
City Solicitor

TO: CHAIR AND MEMBERS
PARKS, RECREATION & CULTURE COMMISSION

FROM: DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

SUBJECT: 2006 BURNABY GOLF FEES BYLAW

RECOMMENDATIONS:

1. THAT the 2006 Golf Fees be approved as outlined in this report.
2. THAT Council be requested to approve the 2006 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 municipal facilities. The 2006 Burnaby Golf Fees Bylaw will apply for the period 2006 March 01 to 2007 February 28.

The 2006 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 the Central Park Pitch and Putt golf courses. If approved, these rates will form the 2006 Burnaby Golf Fees Bylaw.

RECENT TRENDS IN THE LOCAL GOLF MARKET

Current market research indicates that there is an over-supply of both tee times and driving range stall availability throughout the Lower Mainland. Because of this, the dramatic decrease due to poor weather and subsequent course conditions in 2005, the local golf market has become very competitive in order to maintain volumes. It has forced golf course operators to develop a variety of rate structures to maintain loyalty and stimulate non prime-time use at their facilities. Yield management incentives such as tee time pricing are promoted in many ways (i.e. by time of day, day of week, group rates during specified times, frequent player programs) to create value for the customer, and improve utilization and profitability for our sites.

2006 GOLF SERVICES – FEE DETERMINATION

The following factors were considered in the determination of the 2006 fee structure:

1. Current fees/market 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 reflect weekday Senior rates at 75% and weekday Junior rates at 65% of the posted Adult rate.
9. Adjustment of fees for rounding to the nearest \$0.25 when GST is included.

2006 GOLF SERVICES – FEE RECOMMENDATIONS

1. Maintain the separate weekday and weekend rate structure.
2. Increase weekday and weekend Adult green fee rates by \$1.00 on the 18 hole rate at Riverway and Burnaby Mountain and increase all subsequent daily rates by similar percentage to:
 - achieve more consistency with rates within the general local market;
 - offset revenue losses due to extreme weather conditions; and
 - offset inflation and operating expenses.
3. Increase Pitch and Putt Adult rates by \$0.50. Adjustment of Senior and Junior fees to reflect the appropriate percentage of the posted Adult rate.
4. No increase to driving range fees. Continue to offer low season increased ball counts per bucket transaction.

To: Parks, Recreation & Culture Commission
From: Director Parks, Recreation and Cultural Services
Re: 2006 BURNABY GOLF FEES BYLAW

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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
- Senior rate to be offered on the Remembrance Day statutory holiday in honour of war veterans. This holiday occurs in non-prime season when booking demand has substantially decreased.

*The Pitch and Putt facilities continue to recognize Fridays (with the exception of those falling on statutory holidays) as a weekday.

SUMMARY

The proposed 2006 fees for Burnaby's 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 2006 golf fees be approved as outlined.



Kate Friars
DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

KF/DOC:lmr

Attachments (2)

p:\Admin\Golf\2006GolfFeesBylawReport.doc

Copied to: Director of Finance
City Solicitor

PROPOSED 2006 GOLF FEE SCHEDULE

ATTACHMENT #1

SERVICES	2005 FEE		2006 MARKET RANGE OF FEE	PROPOSED 2006 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
GOLF	Weekday = Monday - Thursday		Rates in effect 2006 March 01 to 2007 February 28			
	Weekend = Friday - Sunday + Stat. Holidays					
a) BURNABY MOUNTAIN						
Adult						
Regular Season						
<u>Weekday</u>	- 18 hole daily	\$29.91	\$32.00	\$40.00 - \$58.85	\$30.84	\$33.00
	- Early Bird (9 holes)	\$17.99	\$19.25	No comparison	\$18.22	\$19.50
	- 1st twilight fee	\$24.30	\$26.00	\$25.00 - \$41.75	\$25.23	\$27.00
	- 2nd twilight fee	\$17.29	\$18.50	\$18.00 - \$27.00	\$17.76	\$19.00
	- Sunset	\$11.92	\$12.75	No comparison	\$12.15	\$13.00
<u>Weekend</u>	- 18 hole daily	\$35.51	\$38.00	\$47.00 - \$69.55	\$36.45	\$39.00
	- Early Bird (9 holes)	\$21.50	\$23.00	No comparison	\$21.73	\$23.25
	- 1st twilight fee	\$27.34	\$29.25	\$32.00 - \$48.15	\$28.04	\$30.00
	- 2nd twilight fee	\$18.69	\$20.00	\$20.00 - \$31.00	\$19.16	\$20.50
	- Sunset	\$12.15	\$13.00	No comparison	\$12.62	\$13.50
Shoulder Season						
<u>Weekday</u>	- 18 hole daily	\$26.17	\$28.00	No comparison	\$27.10	\$29.00
	- Early Bird (9 holes)	\$15.65	\$16.75	No comparison	\$15.89	\$17.00
	- 1st twilight fee	\$21.03	\$22.50	No comparison	\$22.20	\$23.75
	- 2nd twilight fee	\$14.95	\$16.00	No comparison	\$15.65	\$16.75
	- Sunset	\$11.92	\$12.75	No comparison	\$11.92	\$12.75
<u>Weekend</u>	- 18 hole daily	\$31.31	\$33.50	No comparison	\$32.01	\$34.25
	- Early Bird (9 holes)	\$18.69	\$20.00	No comparison	\$18.93	\$20.25
	- 1st twilight fee	\$24.77	\$26.50	No comparison	\$24.77	\$26.50
	- 2nd twilight fee	\$16.82	\$18.00	No comparison	\$16.82	\$18.00
	- Sunset	\$12.15	\$13.00	No comparison	\$12.15	\$13.00

PROPOSED 2006 GOLF FEE SCHEDULE

SERVICES	2005 FEE		2006 MARKET RANGE OF FEE	PROPOSED 2006 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
a) BURNABY MOUNTAIN (Cont'd)						
Adult (Cont'd)						
Winter Season						
Weekday	- 18 hole daily	\$24.30	\$26.00	\$22.50 - \$38.00	\$25.23	\$27.00
	- Early Bird (9 holes)	\$14.49	\$15.50	No comparison	\$14.72	\$15.75
	- 1st twilight fee	\$17.29	\$18.50	No comparison	\$17.76	\$19.00
	- Sunset	\$11.92	\$12.75	No comparison	\$10.28	\$11.00
Weekend	- 18 hole daily	\$28.97	\$31.00	\$22.50 - \$50.00	\$29.91	\$32.00
	- Early Bird (9 holes)	\$17.29	\$18.50	No comparison	\$17.76	\$19.00
	- 1st twilight fee	\$19.86	\$21.25	No comparison	\$20.56	\$22.00
	- Sunset	\$12.15	\$13.00	No comparison	\$11.21	\$12.00
Senior						
- 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.						
Regular Season						
	- 18 hole daily	\$22.43	\$24.00	\$31.00 - \$58.85	\$23.13	\$24.75
	- Early Bird (9 holes)	\$13.55	\$14.50	No comparison	\$13.69	\$14.65
	- 1st twilight fee	\$18.22	\$19.50	No comparison	\$18.69	\$20.00
	- 2nd twilight fee	\$13.08	\$14.00	No comparison	\$13.32	\$14.25
	- Sunset	\$8.88	\$9.50	No comparison	\$9.21	\$9.85
	- Friday am Special (18 holes)	\$25.93	\$27.75	No comparison	\$26.17	\$28.00
	- Friday am Special (9 holes)	\$15.65	\$16.75	No comparison	\$15.89	\$17.00
Shoulder Season						
	- 18 hole daily	\$19.63	\$21.00	No comparison	\$20.33	\$21.75
	- Early Bird (9 holes)	\$11.68	\$12.50	No comparison	\$12.15	\$13.00
	- 1st twilight fee	\$15.65	\$16.75	No comparison	\$16.12	\$17.25
	- 2nd twilight fee	\$11.21	\$12.00	No comparison	\$11.68	\$12.50
	- Sunset	\$8.88	\$9.50	No comparison	\$8.41	\$9.00
	- Friday am Special (18 holes)	\$22.90	\$24.50	No comparison	\$23.83	\$25.50
	- Friday am Special (9 holes)	\$13.55	\$14.50	No comparison	\$14.02	\$15.00

PROPOSED 2006 GOLF FEE SCHEDULE

SERVICES	2005 FEE		2006 MARKET RANGE OF FEE	PROPOSED 2006 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
a) BURRABY MOUNTAIN (Cont'd)						
Senior (Cont'd)	- 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>Winter Season</u>	- 18 hole daily	\$18.22	\$19.50	\$13.50 - \$31.00	\$18.69	\$20.00
	- Early Bird (9 holes)	\$10.98	\$11.75	No comparison	\$10.98	\$11.75
	- 1st twilight fee	\$13.08	\$14.00	No comparison	\$13.32	\$14.25
	- Sunset	\$8.88	\$9.50	No comparison	\$7.94	\$8.50
	- Friday am Special (18 holes)	\$21.03	\$22.50	No comparison	\$21.96	\$23.50
	- Friday am Special (9 holes)	\$12.62	\$13.50	No comparison	\$13.08	\$14.00
Junior	- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.					
<u>Regular Season</u>	- 18 hole daily	\$19.63	\$21.00	\$24.50 - \$58.85	\$20.23	\$21.65
	- Early Bird (9 holes)	\$11.68	\$12.50	No comparison	\$11.92	\$12.75
	- 1st twilight fee	\$15.65	\$16.75	No comparison	\$15.89	\$17.00
	- 2nd twilight (weekday/weekend)	\$11.21	\$12.00	No comparison	\$11.45	\$12.25
	- Sunset (weekday/weekend)	\$8.65	\$9.25	No comparison	\$8.88	\$9.50
<u>Weekend</u>	- 18 hole daily	\$35.51	\$38.00	\$47.00 - \$69.55	\$36.45	\$39.00
	- Early Bird (9 holes)	\$21.50	\$23.00	No comparison	\$21.73	\$23.25
	- 1st twilight fee	\$27.34	\$29.25	No comparison	\$28.04	\$30.00
	- Friday am Special (18 holes)	\$21.50	\$23.00	No comparison	\$21.73	\$23.25
	- Friday am Special (9 holes)	\$14.72	\$15.75	No comparison	\$14.95	\$16.00

PROPOSED 2006 GOLF FEE SCHEDULE

SERVICES	2005 FEE		2006 MARKET RANGE OF FEE	PROPOSED 2006 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
a) BURNABY MOUNTAIN (Cont'd)						
Junior (Cont'd)	- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.					
Shoulder Season						
Weekday	- 18 hole daily	\$16.82	\$18.00	No comparison	\$17.76	\$19.00
	- Early Bird (9 holes)	\$10.28	\$11.00	No comparison	\$10.51	\$11.25
	- 1st twilight fee	\$13.55	\$14.50	No comparison	\$14.02	\$15.00
	- 2nd twilight (weekday/weekend	\$9.81	\$10.50	No comparison	\$10.05	\$10.75
	- Sunset (weekday/weekend	\$8.65	\$9.25	No comparison	\$7.94	\$8.50
Weekend	- 18 hole daily	\$31.31	\$33.50	No comparison	\$32.01	\$34.25
	- Early Bird (9 holes)	\$18.69	\$20.00	No comparison	\$18.93	\$20.25
	- 1st twilight fee	\$24.77	\$26.50	No comparison	\$24.77	\$26.50
	- Friday am Special (18 holes)	\$19.16	\$20.50	No comparison	\$20.79	\$22.25
	- Friday am Special (9 holes)	\$12.85	\$13.75	No comparison	\$13.08	\$14.00
Winter Season						
Weekday	- 18 hole daily	\$15.65	\$16.75	\$13.25 - \$31.00	\$16.12	\$17.25
	- Early Bird (9 holes)	\$7.94	\$8.50	No comparison	\$9.58	\$10.25
	- 1st twilight fee	\$11.21	\$12.00	No comparison	\$11.45	\$12.25
	- Sunset (weekday/weekend	\$7.71	\$8.25	No comparison	\$7.01	\$7.50
Weekend	- 18 hole daily	\$28.97	\$31.00	\$16.35 - \$54.00	\$29.91	\$32.00
	- Early Bird (9 holes)	\$17.29	\$18.50	No comparison	\$17.76	\$19.00
	- 1st twilight fee	\$19.86	\$21.25	No comparison	\$14.02	\$15.00
	- Friday am Special (18 holes)	\$17.76	\$19.00	No comparison	\$19.16	\$20.50
	- Friday am Special (9 holes)	\$11.92	\$12.75	No comparison	\$11.92	\$12.75

PROPOSED 2006 GOLF FEE SCHEDULE

SERVICES	2005 FEE		2006 MARKET RANGE OF FEE	PROPOSED 2006 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
b) RIVERWAY GOLF COURSE						
Adult						
Regular Season						
<u>Weekday</u>	- 18 hole daily	\$39.25	\$42.00	\$50.30 - \$94.15	\$40.19	\$43.00
	- Early Bird (9 holes)	\$23.60	\$25.25	No comparison	\$23.83	\$25.50
	- 1st twilight fee	\$30.84	\$33.00	\$39.60 - \$84.00	\$31.78	\$34.00
	- 2nd twilight fee	\$22.43	\$24.00	\$39.60 - \$84.00	\$22.90	\$24.50
	- Sunset	\$14.95	\$16.00	No comparison	\$14.95	\$16.00
<u>Weekend</u>	- 18 hole daily	\$44.86	\$48.00	\$56.00 - \$104.85	\$45.79	\$49.00
	- Early Bird (9 holes)	\$26.87	\$28.75	No comparison	\$27.10	\$29.00
	- 1st twilight fee	\$33.65	\$36.00	\$39.60 - \$94.00	\$34.58	\$37.00
	- 2nd twilight fee	\$23.83	\$25.50	\$25.00 - \$94.00	\$24.30	\$26.00
	- Sunset	\$15.19	\$16.25	No comparison	\$15.42	\$16.50
Shoulder Season						
<u>Weekday</u>	- 18 hole daily	\$34.58	\$37.00	No comparison	\$35.51	\$38.00
	- Early Bird (9 holes)	\$20.79	\$22.25	No comparison	\$20.79	\$22.25
	- 1st twilight fee	\$27.57	\$29.50	No comparison	\$28.04	\$30.00
	- 2nd twilight fee	\$19.63	\$21.00	No comparison	\$20.09	\$21.50
	- Sunset	\$14.95	\$16.00	No comparison	\$14.49	\$15.50
<u>Weekend</u>	- 18 hole daily	\$38.55	\$41.25	No comparison	\$40.42	\$43.25
	- Early Bird (9 holes)	\$22.43	\$24.00	No comparison	\$23.83	\$25.50
	- 1st twilight fee	\$28.97	\$31.00	No comparison	\$30.37	\$32.50
	- 2nd twilight fee	\$21.96	\$23.50	No comparison	\$21.96	\$23.50
	- Sunset	\$15.19	\$16.25	No comparison	\$14.95	\$16.00

PROPOSED 2006 GOLF FEE SCHEDULE

SERVICES	2005 FEE		2006 MARKET RANGE OF FEE	PROPOSED 2006 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
b) RIVERWAY GOLF COURSE (Cont'd)						
Adult (Cont'd)						
Winter Season						
Weekday	- 18 hole daily	\$30.84	\$33.00	\$33.75 - \$84.00	\$31.78	\$34.00
	- Early Bird (9 holes)	\$18.46	\$19.75	No comparison	\$18.93	\$20.25
	- 1st twilight fee	\$22.43	\$24.00	No comparison	\$22.43	\$24.00
	- Sunset	\$14.95	\$16.00	No comparison	\$14.02	\$15.00
Weekend	- 18 hole daily	\$35.28	\$37.75	\$33.75 - \$84.00	\$35.98	\$38.50
	- Early Bird (9 holes)	\$21.03	\$22.50	No comparison	\$22.90	\$24.50
	- 1st twilight fee	\$24.77	\$26.50	No comparison	\$24.77	\$26.50
	- Sunset	\$15.19	\$16.25	No comparison	\$14.49	\$15.50
Senior						
- 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.						
Regular Season						
	- 18 hole daily	\$29.44	\$31.50	\$30.00 - \$85.00	\$30.14	\$32.25
	- Early Bird (9 holes)	\$17.76	\$19.00	No comparison	\$17.76	\$19.00
	- 1st twilight fee	\$23.13	\$24.75	No comparison	\$23.60	\$25.25
	- 2nd twilight fee	\$16.82	\$18.00	No comparison	\$17.06	\$18.25
	- Sunset	\$11.21	\$12.00	No comparison	\$11.21	\$12.00
	- Friday am Special (18 holes)	\$30.84	\$33.00	No comparison	\$34.35	\$36.75
	- Friday am Special (9 holes)	\$18.69	\$20.00	No comparison	\$20.33	\$21.75
Shoulder Season						
	- 18 hole daily	\$25.93	\$27.75	No comparison	\$26.64	\$28.50
	- Early Bird (9 holes)	\$15.65	\$16.75	No comparison	\$15.65	\$16.75
	- 1st twilight fee	\$20.56	\$22.00	No comparison	\$20.79	\$22.25
	- 2nd twilight fee	\$14.72	\$15.75	No comparison	\$14.95	\$16.00
	- Sunset	\$11.21	\$12.00	No comparison	\$10.75	\$11.50
	- Friday am Special (18 holes)	\$26.40	\$28.25	No comparison	\$30.14	\$32.25
	- Friday am Special (9 holes)	\$15.89	\$17.00	No comparison	\$17.76	\$19.00

PROPOSED 2006 GOLF FEE SCHEDULE

SERVICES	2005 FEE		2006 MARKET RANGE OF FEE	PROPOSED 2006 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
b) RIVERWAY GOLF COURSE (Cont'd)					
Senior (Cont'd)	- 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>Winter Season</u>					
- 18 hole daily	\$23.13	\$24.75	\$23.50 - \$84.00	\$23.36	\$25.00
- Early Bird (9 holes)	\$13.79	\$14.75	No comparison	\$14.02	\$15.00
- 1st twilight fee	\$16.82	\$18.00	No comparison	\$17.29	\$18.50
- Sunset	\$11.21	\$12.00	No comparison	\$10.51	\$11.25
- Friday am Special (18 holes)	\$24.30	\$26.00	No comparison	\$26.87	\$28.75
- Friday am Special (9 holes)	\$14.49	\$15.50	No comparison	\$17.06	\$18.25
Junior	- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.				
<u>Regular Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$25.70	\$27.50	\$20.00 - \$84.00	\$26.17	\$28.00
- Early Bird (9 holes)	\$15.42	\$16.50	No comparison	\$15.42	\$16.50
- 1st twilight fee	\$20.09	\$21.50	No comparison	\$20.56	\$22.00
- 2nd twilight (weekday/weekend	\$14.72	\$15.75	No comparison	\$14.95	\$16.00
- Sunset (weekday/weekend	\$10.75	\$11.50	No comparison	\$10.75	\$11.50
<u>Weekend</u>					
- 18 hole daily	\$44.86	\$48.00	\$56.00 - \$104.85	\$45.79	\$49.00
- Early Bird (9 holes)	\$26.87	\$28.75	No comparison	\$27.10	\$29.00
- 1st twilight fee	\$33.65	\$36.00	No comparison	\$34.58	\$37.00
- Friday am Special (18 holes)	\$27.57	\$29.50	No comparison	\$29.67	\$31.75
- Friday am Special (9 holes)	\$18.69	\$20.00	No comparison	\$17.76	\$19.00

PROPOSED 2006 GOLF FEE SCHEDULE

SERVICES	2005 FEE		2006 MARKET RANGE OF FEE	PROPOSED 2006 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
b) RIVERWAY GOLF COURSE (Cont'd)						
Junior (Cont'd)	- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.					
Shoulder Season						
<u>Weekday</u>	- 18 hole daily	\$22.90	\$24.50	No comparison	\$23.13	\$24.75
	- Early Bird (9 holes)	\$13.79	\$14.75	No comparison	\$13.55	\$14.50
	- 1st twilight fee	\$16.59	\$17.75	No comparison	\$17.99	\$19.25
	- 2nd twilight (weekday/weekend	\$11.68	\$12.50	No comparison	\$13.08	\$14.00
	- Sunset (weekday/weekend	\$9.81	\$10.50	No comparison	\$9.35	\$10.00
<u>Weekend</u>	- 18 hole daily	\$38.55	\$41.25	No comparison	\$40.42	\$43.25
	- Early Bird (9 holes)	\$22.43	\$24.00	No comparison	\$23.83	\$25.50
	- 1st twilight fee	\$28.97	\$31.00	No comparison	\$17.99	\$19.25
	- Friday am Special (18 holes)	\$23.83	\$25.50	No comparison	\$26.17	\$28.00
	- Friday am Special (9 holes)	\$15.89	\$17.00	No comparison	\$15.42	\$16.50
Winter Season						
<u>Weekday</u>	- 18 hole daily	\$20.33	\$21.75	\$17.00 - \$84.00	\$20.56	\$22.00
	- Early Bird (9 holes)	\$12.85	\$13.75	No comparison	\$13.08	\$14.00
	- 1st twilight fee	\$14.72	\$15.75	No comparison	\$14.95	\$16.00
	- Sunset (weekday/weekend	\$9.81	\$10.50	No comparison	\$9.35	\$10.00
<u>Weekend</u>	- 18 hole daily	\$35.28	\$37.75	\$17.00 - \$94.00	\$35.98	\$38.50
	- Early Bird (9 holes)	\$21.03	\$22.50	No comparison	\$22.90	\$24.50
	- 1st twilight fee	\$24.77	\$26.50	No comparison	\$14.95	\$16.00
	- Friday am Special (18 holes)	\$22.43	\$24.00	No comparison	\$23.36	\$25.00
	- Friday am Special (9 holes)	\$14.49	\$15.50	No comparison	\$14.95	\$16.00

PROPOSED 2006 GOLF FEE SCHEDULE

SERVICES	2005 FEE		2006 MARKET RANGE OF FEE	PROPOSED 2006 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
c) LOYALTY PASS (Bby. Mtn. + Riverway) - 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		No comparison No comparison	\$500.00 \$300.00	
d) VIP - LOYALTY PASS (Bby. Mtn. + Riverway) Available as of 2006 January 01 - Available to current Sr. Annual Pass Holders only - 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 - 20% added value upon completion of card VIP - Senior (Value = \$1,800.00)	\$1,500.00		No comparison	\$1,500.00	

PROPOSED 2006 GOLF FEE SCHEDULE

SERVICES	2006 FEE		2006 MARKET RANGE OF FEE	PROPOSED 2006 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
e) GOLF TOURNAMENTS Tournament Package Total fee will include all of the following: - Adult Green Fee (based on course/season) - Tournament Administration Fee - Pro Shop Voucher - Food & Beverage Voucher	See Adult Green Fees \$5.61 \$4.67 \$7.48	\$6.00 \$5.00 \$8.00	No comparison No comparison \$10.00 - \$30.00	See Adult Green Fees \$5.61 \$4.67 \$7.48	\$6.00 \$5.00 \$8.00
f) COURTESY PASSES & PROMOTIONS Used for promotional activities, public relations initiatives or to reimburse for disruption in services. Maximum annual value - \$40,000					
g) DRIVING RANGES Warm-up special 1 token 3 tokens 10 tokens 50 tokens	\$2.34 \$4.21 \$10.28 \$28.04 \$126.17	\$2.50 \$4.50 \$11.00 \$30.00 \$135.00	No comparison \$ 3.75 - \$ 6.90 \$ 10.00 - \$ 40.00 \$ 30.00 - \$ 45.00 \$135.00 - \$199.00	\$2.34 \$4.21 \$10.28 \$28.04 \$126.17	\$2.50 \$4.50 \$11.00 \$30.00 \$135.00

PROPOSED 2006 GOLF FEE SCHEDULE

SERVICES	2005 FEE		2006 MARKET RANGE		PROPOSED 2006 FEE	
	Base fee	Incl. GST	OF FEE	Base fee	Incl. GST	
h) PITCH AND PUTTS						
<div style="border: 1px solid black; padding: 2px;"> Weekday = Monday - Friday Weekend = Saturday + Sunday + Statutory Holidays </div>						
Adult						
<u>Weekday / Weekend</u>						
18 hole daily	\$8.65	\$9.25	\$9.75 - \$11.50	\$9.11	\$9.75	
Twilight	\$6.08	\$6.50	\$5.75 - \$8.50	\$6.31	\$6.75	
11 round (Not restricted)	\$86.45	\$92.50	No comparison	\$91.12	\$97.50	
Senior						
<u>Weekday</u>						
18 hole daily	\$6.54	\$7.00	\$7.25 - \$8.00	\$6.78	\$7.25	
Twilight	\$4.67	\$5.00	\$4.75 - \$6.00	\$4.91	\$5.25	
11 round (Restricted)	\$65.42	\$70.00	No comparison	\$67.76	\$72.50	
<u>Weekend</u>						
18 hole daily	\$8.65	\$9.25	\$9.75 - \$11.50	\$9.11	\$9.75	
Twilight	\$6.08	\$6.50	\$5.75 - \$8.50	\$6.31	\$6.75	
Junior						
<u>Weekday</u>						
18 hole daily	\$5.61	\$6.00	\$6.25 - \$8.50	\$5.84	\$6.25	
Twilight	\$4.67	\$5.00	\$4.75 - \$6.50	\$4.91	\$5.25	
11 round (Restricted)	\$56.08	\$60.00	No comparison	\$58.41	\$62.50	
<u>Weekend</u>						
18 hole daily	\$8.65	\$9.25	\$9.75 - \$11.50	\$9.11	\$9.75	
Twilight	\$6.08	\$6.50	\$5.75 - \$8.50	\$6.31	\$6.75	

Attachment # 2

Driving Range Market Comparison - Proposed / Estimated Rates for 2006 (ALL QUOTED WITH GST ADDED/INCLUDED)									
	# STALLS		PEAK SEASON			WINTER SPECIALS			
	(HEATED)		FEE	# OF BALLS	\$/ Ball	FEE	# OF BALLS	\$/ Ball	
Burnaby Mountain & Riverway	BM - 32 (15)		\$4.50	50	\$0.09	\$4.50	75	\$0.06	
	RW - 54 (25)		\$11.00	150	\$0.07				
			\$30.00	500	\$0.06				
Fraserview & McCleery	FR 45 (0)		\$4.00	60	\$0.07				
	MC 35 (20)		\$10.00	180	\$0.06				
			\$30.00	600	\$0.05				
Hastings Range	70 (20)		\$6.00	60	\$0.10	\$3.50	85	\$0.04	
			\$16.00	180	\$0.09				
			\$51.00	600	\$0.09				
Meadows Golf Centre	60 (35)		\$4.75	60	\$0.08	\$4.75	70	\$0.07	
			\$6.25	60	\$0.10				
			\$62.25	600	\$0.10				
Coyote Creek (Eaglequest)	85 (30)		\$5.95	60	\$0.10	\$5.95	80	\$0.07	
			\$10.00	120	\$0.08	\$10.00	180	\$0.06	
			\$3.50	50	\$0.07				
Muskueum (Eaglequest)	80 (40)		\$5.50	50	\$0.11	\$5.00	70	\$0.07	
			\$10.00	100	\$0.10	\$9.00	120	\$0.08	
			\$5.50	60	\$0.09	\$5.50	75	\$0.07	
Seymour Creek	80 (40)		\$14.50	180	\$0.08				
			\$180.00	3000	\$0.06				
			\$6.00	60	\$0.10	\$6.00	80	\$0.08	
University	48 (0)		\$3.50	60	\$0.06				
			\$9.50	180	\$0.05				
			\$32.00	600	\$0.05				
Pacific Coast	52 (26)		\$3.75	60	\$0.06	\$3.75	75	\$0.05	
			\$70.00	1000	\$0.07				
			\$6.90	60	\$0.12	\$6.90	90	\$0.08	
Coquitlam (Eaglequest)	74 (35)		\$11.75	120	\$0.10	\$11.75	180	\$0.07	
			\$4.50	50	\$0.09	\$3.75	68	\$0.06	
			\$8.00	100	\$0.08				
Langley Golf Centre	50 (12)		\$262.50	5000	\$0.05	\$6.50	136	\$0.05	

Burnaby Mountain Market Comparison - Proposed / Estimated Rates for 2006

	ADULT												SENIOR						JUNIOR					
	PEAK / REGULAR SEASON						WINTER SEASON						PEAK SEASON			WINTER SEASON			PEAK SEASON			WINTER SEASON		
	18 Holes		1st Twilight		2nd Twilight		18 Holes		18 Holes		18 Holes		18 Holes		18 Holes		18 Holes		18 Holes		18 Holes			
	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend		
Carmustle	\$40.00	\$50.00	\$30.00	\$34.00	\$20.00	\$20.00	\$28.00	\$28.00	\$34.00	\$50.00	\$20.00	\$28.00	\$34.00	\$50.00	\$20.00	\$28.00	\$34.00	\$50.00	\$20.00	\$28.00	\$34.00	\$50.00		
Fort Langley	\$40.00	\$47.00	\$35.00	\$38.00	\$25.00	\$28.00	\$30.00	\$36.00	\$35.00	\$47.00	\$27.00	\$36.00	\$35.00	\$47.00	\$27.00	\$36.00	\$35.00	\$47.00	\$27.00	\$36.00	\$35.00	\$47.00		
Guildford	\$49.25	\$64.20	\$31.00	\$32.00	\$25.00	\$26.00	\$38.00	\$50.00	\$31.00	\$64.20	\$24.25	\$50.00	\$31.00	\$64.20	\$24.25	\$50.00	\$31.00	\$64.20	\$24.25	\$50.00	\$31.00	\$64.20		
Hazelmere	\$58.85	\$69.55	\$41.75	\$48.15	\$26.75	\$31.00	\$31.00	\$41.75	\$58.85	\$69.55	\$31.00	\$41.75	\$58.85	\$69.55	\$31.00	\$41.75	\$58.85	\$69.55	\$31.00	\$41.75	\$58.85	\$69.55		
Ledgeview	\$46.00	\$60.00	\$35.00	\$40.00	\$26.00	\$30.00	\$35.00	\$40.00	\$39.00	\$60.00	\$23.00	\$40.00	\$35.00	\$60.00	\$23.00	\$40.00	\$35.00	\$60.00	\$23.00	\$40.00	\$35.00	\$60.00		
Golden Eagle	\$40.00	\$50.00	\$25.00	\$34.00	\$18.00	\$25.00	\$32.00	\$37.00	\$32.00	\$50.00	\$22.00	\$37.00	\$32.00	\$50.00	\$22.00	\$37.00	\$32.00	\$50.00	\$22.00	\$37.00	\$32.00	\$50.00		
Newlands	\$40.00	\$52.00	\$36.00	\$40.00	\$27.00	\$30.00	\$36.00	\$40.00	\$32.00	\$52.00	\$28.00	\$40.00	\$32.00	\$52.00	\$28.00	\$40.00	\$32.00	\$52.00	\$28.00	\$40.00	\$32.00	\$52.00		
Surrey	\$45.00	\$54.00	\$28.00	\$35.00	\$23.00	\$26.00	\$32.00	\$36.75	\$37.00	\$54.00	\$26.75	\$36.75	\$37.00	\$54.00	\$26.75	\$36.75	\$37.00	\$54.00	\$26.75	\$36.75	\$37.00	\$54.00		
McCleery	\$51.00	\$54.00	\$38.25	\$40.50	\$25.50	\$27.00	\$32.25	\$32.25	\$35.75	\$54.00	\$22.50	\$32.50	\$35.75	\$54.00	\$22.50	\$32.50	\$35.75	\$54.00	\$22.50	\$32.50	\$35.75	\$54.00		
Langara	\$49.00	\$52.00	\$36.75	\$39.00	\$24.50	\$26.00	\$22.50	\$22.50	\$34.25	\$52.00	\$13.50	\$22.50	\$34.25	\$52.00	\$13.50	\$22.50	\$34.25	\$52.00	\$13.50	\$22.50	\$34.25	\$52.00		
Burnaby Mtn	\$33.00	\$39.00	\$27.00	\$30.00	\$19.00	\$20.50	\$26.80	\$31.80	\$24.75	\$39.00	\$20.00	\$31.80	\$24.75	\$39.00	\$20.00	\$31.80	\$24.75	\$39.00	\$20.00	\$31.80	\$24.75	\$39.00		
Local external market average (BMGC not included)	\$45.91	\$55.28	\$33.68	\$38.07	\$24.08	\$26.90	\$31.68	\$36.43	\$36.89	\$55.28	\$23.80	\$35.45	\$34.24	\$53.28	\$22.54	\$34.86								
BM Below or above market average	-28.12%	-29.44%	-19.82%	-21.19%	-21.08%	-23.79%	-15.39%	-12.70%	-32.90%	-29.44%	-15.97%	-10.30%	-36.76%	-26.79%	-23.45%	-8.78%								

Pitch & Putt Market Comparison - Proposed / Estimated Rates for 2006 (ALL QUOTED WITH GST ADDED(INCLUDED))

	ADULT				SENIOR				JUNIOR			
	PEAK / REGULAR SEASON		Twilight		PEAK / REGULAR SEASON		Twilight		PEAK / REGULAR SEASON		Twilight	
	18 Holes	Weekend	Weekday	Weekend	18 Holes	Weekend	Weekday	Weekend	18 Holes	Weekend	Weekday	Weekend
Rupert Park	\$10.50	\$10.50	\$7.85	\$7.85	\$10.50	\$5.50	\$7.85	\$7.85	\$10.50	\$5.90	\$7.85	\$7.85
Stanley Park	\$11.50	\$11.50	\$8.50	\$8.50	\$11.50	\$6.00	\$8.50	\$8.50	\$11.50	\$6.50	\$8.50	\$8.50
Queen Elizabeth	\$11.50	\$11.50	\$8.50	\$8.50	\$11.50	\$6.00	\$8.50	\$8.50	\$11.50	\$6.50	\$8.50	\$8.50
W. Richmond (2005 rates)	\$9.75	\$9.75	\$5.75	\$5.75	\$9.75	\$4.75	\$5.75	\$5.75	\$9.75	\$4.75	\$5.75	\$5.75
Kensington/Central	\$9.75	\$9.75	\$6.75	\$6.75	\$9.75	\$5.25	\$6.75	\$6.75	\$9.75	\$5.25	\$6.75	\$6.75
Local external market average (Bby not included)	\$10.81	\$10.81	\$7.65	\$7.65	\$10.81	\$5.56	\$7.65	\$8.21	\$10.81	\$5.91	\$7.65	\$7.65
Burnaby below or above market average	-9.83%	-9.83%	-11.76%	-11.76%	-9.83%	-5.62%	-11.76%	-23.90%	-9.83%	-11.21%	-11.76%	-11.76%

	Adult	Senior	Junior	Adult	Senior	Junior	Ad. Annual	Sr. Annual	Jr. Annual
	11 round**	11 round**	11 round**	20 round	20 round	20 round	max 2 rds/day before 11:00 May - Sept	max 2 rds/day before 11:00 May - Sept	max 2 rds/day before 11:00 May - Sept
Rupert Park	N/A	N/A	N/A	\$168.00	\$118.00	\$126.00	\$420.00	\$294.00	\$315.00
Stanley Park	N/A	N/A	N/A	\$168.00	\$118.00	\$126.00	\$420.00	\$294.00	\$315.00
Queen Elizabeth	N/A	N/A	N/A	\$168.00	\$118.00	\$126.00	\$420.00	\$294.00	\$315.00
W. Richmond	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Kensington/Central	\$97.50	\$72.50	\$62.50	N/A	N/A	N/A	N/A	N/A	N/A

** In the event Kensington and Central Park Pitch and Putt move to the Fairways POS system, a new Loyalty Pass will be developed at this time.