



Item.....	07
Meeting.....	2008 Mar 03

COUNCIL REPORT

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**TO:** CITY MANAGER **DATE:** 2008 February 21  
**FROM:** DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES  
**SUBJECT:** 2008 BURNABY GOLF FEES BYLAW  
**PURPOSE:** To request approval for the 2008 Burnaby Golf Fees Bylaw.

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**RECOMMENDATION:**

1. **THAT** approval be granted to the 2008 Burnaby Golf Fees Bylaw as detailed on Attachment #1 circulated under separate cover.

**REPORT**

At its 'Open' Meeting of 2008 February 20, the Parks, Recreation and Culture Commission received the above noted report and adopted the two recommendations contained therein.

Dave Ellenwood  
DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

DE:tc

Attachment

P:\ADMIN\TC\DATA\COUNCIL\PK-2008 BURNABY GOLF FEES BYLAW

Copied to: City Solicitor  
Director Finance

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**TO:** CHAIR AND MEMBERS  
PARKS, RECREATION & CULTURE COMMISSION

**FROM:** DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

**SUBJECT:** 2008 BURNABY GOLF FEES BYLAW

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**RECOMMENDATIONS:**

1. **THAT** the 2008 Golf Fees be approved as outlined in this report.
2. **THAT** Council be requested to approve the 2008 Burnaby Golf Fees Bylaw as detailed on Attachment #1 circulated under separate cover.

**REPORT****BACKGROUND**

A Golf Fees bylaw is required under the Community Charter for all fees and charges related to the public use of municipal facilities. The 2008 Burnaby Golf Fees Bylaw will apply for the period 2008 May 01 to 2009 April 30.

The 2008 fees for golf services (i.e. green fees, driving range sales) are 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 2008 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, and the dramatic decrease in rounds due to poor weather and subsequent course conditions from 2005 to 2007, the local golf market has become very competitive in order to maintain volumes.

This 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.

### **2008 GOLF SERVICES – FEE DETERMINATION**

The following factors were considered in the determination of the 2008 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 and recognition of the need to stimulate golf activity during weekday and non prime time periods. Fee recommendations are based on comparable public and private golf services in the Lower Mainland.
4. Budget restrictions and revenue targets.
5. Review of adjustment of average yield rates to offset increasing operating expenses.
6. Adjustment of fees to reflect weekday Senior rates at 75% and weekday Junior rates at 65% of the posted Adult rate.
7. Adjustment of fees for rounding to existing posted rates including 5% GST rather than 6% GST and rounding to the nearest \$0.25 when the GST is added.

### **2008 GOLF SERVICES – FEE RECOMMENDATIONS**

1. Maintain the separate weekday and weekend rate structure.
2. Increase Adult green fee rates by \$1.00 on weekends for 18 hole rates at Riverway and Burnaby Mountain. Increase all subsequent weekend rates where applicable 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. Maintain current Pitch and Putt rates and continue to offer Senior/Junior weekday twilight rates during non-prime weekend (evening) hours.

To: Parks, Recreation & Culture Commission  
From: Director Parks, Recreation and Cultural Services  
Re: 2008 BURNABY GOLF FEES BYLAW

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4. Introduce the Loyalty Pass at the Pitch and Putt facilities on 2008 May 01 in conjunction with the implementation of the new Point of Sale Golf System (Fairway). The Loyalty Pass will replace the existing 11 Round Passes.
5. Maintain current driving range fees and continue to 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 specials 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 is 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 2008 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 2008 golf fees be approved as outlined.



Dave Ellenwood  
DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

DE/DOC:lmr:hh

Attachments (2)

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Copied to: Director of Finance  
City Solicitor

# 2008 GOLF FEE SCHEDULE

**PROPOSED 2008 GOLF FEE SCHEDULE**

SERVICES	2007 FEE		2008 MARKET RANGE OF FEE	PROPOSED 2008 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<u>GOLF</u>	Rates in effect 2008 May 01 to 2009 April 30				
Weekday = Monday - Thursday					
Weekend = Friday - Sunday + Stat. Holidays					
<b>a) <u>BURNABY MOUNTAIN</u></b>					
<u>Adult</u>					
<u>Regular Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$33.02	\$35.00	\$40.00 - \$65.50	\$33.33	\$35.00
- Early Bird (9 holes)	\$19.10	\$20.25	No comparison	\$19.29	\$20.25
- 1st twilight fee	\$26.65	\$28.25	\$30.00 - \$51.95	\$26.90	\$28.25
- 2nd twilight fee	\$18.87	\$20.00	\$20.00 - \$37.10	\$19.05	\$20.00
- Sunset	\$12.97	\$13.75	No comparison	\$13.09	\$13.74
<u>Weekend</u>					
- 18 hole daily	\$39.62	\$42.00	\$50.00 - \$73.00	\$40.95	\$43.00
- Early Bird (9 holes)	\$22.64	\$24.00	No comparison	\$23.09	\$24.24
- 1st twilight fee	\$30.19	\$32.00	\$35.00 - \$62.50	\$31.43	\$33.00
- 2nd twilight fee	\$20.75	\$22.00	\$20.00 - \$41.35	\$21.43	\$22.50
- Sunset	\$13.44	\$14.25	No comparison	\$13.81	\$14.50
<u>Shoulder Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$28.77	\$30.50	No comparison	\$29.05	\$30.50
- Early Bird (9 holes)	\$16.98	\$18.00	No comparison	\$17.14	\$18.00
- 1st twilight fee	\$23.58	\$24.99	No comparison	\$23.81	\$25.00
- 2nd twilight fee	\$16.51	\$17.50	No comparison	\$16.67	\$17.50
- Sunset	\$12.26	\$13.00	No comparison	\$12.38	\$13.00
<u>Weekend</u>					
- 18 hole daily	\$34.43	\$36.50	No comparison	\$35.24	\$37.00
- Early Bird (9 holes)	\$19.81	\$21.00	No comparison	\$20.24	\$21.25
- 1st twilight fee	\$26.65	\$28.25	No comparison	\$27.14	\$28.50
- 2nd twilight fee	\$17.92	\$19.00	No comparison	\$18.33	\$19.25
- Sunset	\$12.97	\$13.75	No comparison	\$13.09	\$13.74

**PROPOSED 2008 GOLF FEE SCHEDULE**

SERVICES	2007 FEE		2008 MARKET RANGE OF FEE	PROPOSED 2008 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>a) BURNABY MOUNTAIN (Cont'd)</b>					
<u>Adult (Cont'd)</u>					
<u>Winter Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$26.42	\$28.00	\$31.00 - \$51.95	\$26.67	\$28.00
- Early Bird (9 holes)	\$15.33	\$16.25	No comparison	\$15.48	\$16.25
- Twilight Fee	\$18.87	\$20.00	No comparison	\$19.05	\$20.00
- Sunset	\$10.85	\$11.50	No comparison	\$10.95	\$11.50
<u>Weekend</u>					
- 18 hole daily	\$31.13	\$33.00	\$32.00 - \$62.50	\$31.43	\$33.00
- Early Bird (9 holes)	\$18.87	\$20.00	No comparison	\$19.05	\$20.00
- Twilight Fee	\$21.70	\$23.00	No comparison	\$21.90	\$23.00
- Sunset	\$11.79	\$12.50	No comparison	\$11.90	\$12.50
<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	\$24.76	\$26.25	\$31.79 - \$65.50	\$25.00	\$26.25
- Early Bird (9 holes)	\$14.15	\$15.00	No comparison	\$14.29	\$15.00
- 1st twilight fee	\$19.81	\$21.00	No comparison	\$20.00	\$21.00
- 2nd twilight fee	\$14.15	\$15.00	No comparison	\$14.29	\$15.00
- Sunset	\$9.43	\$10.00	No comparison	\$9.52	\$10.00
- Friday am Special (18 holes)	\$28.30	\$30.00	No comparison	\$29.52	\$31.00
- Friday am Special (9 holes)	\$16.98	\$18.00	No comparison	\$17.62	\$18.50
<u>Shoulder Season</u>					
- 18 hole daily	\$21.46	\$22.75	No comparison	\$21.67	\$22.75
- Early Bird (9 holes)	\$12.74	\$13.50	No comparison	\$12.86	\$13.50
- 1st twilight fee	\$17.22	\$18.25	No comparison	\$17.38	\$18.25
- 2nd twilight fee	\$12.26	\$13.00	No comparison	\$12.38	\$13.00
- Sunset	\$8.96	\$9.50	No comparison	\$9.05	\$9.50
- Friday am Special (18 holes)	\$25.47	\$27.00	No comparison	\$25.71	\$27.00
- Friday am Special (9 holes)	\$15.09	\$16.00	No comparison	\$15.24	\$16.00

**PROPOSED 2008 GOLF FEE SCHEDULE**

SERVICES	2007 FEE		2008 MARKET RANGE OF FEE	PROPOSED 2008 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>a) <u>BURNABY MOUNTAIN (Cont'd)</u></b>					
<b>Senior (Cont'd)</b>					
<b>- All Senior rates effective Monday through Thursday only.</b>					
<b>- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.</b>					
<b>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</b>					
<u>Winter Season</u>					
- 18 hole daily	\$19.81	\$21.00	\$22.40 - \$51.95	\$20.00	\$21.00
- Early Bird (9 holes)	\$11.32	\$12.00	No comparison	\$11.43	\$12.00
- Twilight Fee	\$14.15	\$15.00	No comparison	\$14.29	\$15.00
- Sunset	\$8.25	\$8.75	No comparison	\$8.33	\$8.75
- Friday am Special (18 holes)	\$23.11	\$24.50	No comparison	\$23.33	\$24.50
- Friday am Special ( 9 holes)	\$13.92	\$14.76	No comparison	\$14.05	\$14.75
<b>Junior</b>					
<b>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</b>					
<u>Regular Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$21.46	\$22.75	\$23.00 - \$73.00	\$21.67	\$22.75
- Early Bird (9 holes)	\$12.26	\$13.00	No comparison	\$12.38	\$13.00
- 1st twilight fee	\$17.22	\$18.25	No comparison	\$17.38	\$18.25
- 2nd twilight (weekday/weekend)	\$12.26	\$13.00	No comparison	\$12.38	\$13.00
- Sunset (weekday/weekend)	\$8.96	\$9.50	No comparison	\$9.05	\$9.50
<u>Weekend</u>					
- 18 hole daily	\$39.62	\$42.00	\$47.00 - \$69.55	\$40.95	\$43.00
- Early Bird (9 holes)	\$22.64	\$24.00	No comparison	\$23.09	\$24.24
- 1st twilight fee	\$30.19	\$32.00	No comparison	\$30.95	\$32.50
- Friday am Special (18 holes)	\$23.58	\$25.00	No comparison	\$25.71	\$27.00
- Friday am Special ( 9 holes)	\$15.80	\$16.75	No comparison	\$16.19	\$17.00

**PROPOSED 2008 GOLF FEE SCHEDULE**

SERVICES	2007 FEE		2008 MARKET RANGE OF FEE	PROPOSED 2008 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>a) <u>BURNABY MOUNTAIN (Cont'd)</u></b>					
<b>Junior (Cont'd)</b>					
<b>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</b>					
<b><u>Shoulder Season</u></b>					
<b><u>Weekday</u></b>					
- 18 hole daily	\$18.63	\$19.75	No comparison	\$18.81	\$19.75
- Early Bird (9 holes)	\$10.85	\$11.50	No comparison	\$10.95	\$11.50
- 1st twilight fee	\$15.09	\$16.00	No comparison	\$15.24	\$16.00
- 2nd twilight (weekday/weekend)	\$10.61	\$11.25	No comparison	\$10.71	\$11.25
- Sunset (weekday/weekend)	\$8.25	\$8.75	No comparison	\$8.33	\$8.75
<b><u>Weekend</u></b>					
- 18 hole daily	\$34.43	\$36.50	No comparison	\$35.24	\$37.00
- Early Bird (9 holes)	\$19.81	\$21.00	No comparison	\$20.24	\$21.25
- 1st twilight fee	\$26.50	\$28.00	No comparison	\$27.14	\$28.50
- Friday am Special (18 holes)	\$22.41	\$23.75	No comparison	\$22.86	\$24.00
- Friday am Special (9 holes)	\$13.68	\$14.50	No comparison	\$14.05	\$14.75
<b><u>Winter Season</u></b>					
<b><u>Weekday</u></b>					
- 18 hole daily	\$16.98	\$18.00	\$16.00 - \$30.74	\$17.14	\$18.00
- Early Bird (9 holes)	\$9.91	\$10.50	No comparison	\$10.00	\$10.50
- Twilight fee	\$12.03	\$12.75	No comparison	\$12.14	\$12.75
- Sunset	\$7.31	\$7.75	No comparison	\$7.38	\$7.75
<b><u>Weekend</u></b>					
- 18 hole daily	\$31.13	\$33.00	\$16.00 - \$41.34	\$31.43	\$33.00
- Early Bird (9 holes)	\$18.87	\$20.00	No comparison	\$19.05	\$20.00
- Twilight fee	\$15.80	\$16.75	No comparison	\$16.19	\$17.00
- Sunset	\$7.31	\$7.75	No comparison	\$7.38	\$7.75
- Friday am Special (18 holes)	\$20.05	\$21.25	No comparison	\$20.24	\$21.25
- Friday am Special (9 holes)	\$12.26	\$13.00	No comparison	\$12.38	\$13.00

**PROPOSED 2008 GOLF FEE SCHEDULE**

SERVICES	2007 FEE		2008 MARKET RANGE OF FEE	PROPOSED 2008 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>b) <u>RIVERWAY GOLF COURSE</u></b>					
<b>Adult</b>					
<b><u>Regular Season</u></b>					
<b><u>Weekday</u></b>					
- 18 hole daily	\$42.45	\$45.00	\$55.00 - \$93.28	\$42.86	\$45.00
- Early Bird (9 holes)	\$25.00	\$26.50	No comparison	\$25.24	\$26.50
- 1st twilight fee	\$33.49	\$35.50	\$40.00 - \$84.00	\$33.81	\$35.50
- 2nd twilight fee	\$24.06	\$25.50	\$25.00 - \$84.00	\$24.29	\$25.50
- Sunset	\$15.57	\$16.50	No comparison	\$15.71	\$16.50
<b><u>Weekend</u></b>					
- 18 hole daily	\$49.06	\$52.00	\$58.00 - \$103.88	\$50.48	\$53.00
- Early Bird (9 holes)	\$28.77	\$30.50	No comparison	\$29.52	\$31.00
- 1st twilight fee	\$36.79	\$39.00	\$40.00 - \$94.00	\$39.05	\$41.00
- 2nd twilight fee	\$26.18	\$27.75	\$25.00 - \$94.00	\$27.62	\$29.00
- Sunset	\$16.51	\$17.50	No comparison	\$17.14	\$18.00
<b><u>Shoulder Season</u></b>					
<b><u>Weekday</u></b>					
- 18 hole daily	\$37.74	\$40.00	No comparison	\$38.09	\$39.99
- Early Bird (9 holes)	\$21.46	\$22.75	No comparison	\$21.67	\$22.75
- 1st twilight fee	\$29.25	\$31.00	No comparison	\$29.52	\$31.00
- 2nd twilight fee	\$20.75	\$22.00	No comparison	\$20.95	\$22.00
- Sunset	\$14.86	\$15.75	No comparison	\$15.00	\$15.75
<b><u>Weekend</u></b>					
- 18 hole daily	\$42.45	\$45.00	No comparison	\$43.81	\$46.00
- Early Bird (9 holes)	\$24.76	\$26.25	No comparison	\$25.24	\$26.50
- 1st twilight fee	\$31.60	\$33.50	No comparison	\$32.38	\$34.00
- 2nd twilight fee	\$22.88	\$24.25	No comparison	\$23.33	\$24.50
- Sunset	\$15.57	\$16.50	No comparison	\$15.71	\$16.50

**PROPOSED 2008 GOLF FEE SCHEDULE**

SERVICES	2007 FEE		2008 MARKET RANGE OF FEE	PROPOSED 2008 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	\$33.02	\$35.00	\$31.00 - \$51.94	\$33.33	\$35.00
- Early Bird (9 holes)	\$19.58	\$20.75	No comparison	\$19.76	\$20.75
- Twilight Fee	\$23.58	\$25.00	No comparison	\$23.81	\$25.00
- Sunset	\$14.86	\$15.75	No comparison	\$15.00	\$15.75
<u>Weekend</u>					
- 18 hole daily	\$37.74	\$40.00	\$32.00 - \$62.54	\$38.33	\$40.25
- Early Bird (9 holes)	\$23.82	\$25.25	No comparison	\$24.05	\$25.25
- Twilight Fee	\$25.47	\$27.00	No comparison	\$25.71	\$27.00
- Sunset	\$15.33	\$16.25	No comparison	\$15.48	\$16.25
<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	\$31.84	\$33.75	\$38.50 - \$90.10	\$32.14	\$33.75
- Early Bird (9 holes)	\$18.63	\$19.75	No comparison	\$18.81	\$19.75
- 1st twilight fee	\$24.53	\$26.00	No comparison	\$24.76	\$26.00
- 2nd twilight fee	\$17.92	\$19.00	No comparison	\$18.10	\$19.01
- Sunset	\$11.56	\$12.25	No comparison	\$11.67	\$12.25
- Friday am Special (18 holes)	\$36.79	\$39.00	No comparison	\$40.00	\$42.00
- Friday am Special (9 holes)	\$21.70	\$23.00	No comparison	\$22.86	\$24.00
<u>Shoulder Season</u>					
- 18 hole daily	\$28.07	\$29.75	No comparison	\$28.33	\$29.75
- Early Bird (9 holes)	\$16.04	\$17.00	No comparison	\$16.19	\$17.00
- 1st twilight fee	\$21.93	\$23.25	No comparison	\$22.14	\$23.25
- 2nd twilight fee	\$15.57	\$16.50	No comparison	\$15.71	\$16.50
- Sunset	\$11.08	\$11.75	No comparison	\$11.19	\$11.75
- Friday am Special (18 holes)	\$31.13	\$33.00	No comparison	\$31.43	\$33.00
- Friday am Special (9 holes)	\$18.87	\$20.00	No comparison	\$19.05	\$20.00

**PROPOSED 2008 GOLF FEE SCHEDULE**

SERVICES	2007 FEE		2008 MARKET RANGE OF FEE	PROPOSED 2008 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>b) <u>RIVERWAY GOLF COURSE (Cont'd)</u></b>					
<b>Senior (Cont'd)</b>					
<b>- All Senior rates effective Monday through Thursday only.</b>					
<b>- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.</b>					
<b>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</b>					
<u>Winter Season</u>					
- 18 hole daily	\$24.76	\$26.25	\$26.25 - \$84.00	\$25.00	\$26.25
- Early Bird (9 holes)	\$14.62	\$15.50	No comparison	\$14.76	\$15.50
- Twilight Fee	\$17.92	\$19.00	No comparison	\$18.09	\$18.99
- Sunset	\$11.08	\$11.74	No comparison	\$11.19	\$11.75
- Friday am Special (18 holes)	\$28.30	\$30.00	No comparison	\$28.57	\$30.00
- Friday am Special ( 9 holes)	\$17.69	\$18.75	No comparison	\$17.86	\$18.75
<b>Junior</b>					
<b>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</b>					
<u>Regular Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$27.59	\$29.25	\$25.00 - \$85.00	\$27.86	\$29.25
- Early Bird (9 holes)	\$16.04	\$17.00	No comparison	\$16.19	\$17.00
- 1st twilight fee	\$21.70	\$23.00	No comparison	\$21.90	\$23.00
- 2nd twilight (weekday/weekend)	\$15.57	\$16.50	No comparison	\$15.71	\$16.50
- Sunset (weekday/weekend)	\$10.85	\$11.50	No comparison	\$10.95	\$11.50
<u>Weekend</u>					
- 18 hole daily	\$49.06	\$52.00	\$29.00 - \$100.70	\$50.48	\$53.00
- Early Bird (9 holes)	\$28.77	\$30.50	No comparison	\$29.52	\$31.00
- 1st twilight fee	\$36.79	\$39.00	No comparison	\$39.05	\$41.00
- Friday am Special (18 holes)	\$31.60	\$33.50	No comparison	\$34.29	\$36.00
- Friday am Special ( 9 holes)	\$19.10	\$20.25	No comparison	\$20.48	\$21.50

**PROPOSED 2008 GOLF FEE SCHEDULE**

SERVICES	2007 FEE		2008 MARKET RANGE OF FEE	PROPOSED 2008 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>b) RIVERWAY GOLF COURSE (Cont'd)</b>					
<b>Junior (Cont'd)</b>					
<b>- Friday a.m. 18 and 9 hole Special is not available on Statutory Holidays.</b>					
<b>Shoulder Season</b>					
<u>Weekday</u>					
- 18 hole daily	\$24.06	\$25.50	No comparison	\$24.29	\$25.50
- Early Bird (9 holes)	\$13.92	\$14.75	No comparison	\$14.05	\$14.75
- 1st twilight fee	\$18.87	\$20.00	No comparison	\$19.05	\$20.00
- 2nd Twilight (weekday/weekend)	\$13.68	\$14.50	No comparison	\$13.81	\$14.50
- Sunset (weekday/weekend)	\$9.67	\$10.25	No comparison	\$9.76	\$10.25
<u>Weekend</u>					
- 18 hole daily	\$42.45	\$45.00	No comparison	\$43.81	\$46.00
- Early Bird (9 holes)	\$24.53	\$26.00	No comparison	\$25.24	\$26.50
- 1st twilight fee	\$28.30	\$30.00	No comparison	\$30.48	\$32.00
- Friday am Special (18 holes)	\$27.59	\$29.25	No comparison	\$28.57	\$30.00
- Friday am Special ( 9 holes)	\$16.04	\$17.00	No comparison	\$16.43	\$17.25
<b>Winter Season</b>					
<u>Weekday</u>					
- 18 hole daily	\$21.46	\$22.75	\$21.00 - \$84.00	\$21.67	\$22.75
- Early Bird (9 holes)	\$13.44	\$14.25	No comparison	\$13.57	\$14.25
- Twilight Fee	\$15.33	\$16.25	No comparison	\$15.48	\$16.25
- Sunset	\$9.67	\$10.25	No comparison	\$9.76	\$10.25
<u>Weekend</u>					
- 18 hole daily	\$37.74	\$40.00	\$21.00 - \$94.00	\$38.33	\$40.25
- Early Bird (9 holes)	\$23.82	\$25.25	No comparison	\$24.05	\$25.25
- Twilight Fee	\$16.98	\$18.00	No comparison	\$17.14	\$18.00
- Sunset	\$9.67	\$10.25	No comparison	\$9.76	\$10.25
- Friday am Special (18 holes)	\$24.53	\$26.00	No comparison	\$24.76	\$26.00
- Friday am Special ( 9 holes)	\$15.33	\$16.25	No comparison	\$15.95	\$16.75

**PROPOSED 2008 GOLF FEE SCHEDULE**

SERVICES	2007 FEE		2008 MARKET RANGE OF FEE	PROPOSED 2008 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>c) LOYALTY PASS (Bby. Mtn. + Riverway)</b> - Valid any time at Riverway + Burnaby Mountain - May be used at Pitch & Putt facilities (2008 +) - 2 Year Expiry from date of purchase or re-load - Posted Green Fee Rate will be deducted from card - 10% added value given at time of purchase  Adult (Value = \$550.00) Junior/Senior (Value = \$330.00)	\$500.00 \$300.00		No comparison No comparison	\$500.00 \$300.00	
<b>d) LOYALTY PASS (Central Park + Kensington)</b> - Valid any time at Kensington + Central Park Pitch & Putts Only - 2 Year Expiry from date of purchase or re-load - Posted Green Fee Rate will be deducted from card - 10% added value given at time of purchase  Adult (Value = \$110.00) Junior/Senior (Value = \$110.00)	\$100.00 \$100.00		No comparison No comparison	\$100.00 \$100.00	
<b>e) VIP - LOYALTY PASS (Bby. Mtn. + Riverway)</b> - Available to current VIP Pass Holders only - Valid any time at Riverway + Burnaby Mountain - May be used at Pitch & Putt facilities (2008 +) - 2 Year Expiry Date from date of last re-load - Posted Green Fee Rate will be deducted from card - 20% added value given at time of re-load  VIP - Senior (Value = \$1,800.00)	\$1,500.00		No comparison	\$1,500.00	

PROPOSED 2008 GOLF FEE SCHEDULE

SERVICES	2007 FEE		2008 MARKET RANGE OF FEE	PROPOSED 2008 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<p><b>e) <u>GOLF TOURNAMENTS</u></b></p> <p><b>Tournament Package</b>                      Total fee will include all of the following:                      - Adult Green Fee (based on course/season)                      - Tournament Administration Fee                      - Pro Shop Voucher                      - Food &amp; Beverage Voucher</p>	See Adult Green Fees \$5.66 \$5.66 \$8.49	\$6.00 \$6.00 \$9.00	No comparison No comparison \$10.00 - \$30.00	See Adult Green Fees \$5.71 \$5.71 \$8.57	\$6.00 \$6.00 \$9.00
<p><b>f) <u>COURTESY PASSES &amp; PROMOTIONS</u></b></p> <p>Used for promotional activities, public relations initiatives or to reimburse for disruption in services.</p> <p>Maximum annual value - \$40,000</p>					
<p><b>g) <u>DRIVING RANGES</u></b></p> <p>Warm-up special                      1 token                      3 tokens                      10 tokens                      50 tokens</p>	\$2.83 \$4.72 \$11.79 \$28.30 \$127.36	\$3.00 \$5.00 \$12.50 \$30.00 \$135.00	No comparison \$ 3.75 - \$ 6.90 \$ 10.00 - \$ 40.00 \$ 30.00 - \$ 45.00 \$135.00 - \$199.00	\$2.86 \$4.76 \$11.90 \$28.57 \$128.57	\$3.00 \$5.00 \$12.50 \$30.00 \$135.00
<p><b>h) <u>ADVANCE BOOKING FEE</u></b></p> <p>Used for advanced bookings</p>	\$9.43	\$10.00		\$9.52	\$10.00

**PROPOSED 2008 GOLF FEE SCHEDULE**

SERVICES	2007 FEE		2008 MARKET RANGE OF FEE	PROPOSED 2008 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
<b>i) <u>PITCH AND PUTTS</u></b>					
<b>Weekday = Monday - Friday</b>					
<b>Weekend = Saturday + Sunday + Statutory Holidays</b>					
<b><u>Adult</u></b>					
<b><u>Weekday / Weekend</u></b>					
18 hole daily	\$9.67	\$10.25	\$9.90 - \$11.75	\$9.76	\$10.25
Twilight	\$6.60	\$7.00	\$5.70 - \$8.75	\$6.67	\$7.00
11 round (Not restricted)	\$91.12	\$96.59	No comparison		
<b><u>Senior</u></b>					
<b><u>Weekday</u></b>					
18 hole daily	\$7.31	\$7.75	\$7.75 - \$8.25	\$7.38	\$7.75
Twilight	\$5.19	\$5.50	\$4.70 - \$6.25	\$5.24	\$5.50
11 round (Restricted)	\$73.11	\$77.50	No comparison		
<b><u>Weekend</u></b>					
18 hole daily	\$9.67	\$10.25	\$7.75 - \$10.25	\$9.76	\$10.25
Twilight	\$5.19	\$5.50	\$5.50 - \$6.25	\$5.24	\$5.50
<b><u>Junior</u></b>					
<b><u>Weekday</u></b>					
18 hole daily	\$6.37	\$6.75	\$6.75 - \$8.75	\$6.43	\$6.75
Twilight	\$5.19	\$5.50	\$4.70 - \$6.50	\$5.24	\$5.50
- 11 round (Restricted)	\$63.68	\$67.50	No comparison		
<b><u>Weekend</u></b>					
18 hole daily	\$9.67	\$10.25	\$ 8.25 - \$10.25	\$9.76	\$10.25
Twilight	\$5.19	\$5.50	\$5.50 - \$6.50	\$5.24	\$5.50

DRIVING RANGE MARKET COMPARISON - 2008 RATES										
FACILITY	TOTAL # STALLS (HEATED)	PEAK SEASON			OFF SEASON PROMOTIONS					
		FEE	# OF BALLS	\$ / BALL	FEE	# OF BALLS	\$ / BALL	FEE	# OF BALLS	\$ / BALL
Burnaby Mountain 604 280-7355	BM - 32 (15)	\$3.00	25	\$0.12						
Riverway 604 280-4653	RW - 54 (25)	\$5.00 \$12.50 \$30.00 \$135.00	50 150 500 2,500	\$0.10 \$0.08 \$0.06 \$0.05	\$5.00	75	\$0.07	Extra 50% balls dispensed on any full Bucket (or greater) purchases		
Fraserview 604 257-6923	FR 45 (0)	\$4.00	40	\$0.10						
McCleery 604 257-8191	MC 35 (20)	\$10.00 \$30.00 \$50.00	120 400 800	\$0.08 \$0.08 \$0.06						
Hastings Range 604 298-2721	70 (3)	\$5.00 \$9.00 \$40.00	50 110 500	\$0.10 \$0.08 \$0.08				8:00 a.m. to 10:00 a.m. weekends and 9:00 a.m. to 12:00 p.m. Mon-Fri extra balls dispensed		
Meadows Golf Centre 604 465-4641	60 (35)	\$5.50 \$9.50	85 168	\$0.06 \$0.06						
Westwood Plateau 604 941-4236	60 (40)	\$5.85 \$55.00 \$225.00	50 500 5,000	\$0.12 \$0.11 \$0.05						
Mikasa 604 278-1101	67 (60)	\$5.50 \$170.00	60 3,000	\$0.09 \$0.06						
Musqueam (Eaglequest) 604 266-2334	80 (40)	\$8.50 \$5.50 * \$219.00 **	70 70 3,500	\$0.12 \$0.08 \$0.06						*Requires \$29.95 annual membership fee **Requires \$45.50 annual membership fee
Seymour Creek 604 987-7767	80 (40)	\$5.50 \$14.50 \$45.00	65 195 650	\$0.08 \$0.07 \$0.07				25% more 8 a.m. to 2:00 p.m. Mon-Fri		
University 604 224-7799	48 (0)	\$6.00 \$105.00 \$225.00	60 1,200 3,000	\$0.10 \$0.09 \$0.08						
Pacific Coast 604 278-7500	94 (14)	\$5.00 \$39.50 \$87.00	60 600 1,200	\$0.08 \$0.07 \$0.07						
Coquitlam (Eaglequest) 604 523-6400	67 (60)	\$7.09 \$52.95 *	60 600	\$0.12 \$0.09				Extra 50% balls at specified times		*Requires \$36.95 annual membership fee

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Burnaby Mountain Market Comparison - Proposed / Estimated Rates 2008 (ALL QUOTED WITH GST ADDED/INCLUDED)																				
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		
Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend		
Carnoustie	\$40.00	\$50.00	\$30.00	\$34.00	\$22.00	\$22.00	\$22.00	\$40.00	\$40.00	\$50.00	\$34.00	\$40.00	\$28.00	\$40.00	\$34.00	\$50.00	\$34.00	\$40.00		
Fort Langley	\$45.00	\$51.50	\$37.50	\$40.75	\$26.75	\$30.00	\$30.00	\$35.00	\$35.00	\$51.50	\$37.50	\$35.00	\$26.00	\$35.00	\$26.50	\$47.00	\$26.00	\$35.00		
Guildford	\$40.00	\$50.00	\$35.00	\$35.00	\$27.00	\$27.00	\$27.00	\$29.72	\$29.72	\$50.00	\$35.00	\$29.72	\$29.72	\$29.72	\$35.00	\$50.00	\$29.72	\$29.72		
Hazelmere	\$59.00	\$69.00	\$51.95	\$62.50	\$37.10	\$41.35	\$41.35	\$45.00	\$45.00	\$69.00	\$59.00	\$45.00	\$35.00	\$45.00	\$59.00	\$69.00	\$35.00	\$45.00		
Ledgeview	\$50.00	\$65.00	\$36.00	\$47.25	\$26.88	\$31.50	\$31.50	\$45.00	\$45.00	\$35.00	\$35.00	\$35.00	\$25.00	\$45.00	\$23.00	\$23.00	\$20.00	\$20.00		
Golden Eagle	\$40.00	\$66.00	\$35.00	\$45.00	\$30.00	\$35.00	\$35.00	\$44.00	\$44.00	\$32.00	\$32.00	\$32.00	\$27.00	\$44.00	\$24.00	\$24.00	\$20.00	\$20.00		
Newlands	\$35.00	\$50.00	\$31.00	\$40.00	\$27.00	\$34.00	\$34.00	\$35.00	\$35.00	\$50.00	\$32.00	\$32.00	\$25.00	\$40.00	\$32.00	\$50.00	\$25.00	\$40.00		
Surrey	\$45.00	\$52.00	\$30.00	\$35.00	\$20.00	\$26.00	\$26.00	\$42.00	\$42.00	\$52.00	\$40.00	\$40.00	\$27.30	\$42.00	\$25.00	\$50.00	\$24.75	\$42.00		
McCleery	\$52.50	\$55.50	\$39.50	\$41.50	\$26.25	\$27.75	\$27.75	\$39.50	\$39.50	\$55.50	\$36.75	\$36.75	\$27.75	\$27.75	\$26.25	\$55.50	\$19.75	\$19.75		
Langara	\$48.50	\$51.00	\$36.50	\$38.75	\$24.25	\$25.75	\$25.75	\$24.50	\$24.50	\$51.00	\$34.00	\$34.00	\$17.25	\$17.25	\$24.25	\$51.00	\$12.25	\$12.25		
Burnaby Mtn	\$35.00	\$43.00	\$28.25	\$33.00	\$20.00	\$22.50	\$22.50	\$33.00	\$33.00	\$43.00	\$26.25	\$26.25	\$21.00	\$33.00	\$22.75	\$43.00	\$18.00	\$33.00		
Local external market average (BMGC not included)	\$45.50	\$55.00	\$36.25	\$41.98	\$26.72	\$30.04	\$30.04	\$37.97	\$37.97	\$52.00	\$37.53	\$37.53	\$26.80	\$36.57	\$30.90	\$46.95	\$24.05	\$30.37		
BM Below or above market average	-23.08%	-21.82%	-22.06%	-21.38%	-25.16%	-25.09%	-11.19%	-13.09%	-30.05%	-17.31%	-21.65%	-9.77%	-26.38%	-8.41%	-25.15%	8.65%				

\* Golden Eagles Jr weekend rates after 1:00 p.m.

Riverway Market Comparison - Proposed / Estimated Rates for 2008 (ALL QUOTED WITH GST ADDED/INCLUDED)																	
	ADULT						SENIOR			JUNIOR							
	PEAK / REGULAR SEASON			OFF-SEASON			PEAK SEASON			OFF-SEASON			PEAK SEASON		OFF-SEASON		
	18 Holes	1st Twilight	2nd Twilight	18 Holes	Weekend	Weekday	18 Holes	Weekend	Weekday	18 Holes	Weekend	Weekday	18 Holes	Weekend	Weekday	18 Holes	Weekend
Mayfair Lakes	\$79.00	\$59.00	\$45.00	\$55.00	\$45.00	\$45.00	\$59.00	\$59.00	\$49.00	\$49.00	\$49.00	\$59.00	\$59.00	\$49.00	\$49.00	\$49.00	\$49.00
Morgan Creek *Jr/Sr Mo/Tu only	\$93.28	\$62.54	\$41.34	\$65.00	\$41.34	\$41.34	\$58.30	\$103.88	\$43.46	\$51.94	\$51.94	\$37.10	\$47.70	\$37.10	\$47.70	\$47.70	\$47.70
Meadow Gdns	\$90.10	\$79.50	\$68.90	\$57.75	\$79.50	\$79.50	\$90.10	\$100.70	\$57.75	\$57.75	\$57.75	\$37.10	\$100.70	\$37.10	\$100.70	\$42.00	\$57.75
Northlands	\$63.00	\$50.00	\$45.00	\$35.00	\$47.00	\$47.00	\$37.50	\$65.00	\$30.00	\$40.00	\$40.00	\$30.00	\$30.00	\$30.00	\$25.00	\$25.00	\$25.00
Northview Ridge	\$85.00	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00	\$85.00	\$95.00	\$70.00	\$80.00	\$80.00	\$85.00	\$95.00	\$70.00	\$80.00	\$80.00	\$80.00
Northview Canal	\$70.00	\$50.00	\$25.00	\$50.00	\$25.00	\$25.00	\$55.00	\$80.00	\$40.00	\$50.00	\$50.00	\$25.00	\$95.00	\$25.00	\$25.00	\$25.00	\$65.00
*Westwood Pl.	\$84.00	\$84.00	\$84.00	-	\$84.00	\$94.00	\$84.00	\$94.00	-	-	-	\$84.00	\$94.00	-	-	-	-
Swanaset (Resort)	\$65.00	\$49.00	\$39.00	\$35.00	\$39.00	\$39.00	\$59.00	\$69.00	\$49.00	\$59.00	\$59.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00
University	\$65.00	\$40.00	\$40.00	\$45.00	\$40.00	\$40.00	\$50.00	\$75.00	\$30.00	\$45.00	\$45.00	\$45.00	\$70.00	\$35.00	\$35.00	\$45.00	\$45.00
Fraserview	\$56.00	\$42.00	\$28.00	\$42.00	\$29.50	\$29.50	\$39.25	\$59.00	\$29.75	\$42.00	\$42.00	\$28.00	\$59.00	\$21.00	\$21.00	\$21.00	\$21.00
Riverway	\$45.00	\$35.50	\$25.50	\$35.00	\$29.00	\$29.00	\$33.75	\$53.00	\$26.25	\$40.25	\$40.25	\$29.25	\$53.00	\$22.75	\$22.75	\$40.25	\$40.25
Local external market average (RWGC not included)	\$75.04	\$57.60	\$47.62	\$49.42	\$50.03	\$50.03	\$61.72	\$80.06	\$44.33	\$52.74	\$52.74	\$46.52	\$68.54	\$37.68	\$37.68	\$47.27	\$47.27
RW below or above market average	-40.03%	-38.37%	-33.21%	-29.17%	-42.04%	-46.46%	-45.31%	-33.80%	-40.78%	-23.69%	-37.12%	-22.67%	-39.62%	-14.85%	-39.62%	-14.85%	-14.85%

\*cart rentals included in standard posted Green fees at Westwood Plateau. These fees have been adjusted to reflect green fee portion only

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Pitch & Putt Market Comparison - Proposed / Estimated Rates for 2008 (ALL QUOTED WITH GST ADDED/INCLUDED)												
	ADULT				SENIOR				JUNIOR			
	PEAK / REGULAR SEASON				PEAK / REGULAR SEASON				PEAK / REGULAR SEASON			
	18 Holes		Twilight		18 Holes		Twilight		18 Holes		Twilight	
	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend	Weekday	Weekend
Rupert Park	\$11.25	\$11.25	\$8.50	\$8.50	\$8.00	\$11.25	\$6.00	\$8.50	\$8.50	\$11.25	\$6.50	\$8.50
Stanley Park	\$12.00	\$12.00	\$9.00	\$9.00	\$8.50	\$12.00	\$6.50	\$9.00	\$9.00	\$12.00	\$6.75	\$9.00
Queen Elizabeth	\$12.00	\$12.00	\$9.00	\$9.00	\$8.50	\$12.00	\$6.50	\$9.00	\$9.00	\$12.00	\$6.75	\$9.00
W. Richmond (9 holes played twice)	\$9.90	\$9.90	\$5.70	\$5.70	\$8.15	\$9.90	\$4.70	\$5.70	\$8.15	\$9.90	\$4.70	\$5.70
Kensington/ Central	\$10.25	\$10.25	\$7.00	\$7.00	\$7.75	\$10.25	\$5.50	\$5.50	\$6.75	\$10.25	\$5.50	\$5.50
Local external market average (Bby Pitch & Putts not included)	\$11.29	\$11.29	\$8.05	\$8.05	\$8.29	\$11.29	\$5.93	\$8.05	\$8.66	\$11.29	\$6.18	\$8.05
Burnaby below or above market average	-9.19%	-9.19%	-13.04%	-13.04%	-6.49%	-9.19%	-7.17%	-31.68%	-22.08%	-9.19%	-10.93%	-31.68%

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