



Item
Meeting2011 Mar 21

COUNCIL REPORT

TO: CITY MANAGER **DATE:** 2011 March 17
FROM: DIRECTOR PARKS, RECREATION & CULTURAL SERVICES
SUBJECT: 2011 BURNABY GOLF FEES BYLAW
PURPOSE: To request approval for the 2011 Burnaby Golf Fees Bylaw.

RECOMMENDATION:

1. **THAT** approval be given for the 2011 Burnaby Golf Fees Bylaw as detailed on Attachment #1.

REPORT

At its 'Open' Meeting of 2011 March 16, 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

MC:tc

Attachment

P:\ADMIN\TC\DATA\COUNCIL\110316\PK - 2011 BURNABY GOLF FEES BYLAW

Copied to: City Solicitor
Director Finance

TO: CHAIR AND MEMBERS
PARKS, RECREATION & CULTURE COMMISSION

FROM: DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

SUBJECT: 2011 BURNABY GOLF FEES BYLAW

RECOMMENDATIONS:

1. **THAT** the 2011 Golf Fees be approved as outlined in this report.
2. **THAT** Council be requested to approve the 2011 Burnaby Golf Fees Bylaw as detailed on Attachment #1.

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 2011 Burnaby Golf Fees Bylaw will apply for the period 2011 May 01 to 2012 April 30.

The 2011 fees for golf services 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 2011 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. Market saturation and the dramatic decrease in rounds due to poor weather and subsequent course conditions in recent years has caused the local golf market to become increasingly 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 to create value for the customer, and improve utilization and profitability for our sites.

2011 GOLF SERVICES – FEE DETERMINATION

The following factors were considered in the determination of the 2011 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 base 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 the nearest \$0.25 of the existing base rates, excluding all applicable taxes.

2011 GOLF SERVICES - FEE RECOMMENDATIONS

1. Maintain current green fee and service rates at Burnaby Mountain, Riverway, Kensington and Central Park Pitch and Putts to maintain and encourage occupancy percentages and increase market position.
2. Increase driving range fees on one and three bucket (50 and 150 balls) sales by \$.25; the ten bucket (500 balls) sales by \$3.75; and the fifty bucket (2,500 balls) by \$1.00. This will achieve a more consistent percentage discounting philosophy with respect to volume purchases. Continue to offer low season increased ball counts per bucket transaction.
3. Increase the \$9.00 minimum fee requirement per person within the tournament package to a \$16.00 minimum. This is required to offer improved lunch and/or dinner banquet options for functions operating in both the new Clubhouse and the existing Eagle Creek facility.

To: Parks, Recreation & Culture Commission
From: Director Parks, Recreation and Cultural Services
Re: 2011 BURNABY GOLF FEES BYLAW

..... Page 4

Golf Services - Definition of Weekday/Weekend

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

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

- Sunrise specials are 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 2011 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 current golf industry. It is recommended that the 2011 golf fees be approved as outlined.



Dave Ellenwood
DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

DOC:lmr

Attachments (2)

p:\Admin\Golf\golffeebylaw\2011GolfFeesBylawReport.doc

Copied to: Director of Finance
City Solicitor

PROPOSED 2011 GOLF FEE SCHEDULE

SERVICES	2010 FEE		2011 MARKET RANGE OF FEE	2011 FEE		
	Base fee	Incl. HST		Base fee	Incl. HST	
GOLF	Weekday = Monday - Thursday		Rates in effect 2011 May 01 to 2012 April 30			
	Weekend = Friday - Sunday + Stat. Holidays					
a) BURNABY MOUNTAIN						
Adult						
Regular Season						
<u>Weekday</u>	- 18 hole daily	\$36.00	\$40.32	\$35.00 to \$54.50	\$36.00	\$40.32
	- Early Bird (9 holes)	\$21.00	\$23.52	no comparison	\$21.00	\$23.52
	- Sunrise	\$33.00	\$36.96	"	\$33.00	\$36.96
	- 1st twilight fee	\$29.00	\$32.48	"	\$29.00	\$32.48
	- 2nd twilight fee	\$20.50	\$22.96	"	\$20.50	\$22.96
	- Sunset	\$14.00	\$15.68	"	\$14.00	\$15.68
<u>Weekend</u>	- 18 hole daily	\$45.00	\$50.40	\$45.00 to \$60.75	\$45.00	\$50.40
	- Early Bird (9 holes)	\$25.00	\$28.00	no comparison	\$25.00	\$28.00
	- Sunrise (Friday only)	\$36.00	\$40.32	"	\$36.00	\$40.32
	- 1st twilight fee	\$34.00	\$38.08	"	\$34.00	\$38.08
	- 2nd twilight fee	\$23.00	\$25.76	"	\$23.00	\$25.76
	- Sunset	\$14.75	\$16.52	"	\$14.75	\$16.52
Off Season						
<u>Weekday</u>	- 18 hole daily	\$31.00	\$34.72	\$17.50 - \$31.00	\$31.00	\$34.72
	- Early Bird (9 holes)	\$18.50	\$20.72	no comparison	\$18.50	\$20.72
	- Sunrise	\$28.00	\$31.36	"	\$28.00	\$31.36
	- 1st twilight fee	\$25.00	\$28.00	"	\$25.00	\$28.00
	- 2nd twilight fee	\$17.75	\$19.88	"	\$17.75	\$19.88
	- Sunset	\$13.00	\$14.56	"	\$13.00	\$14.56
<u>Weekend</u>	- 18 hole daily	\$38.00	\$42.56	\$17.50 - \$38.00	\$38.00	\$42.56
	- Early Bird (9 holes)	\$21.50	\$24.08	no comparison	\$21.50	\$24.08
	- Sunrise (Friday only)	\$31.00	\$34.72	"	\$31.00	\$34.72
	- 1st twilight fee	\$29.00	\$32.48	"	\$29.00	\$32.48
	- 2nd twilight fee	\$19.50	\$21.84	"	\$19.50	\$21.84
	- Sunset	\$13.50	\$15.12	"	\$13.50	\$15.12

PROPOSED 2011 GOLF FEE SCHEDULE

SERVICES	2010 FEE		2011 MARKET RANGE OF FEE	2011 FEE		
	Base fee	Incl. HST		Base fee	Incl. HST	
a) <u>BURNABY MOUNTAIN (Cont'd)</u>						
	- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays. - Sunrise Special is not available on Statutory Holidays.					
<u>Senior</u>						
<u>Regular Season</u>						
<u>Weekday</u>	- 18 hole daily	\$27.00	\$30.24	25.00 - 39.00	\$27.00	\$30.24
	- Early Bird (9 holes)	\$15.50	\$17.36	no comparison	\$15.50	\$17.36
	- Sunrise	\$24.25	\$27.16	"	\$24.25	\$27.16
	- 1st twilight fee	\$22.00	\$24.64	"	\$22.00	\$24.64
	- 2nd twilight fee	\$15.50	\$17.36	"	\$15.50	\$17.36
	- Sunset	\$10.25	\$11.48	"	\$10.25	\$11.48
<u>Weekend</u>	- 18 hole daily	\$45.00	\$50.40	\$45.00 - \$59.00	\$45.00	\$50.40
	- Early Bird (9 holes)	\$25.00	\$28.00	"	\$25.00	\$28.00
	- Sunrise (Friday only)	\$27.00	\$30.24	"	\$27.00	\$30.24
	- 1st twilight fee	\$34.00	\$38.08	"	\$34.00	\$38.08
	- 2nd twilight fee	\$23.00	\$25.76	"	\$23.00	\$25.76
	- Sunset	\$14.75	\$16.52	"	\$14.75	\$16.52
<u>Off Season</u>						
<u>Weekday</u>	- 18 hole daily	\$23.25	\$26.04	no comparison	\$23.25	\$26.04
	- Early Bird (9 holes)	\$13.75	\$15.40	"	\$13.75	\$15.40
	- Sunrise	\$21.00	\$23.52	"	\$21.00	\$23.52
	- 1st twilight fee	\$18.50	\$20.72	"	\$18.50	\$20.72
	- 2nd twilight fee	\$13.25	\$14.84	"	\$13.25	\$14.84
	- Sunset	\$9.75	\$10.92	"	\$9.75	\$10.92
<u>Weekend</u>	- 18 hole daily	\$38.00	\$42.56	no comparison	\$38.00	\$42.56
	- Early Bird (9 holes)	\$21.50	\$24.08	"	\$21.50	\$24.08
	- Sunrise (Friday Only)	\$23.25	\$26.04	"	\$23.25	\$26.04
	- 1st twilight fee	\$29.00	\$32.48	"	\$29.00	\$32.48
	- 2nd twilight fee	\$19.50	\$21.84	"	\$19.50	\$21.84
	- Sunset	\$13.50	\$15.12	"	\$13.50	\$15.12

PROPOSED 2011 GOLF FEE SCHEDULE

SERVICES	2010 FEE		2011 MARKET RANGE OF FEE	2011 FEE		
	Base fee	Incl. HST		Base fee	Incl. HST	
a) BURNABY MOUNTAIN (Cont'd)						
	- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays. - Sunrise Special is not available on Statutory Holidays.					
Junior						
Regular Season						
<u>Weekday</u>	- 18 hole daily	\$23.50	\$26.32	23.00 - 39.00	\$23.50	\$26.32
	- Early Bird (9 holes)	\$13.25	\$14.84	no comparison	\$13.25	\$14.84
	- Sunrise	\$21.00	\$23.52	"	\$21.00	\$23.52
	- 1st twilight fee	\$19.00	\$21.28	"	\$19.00	\$21.28
	- 2nd twilight fee	\$13.50	\$15.12	"	\$13.50	\$15.12
	- Sunset	\$9.75	\$10.92	"	\$9.75	\$10.92
<u>Weekend</u>	- 18 hole daily	\$45.00	\$50.40	\$45.00 - \$59.00	\$45.00	\$50.40
	- Early Bird (9 holes)	\$25.00	\$28.00	"	\$25.00	\$28.00
	- Sunrise (Friday only)	\$23.50	\$26.32	"	\$23.50	\$26.32
	- 1st twilight fee	\$34.00	\$38.08	"	\$34.00	\$38.08
	- 2nd twilight fee	\$13.50	\$15.12	"	\$13.50	\$15.12
	- Sunset	\$9.75	\$10.92	"	\$9.75	\$10.92
Off Season						
<u>Weekday</u>	- 18 hole daily	\$20.00	\$22.40	no comparison	\$20.00	\$22.40
	- Early Bird (9 holes)	\$12.00	\$13.44	"	\$12.00	\$13.44
	- Sunrise	\$18.25	\$20.44	"	\$18.25	\$20.44
	- 1st twilight fee	\$16.25	\$18.20	"	\$16.25	\$18.20
	- 2nd twilight fee	\$11.75	\$13.16	"	\$11.75	\$13.16
	- Sunset	\$8.75	\$9.80	"	\$8.75	\$9.80
<u>Weekend</u>	- 18 hole daily	\$38.00	\$42.56	no comparison	\$38.00	\$42.56
	- Early Bird (9 holes)	\$21.50	\$24.08	"	\$21.50	\$24.08
	- Sunrise (Friday Only)	\$20.00	\$22.40	"	\$20.00	\$22.40
	- 1st twilight fee	\$29.00	\$32.48	"	\$29.00	\$32.48
	- 2nd twilight fee	\$11.75	\$13.16	"	\$11.75	\$13.16
	- Sunset	\$8.75	\$9.80	"	\$8.75	\$9.80

PROPOSED 2011 GOLF FEE SCHEDULE

SERVICES	2010 FEE		2011 MARKET RANGE OF FEE	2011 FEE	
	Base fee	Incl. HST		Base fee	Incl. HST
b) RIVERWAY GOLF COURSE					
Adult					
Regular Season					
<u>Weekday</u> - 18 hole daily	\$46.00	\$51.52	\$46.00 - \$58.50	\$46.00	\$51.52
- Early Bird (9 holes)	\$27.50	\$30.80	no comparison	\$27.50	\$30.80
- Sunrise	\$41.00	\$45.92	"	\$41.00	\$45.92
- 1st twilight fee	\$36.00	\$40.32	"	\$36.00	\$40.32
- 2nd twilight fee	\$26.25	\$29.40	"	\$26.25	\$29.40
- Sunset	\$16.50	\$18.48	"	\$16.50	\$18.48
<u>Weekend</u> - 18 hole daily	\$55.00	\$61.60	\$55.00 - \$65.00	\$55.00	\$61.60
- Early Bird (9 holes)	\$31.00	\$34.72	no comparison	\$31.00	\$34.72
- Sunrise (Friday only)	\$46.00	\$51.52	"	\$46.00	\$51.52
- 1st twilight fee	\$40.75	\$45.64	"	\$40.75	\$45.64
- 2nd twilight fee	\$29.25	\$32.76	"	\$29.25	\$32.76
- Sunset	\$18.00	\$20.16	"	\$18.00	\$20.16
Off Season					
<u>Weekday</u> - 18 hole daily	\$40.00	\$44.80	\$29.00 - \$40.00	\$40.00	\$44.80
- Early Bird (9 holes)	\$23.50	\$26.32	"	\$23.50	\$26.32
- Sunrise	\$36.00	\$40.32	"	\$36.00	\$40.32
- 1st twilight fee	\$31.00	\$34.72	"	\$31.00	\$34.72
- 2nd twilight fee	\$22.50	\$25.20	"	\$22.50	\$25.20
- Sunset	\$15.50	\$17.36	"	\$15.50	\$17.36
<u>Weekend</u> - 18 hole daily	\$46.00	\$51.52	\$36.00 - \$46.00	\$46.00	\$51.52
- Early Bird (9 holes)	\$27.50	\$30.80	"	\$27.50	\$30.80
- Sunrise (Friday only)	\$41.00	\$45.92	"	\$41.00	\$45.92
- 1st twilight fee	\$35.00	\$39.20	"	\$35.00	\$39.20
- 2nd twilight fee	\$24.50	\$27.44	"	\$24.50	\$27.44
- Sunset	\$16.50	\$18.48	"	\$16.50	\$18.48

PROPOSED 2011 GOLF FEE SCHEDULE

SERVICES	2010 FEE		2011 MARKET RANGE OF FEE	2011 FEE		
	Base fee	Incl. HST		Base fee	Incl. HST	
a) <u>Riverway (Cont'd)</u>						
	- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays. - Sunrise Special is not available on Statutory Holidays.					
Senior						
Regular Season						
<u>Weekday</u>	- 18 hole daily	\$34.50	\$38.64	\$34.50 - \$40.00	\$34.50	\$38.64
	- Early Bird (9 holes)	\$20.50	\$22.96	no comparison	\$20.50	\$22.96
	- Sunrise	\$30.00	\$33.60	"	\$30.00	\$33.60
	- 1st twilight fee	\$27.00	\$30.24	"	\$27.00	\$30.24
	- 2nd twilight fee	\$19.75	\$22.12	"	\$19.75	\$22.12
	- Sunset	\$12.50	\$14.00	"	\$12.50	\$14.00
<u>Weekend</u>	- 18 hole daily	\$55.00	\$61.60	\$45.00 - \$59.00	\$55.00	\$61.60
	- Early Bird (9 holes)	\$31.00	\$34.72	"	\$31.00	\$34.72
	- Sunrise (Friday only)	\$34.50	\$38.64	"	\$34.50	\$38.64
	- 1st twilight fee	\$40.75	\$45.64	"	\$40.75	\$45.64
	- 2nd twilight fee	\$29.25	\$32.76	"	\$29.25	\$32.76
	- Sunset	\$18.00	\$20.16	"	\$18.00	\$20.16
Off Season						
<u>Weekday</u>	- 18 hole daily	\$30.25	\$31.76	no comparison	\$30.25	\$31.76
	- Early Bird (9 holes)	\$17.25	\$18.11	"	\$17.25	\$18.11
	- Sunrise	\$27.00	\$28.35	"	\$27.00	\$28.35
	- 1st twilight fee	\$23.00	\$24.15	"	\$23.00	\$24.15
	- 2nd twilight fee	\$16.50	\$17.33	"	\$16.50	\$17.33
	- Sunset	\$12.00	\$12.60	"	\$12.00	\$12.60
<u>Weekend</u>	- 18 hole daily	\$46.00	\$48.30	no comparison	\$46.00	\$48.30
	- Early Bird (9 holes)	\$27.50	\$28.88	"	\$27.50	\$28.88
	- Sunrise (Friday Only)	\$30.25	\$31.76	"	\$30.25	\$31.76
	- 1st twilight fee	\$35.00	\$36.75	"	\$35.00	\$36.75
	- 2nd twilight fee	\$24.50	\$25.73	"	\$24.50	\$25.73
	- Sunset	\$16.50	\$17.33	"	\$16.50	\$17.33

PROPOSED 2011 GOLF FEE SCHEDULE

SERVICES	2010 FEE		2011 MARKET RANGE OF FEE	2011 FEE		
	Base fee	Incl. HST		Base fee	Incl. HST	
a) <u>Riverway (Cont'd)</u>						
<p align="center">- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays. - Sunrise Special is not available on Statutory Holidays.</p>						
Junior						
Regular Season						
<u>Weekday</u>	- 18 hole daily	\$29.00	\$32.48	\$29.00 - \$36.00	\$29.00	\$32.48
	- Early Bird (9 holes)	\$17.50	\$19.60	no comparison	\$17.50	\$19.60
	- Sunrise	\$26.00	\$29.12	"	\$26.00	\$29.12
	- 1st twilight fee	\$23.00	\$25.76	"	\$23.00	\$25.76
	- 2nd twilight fee	\$17.00	\$19.04	"	\$17.00	\$19.04
	- Sunset	\$11.75	\$13.16	"	\$11.75	\$13.16
<u>Weekend</u>	- 18 hole daily	\$55.00	\$61.60	\$45.00 - \$59.00	\$55.00	\$61.60
	- Early Bird (9 holes)	\$31.00	\$34.72	"	\$31.00	\$34.72
	- Sunrise (Friday only)	\$29.00	\$32.48	"	\$29.00	\$32.48
	- 1st twilight fee	\$40.75	\$45.64	"	\$40.75	\$45.64
	- 2nd twilight fee	\$17.00	\$19.04	"	\$17.00	\$19.04
	- Sunset	\$11.75	\$13.16	"	\$11.75	\$13.16
Off Season						
<u>Weekday</u>	- 18 hole daily	\$26.25	\$29.40	no comparison	\$26.25	\$29.40
	- Early Bird (9 holes)	\$15.00	\$16.80	"	\$15.00	\$16.80
	- Sunrise	\$23.00	\$25.76	"	\$23.00	\$25.76
	- 1st twilight fee	\$20.25	\$22.68	"	\$20.25	\$22.68
	- 2nd twilight fee	\$14.50	\$16.24	"	\$14.50	\$16.24
	- Sunset	\$10.50	\$11.76	"	\$10.50	\$11.76
<u>Weekend</u>	- 18 hole daily	\$46.00	\$51.52	no comparison	\$46.00	\$51.52
	- Early Bird (9 holes)	\$27.50	\$30.80	"	\$27.50	\$30.80
	- Sunrise (Friday Only)	\$26.25	\$29.40	"	\$26.25	\$29.40
	- 1st twilight fee	\$35.00	\$39.20	"	\$35.00	\$39.20
	- 2nd twilight fee	\$14.50	\$16.24	"	\$14.50	\$16.24
	- Sunset	\$10.50	\$11.76	"	\$10.50	\$11.76

PROPOSED 2011 GOLF FEE SCHEDULE

SERVICES	2010 FEE		2011 MARKET RANGE OF FEE	2011 FEE	
	Base fee	Incl. HST		Base fee	Incl. HST
c) <u>LOYALTY PASS (Bby. Mtn. + Riverway)</u> - Valid any time at Riverway + Burnaby Mountain - May be used at Pitch & Putt facilities (2009 +) - 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		no comparison	\$500.00	
	\$300.00		no comparison	\$300.00	
d) <u>LOYALTY PASS (Central Park + Kensington)</u> - 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		no comparison	\$100.00	
	\$100.00		no comparison	\$100.00	
e) <u>VIP - LOYALTY PASS (Bby. Mtn. + Riverway)</u> - Available to current VIP Pass Holders only - Valid any time at Riverway + Burnaby Mountain - May be used at Pitch & Putt facilities (2009 +) - 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 2011 GOLF FEE SCHEDULE

SERVICES	2010 FEE		2011 MARKET RANGE OF FEE	2011 FEE	
	Base fee	Incl. HST		Base fee	Incl. HST
e) <u>GOLF TOURNAMENTS</u>					
Tournament Package					
Total fee will include all of the following:					
- Adult Green Fee (based on course/season)	See Adult Green Fees			See Adult Green Fees	
- Tournament Administration Fee	\$6.00	\$6.72	no comparison	\$6.00	\$6.72
- Pro Shop Voucher	\$6.00	\$6.72	"	\$6.00	\$6.72
- Food & Beverage Voucher	\$9.00	\$10.08	"	\$16.00	\$17.92
f) <u>COURTESY PASSES & PROMOTIONS</u>					
Used for promotional activities, public relations initiatives or to reimburse for disruption in services.					
Maximum annual value - \$40,000					
g) <u>DRIVING RANGES</u>					
Warm-up special (25 balls)	\$2.90	\$3.25	\$2.90 - \$3.33	\$2.90	\$3.25
1 bucket	\$4.75	\$5.32	\$4.70 - \$5.00	\$5.00	\$5.60
3 buckets	\$13.00	\$14.56	\$12.00 - \$13.75	\$13.25	\$14.84
10 buckets	\$31.50	\$35.28	\$33.00 - \$55.00	\$35.25	\$39.48
50 buckets	\$138.00	\$154.56	\$145.00 - \$175.00	\$139.00	\$155.68
h) <u>ADVANCE BOOKING FEE</u>					
Used for advanced bookings	\$9.50	\$10.64	\$4.46 - \$8.93 (Vancouver)	\$8.93	\$10.00

PROPOSED 2011 GOLF FEE SCHEDULE

SERVICES	2010 FEE		2011 MARKET RANGE OF FEE	2011 FEE			
	Base fee	Incl. HST		Base fee	Incl. HST		
i) <u>PITCH AND PUTTS</u>							
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 2px;"><u>Weekday = Monday - Friday</u></td> </tr> <tr> <td style="padding: 2px;"><u>Weekend = Saturday + Sunday + Statutory Holidays</u></td> </tr> </table>						<u>Weekday = Monday - Friday</u>	<u>Weekend = Saturday + Sunday + Statutory Holidays</u>
<u>Weekday = Monday - Friday</u>							
<u>Weekend = Saturday + Sunday + Statutory Holidays</u>							
<u>Adult</u>							
<u>Regular Season</u>							
<u>Weekday</u> - 18 hole	\$10.75	\$12.04	\$10.50 - \$12.95	\$10.75	\$12.04		
- Twilight	\$7.25	\$8.12	no comparison	\$7.25	\$8.12		
<u>Weekend</u> - 18 hole	\$10.75	\$12.04	\$10.50 - \$12.95	\$10.75	\$12.04		
- Twilight	\$7.25	\$8.12	no comparison	\$7.25	\$8.12		
<u>Off Season</u>							
<u>Weekday</u> - 18 hole	\$9.00	\$10.08	\$9.00 - \$10.50	\$9.00	\$10.08		
- Twilight	\$6.00	\$6.72	no comparison	\$6.00	\$6.72		
<u>Weekend</u> - 18 hole	\$9.00	\$10.08	\$9.00 - \$10.50	\$9.00	\$10.08		
- Twilight	\$6.00	\$6.72	no comparison	\$6.00	\$6.72		
<u>Senior</u>							
<u>Regular Season</u>							
<u>Weekday</u> - 18 hole	\$8.00	\$8.96	no comparison	\$8.00	\$8.96		
- Twilight	\$5.75	\$6.44	"	\$5.75	\$6.44		
<u>Weekend</u> - 18 hole	\$10.75	\$12.04	no comparison	\$10.75	\$12.04		
- Twilight	\$5.75	\$6.44	"	\$5.75	\$6.44		
<u>Off Season</u>							
<u>Weekday</u> - 18 hole	\$6.75	\$7.56	no comparison	\$6.75	\$7.56		
- Twilight	\$5.00	\$5.60	"	\$5.00	\$5.60		
<u>Weekend</u> - 18 hole	\$9.00	\$10.08	no comparison	\$9.00	\$10.08		
- Twilight	\$5.00	\$5.60	"	\$5.00	\$5.60		

PROPOSED 2011 GOLF FEE SCHEDULE

SERVICES	2010 FEE		2011 MARKET RANGE OF FEE	2011 FEE	
	Base fee	Incl. HST		Base fee	Incl. HST
i) Pitch & Putts (Cont'd)					
<div style="border: 1px solid black; padding: 2px;"> Weekday = Monday - Friday Weekend = Saturday + Sunday + Statutory Holidays </div>					
Junior					
Regular Season					
<u>Weekday</u> - 18 hole	\$7.00	\$7.84	\$7.00 - \$9.00	\$7.00	\$7.84
- Twilight	\$5.50	\$6.16	no comparison	\$5.50	\$6.16
<u>Weekend</u> - 18 hole	\$10.75	\$12.04	\$9.00 - \$12.95	\$10.75	\$12.04
- Twilight	\$5.50	\$6.16	no comparison	\$5.50	\$6.16
Off Season					
<u>Weekday</u> - 18 hole	\$6.00	\$6.72	no comparison	\$6.00	\$6.72
- Twilight	\$5.00	\$5.60	"	\$5.00	\$5.60
<u>Weekend</u> - 18 hole	\$9.00	\$10.08	no comparison	\$9.00	\$10.08
- Twilight	\$5.00	\$5.60	"	\$5.00	\$5.60

Burnaby Mtn Fee Comparison - Proposed Adult Rates 2011						
Base Rates - taxes not included						
	Regular Season		Off season Posted		Average Net fee including coupons	Notes
	weekday	weekend	weekday	weekend		
Carnoustie	\$40.00	\$48.00	closed	closed	\$44.00	Ave for 7.5 months - Closed Winter
Guildford	\$39.99	\$48.99	\$26.99	\$28.49	\$36.12	
Fort Langley	\$45.00	\$50.00	\$26.78	\$32.14	\$38.48	
Langara	\$50.25	\$56.50	\$27.50	\$27.50	\$35.43	\$10 off coupons - winter
McCleery	\$54.50	\$60.75	\$39.75	\$39.75	\$43.68	\$10 off coupons - winter
Newlands	\$35.00	\$50.00	\$25.00	\$25.00	\$33.75	
Burnaby Mountain	\$36.00	\$45.00	\$31.00	\$38.00	\$37.50	

Riverway Fee Comparison - Proposed Adult Rates 2011						
Base Rates - taxes not included						
	Regular Season		Off season Posted		Average Net fee including coupons	Notes
	weekday	weekend	weekday	weekend		
Fraserview	\$58.50	\$64.75	\$42.75	\$42.75	\$47.18	\$10 off coupons - winter
Hazelmere	\$55.00	\$65.00	\$35.00	\$45.00	\$39.50	golf for \$19.00 daily - Winter coupon
Northlands	\$57.14	\$61.60	\$35.71	\$35.71	\$47.54	backed off tax from posted rates
Peace Portal	\$55.00	\$63.00	\$41.00	\$46.00	\$46.12	various coupon discounts winter
Surrey Golf Course	\$36.61	\$44.64	\$32.14	\$40.18	\$38.39	backed off tax from posted rates
Swan-e-set Resort	\$55.00	\$65.00	\$35.00	\$45.00	\$45.00	\$10 off Mon/Tue, Sat/Sun am Winter
Riverway	\$46.00	\$55.00	\$40.00	\$46.00	\$46.75	

Pitch & Putt Fee Comparison - Proposed Adult Rates 2011						
Base Rates - taxes not included						
	Regular Season		Off season Posted		Average Net fee including coupons	Notes
	weekday	weekend	weekday	weekend		
Queen Elizabeth	\$12.95	\$12.95	\$9.82	\$9.82	\$11.39	
Rupert Park	\$12.05	\$12.05	\$9.11	\$9.11	\$10.58	
Stanley Park	\$12.95	\$12.95	\$9.82	\$9.82	\$11.39	
W. Richmond (9h x 2)	\$10.50	\$10.50	\$10.50	\$10.50	\$9.99	
Central / Kensington	\$10.75	\$10.75	\$9.00	\$9.00	\$9.88	

		Driving Range Market Comparison - Proposed 2011 RATES (pre-tax)						
		REGULAR RATES			DISCOUNTS / PROMOTIONS			
FACILITY	TOTAL # STALLS (HEATED)	FEE	# OF BALLS	\$ / BALL	FEE	# OF BALLS	\$ / BALL	Notes
Burnaby Mountain & Riverway	BM - 60 (30)	\$2.90	25	\$0.116				Non-peak times throughout year
		\$5.00	50	\$0.100	\$5.00	75	\$0.067	
	RW - 54 (25)	\$13.25	150	\$0.088				
		\$35.25	500	\$0.071				
		\$139.00	2500	\$0.056				
Fraserview	FR 45 (0)	\$3.33	34	\$0.098				Increased ball counts year round
		\$4.29	68	\$0.063				
		\$11.43	204	\$0.056				
		\$34.29	680	\$0.050				
		\$150.00	3400	\$0.044				
McCleery	MC 35 (20)	\$3.33	26	\$0.128				
		\$4.29	51	\$0.084				
		\$11.43	153	\$0.075				
		\$34.29	510	\$0.067				
		\$150.00	2550	\$0.059				
Hastings	70 (3)	\$5.35	75	\$0.071	\$4.46	90	\$0.050	9 - 12 daily only
		\$14.28	225	\$0.063				
		\$44.64	750	\$0.060	44.64	825	\$0.054	11th bucket free
Meadows Golf	60 (35)	\$5.80	66	\$0.088	\$5.80	88	\$0.066	extra 22 balls
		\$52.50	660	\$0.080				
		\$205.00	3,300	\$0.062				
Westwood Plateau	60 (40)	\$6.50	60	\$0.108	\$5.85	60	\$0.098	Discounts for Memberships Only
		\$60.00	600	\$0.100	\$54.00	600	\$0.090	
		\$225.00	3000	\$0.075				
Mikasa (Richmond)	67 (60)	\$4.91	60	\$0.082				
		\$58.93	900	\$0.065				
Musqueam	80 (40)	\$4.71	50	\$0.094				
		\$8.80	100	\$0.088				
		\$189.00	2,500	\$0.076				
Seymour Crk	80 (40)	\$4.91	60	\$0.082	\$4.91	70	\$0.070	winter promo
		\$8.48	120	\$0.071	\$8.48	140	\$0.061	
Takaya	78 (58)	\$2.67	30	\$0.089	\$5.80	90	\$0.064	Winter: Extra 15 balls+ Sr disc buy 3, 4 bkt n/c
		\$5.80	75	\$0.077	\$4.91	90	\$0.055	
		\$17.40	225	\$0.077	\$17.40	300	\$0.058	
Pacific Golf Academy	94 (14)	\$4.91	60	\$0.082				
		\$37.50	600	\$0.063				
		\$82.14	1500	\$0.055				
Eaglequest (Coquitlam)	67 (60)	\$6.95	60	\$0.116	\$6.25	60	\$0.104	Discounts for Memberships
		\$12.99	120	\$0.108	\$11.25	120	\$0.094	