



Item
Meeting 2013 Mar 18

COUNCIL REPORT

TO: CITY MANAGER **DATE:** 2013 March 14
FROM: DIRECTOR PARKS, RECREATION & CULTURAL SERVICES
SUBJECT: 2013 BURNABY GOLF FEES BYLAW
PURPOSE: To request approval for the 2013 Burnaby Golf Fees Bylaw.

RECOMMENDATION:

1. **THAT** approval be given for the 2013 Burnaby Golf Fees Bylaw as detailed on Attachment #1.

REPORT

At its 'Open' Meeting of 2013 March 16, the Parks, Recreation and Culture Commission received the above noted report and adopted the two recommendations contained therein.

A handwritten signature in blue ink that reads "D. Ellenwood".

Dave Ellenwood
DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

DE:tc

Attachment

P:\ADMIN\TC\DATA\COUNCIL\130313\PK - 2013 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: 2013 BURNABY GOLF FEES BYLAW

RECOMMENDATIONS:

1. **THAT** the 2013 Golf Fees be approved as outlined in this report.
2. **THAT** Council be requested to approve the 2013 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 2013 Burnaby Golf Fees Bylaw will apply for the period 2013 May 01 to 2014 April 30.

The 2013 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 and competitor's rates. 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 2013 Burnaby Golf Fees Bylaw.

RECENT TRENDS IN THE LOCAL GOLF MARKET

Current market research indicates that an over-supply of both tee times and driving range stall availability remains 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 remain 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.

2013 GOLF SERVICES – FEE DETERMINATION

The following factors were considered in the determination of the 2013 fee structure:

1. Current fees/market comparison (Attachment #2).
2. Public response to services and associated fees.
3. Current and projected market demands, 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 pertaining to rates when combined with all applicable taxes. If tax rates should change during term of bylaw, fees will subsequently be adjusted, for the purposes of marketing and cash handling, to the nearest \$0.25 once taxes are applied.

2013 GOLF SERVICES – FEE RECOMMENDATIONS

1. Increase weekday rates \$1.14 and weekend rates \$2.14 at Burnaby Mountain and Riverway Golf Courses. Increase weekday and weekend rates \$0.68 at Kensington and Central Park Pitch and Putts. When required, base rates will be adjusted up or down to a maximum of \$0.25 to ensure rounding to the nearest quarter once taxes are applied.
2. Increase driving range fees \$0.20 on half bucket, \$0.48 on one bucket, and \$0.80 on three bucket purchases. Eliminate the ten and fifty ball packages and offer new bulk packages of fifteen and sixty-five buckets. 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. Tournament package categories will be adjusted to the nearest quarter to facilitate penny rounding and the marketing of package rates.

To: Parks, Recreation & Culture Commission
From: Director Parks, Recreation and Cultural Services
Re: 2013 BURNABY GOLF FEES BYLAW

..... Page 3

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 2013 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 2013 golf fees be approved as outlined.



Dave Ellenwood
DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

DOC:lmr

Attachments (2)

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Copied to: Director of Finance
City Solicitor

2013 GOLF FEE SCHEDULE

SERVICES	2012 FEE		2012 MARKET RANGE OF FEE	2013 FEE	
	Base fee	Incl. HST		Base fee	Incl. GST
<p>GOLF</p> <p>a) BURNABY MOUNTAIN</p> <p>Adult</p> <p>Regular Season</p> <p>Weekday</p> <ul style="list-style-type: none"> - 18 hole daily - Early Bird (9 holes) - Sunrise - 1st twilight fee - 2nd twilight fee - Sunset <p>Weekend</p> <ul style="list-style-type: none"> - 18 hole daily - Early Bird (9 holes) - Sunrise (Friday only) - 1st twilight fee - 2nd twilight fee - Sunset <p>Off Season</p> <p>Weekday</p> <ul style="list-style-type: none"> - 18 hole daily - Early Bird (9 holes) - Sunrise - 1st twilight fee - 2nd twilight fee - Sunset <p>Weekend</p> <ul style="list-style-type: none"> - 18 hole daily - Early Bird (9 holes) - Sunrise (Friday only) - 1st twilight fee - 2nd twilight fee - Sunset 					
<p>- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.</p> <p>- Sunrise Special is not available on Statutory Holidays.</p>					
	\$36.00	\$40.32	\$37.00 to \$54.50 no comparison	\$37.14	\$39.00
	\$21.00	\$23.52	"	\$21.90	\$23.00
	\$33.00	\$36.96	"	\$34.29	\$36.00
	\$29.00	\$32.48	"	\$29.52	\$31.00
	\$20.50	\$22.96	"	\$20.95	\$22.00
	\$14.00	\$15.68	"	\$14.29	\$15.00
	\$45.00	\$50.40	\$47.00 to \$60.75 no comparison	\$47.14	\$49.50
	\$25.00	\$28.00	"	\$26.19	\$27.50
	\$36.00	\$40.32	"	\$37.14	\$39.00
	\$34.00	\$38.08	"	\$35.24	\$37.00
	\$23.00	\$25.76	"	\$23.81	\$25.00
	\$14.75	\$16.52	"	\$15.24	\$16.00
	\$31.00	\$34.72	\$25.00 - \$31.00 no comparison	\$30.95	\$32.50
	\$18.50	\$20.72	"	\$18.57	\$19.50
	\$28.00	\$31.36	"	\$28.10	\$29.50
	\$25.00	\$28.00	"	\$25.00	\$26.25
	\$17.75	\$19.88	"	\$17.86	\$18.75
	\$13.00	\$14.56	"	\$13.10	\$13.75
	\$38.00	\$42.56	\$25.00 - \$38.10 no comparison	\$38.10	\$40.00
	\$21.50	\$24.08	"	\$21.43	\$22.50
	\$31.00	\$34.72	"	\$30.95	\$32.50
	\$29.00	\$32.48	"	\$29.05	\$30.50
	\$19.50	\$21.84	"	\$19.52	\$20.50
	\$13.50	\$15.12	"	\$13.57	\$14.25

2013 GOLF FEE SCHEDULE

SERVICES	2012 FEE		2012 MARKET RANGE OF FEE	2013 FEE	
	Base fee	Incl. HST		Base fee	Incl. GST
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.					
Senior					
<u>Regular Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$27.00	\$30.24	\$25.00 - \$39.00	\$27.86	\$29.25
- Early Bird (9 holes)	\$15.50	\$17.36	no comparison	\$15.95	\$16.75
- Sunrise	\$24.25	\$27.16	"	\$25.00	\$26.25
- 1st twilight fee	\$22.00	\$24.64	"	\$22.14	\$23.25
- 2nd twilight fee	\$15.50	\$17.36	"	\$15.95	\$16.75
- Sunset	\$10.25	\$11.48	"	\$10.71	\$11.25
<u>Weekend</u>					
- 18 hole daily	\$45.00	\$50.40	\$47.00 - \$60.75	\$47.14	\$49.50
- Early Bird (9 holes)	\$25.00	\$28.00	"	\$26.19	\$27.50
- Sunrise (Friday only)	\$27.00	\$30.24	"	\$27.86	\$29.25
- 1st twilight fee	\$34.00	\$38.08	"	\$35.24	\$37.00
- 2nd twilight fee	\$23.00	\$25.76	"	\$23.81	\$25.00
- Sunset	\$14.75	\$16.52	"	\$15.24	\$16.00
Off Season					
<u>Weekday</u>					
- 18 hole daily	\$23.25	\$26.04	no comparison	\$23.33	\$24.50
- Early Bird (9 holes)	\$13.75	\$15.40	"	\$13.81	\$14.50
- Sunrise	\$21.00	\$23.52	"	\$20.95	\$22.00
- 1st twilight fee	\$18.50	\$20.72	"	\$18.57	\$19.50
- 2nd twilight fee	\$13.25	\$14.84	"	\$13.33	\$14.00
- Sunset	\$9.75	\$10.92	"	\$9.76	\$10.25
<u>Weekend</u>					
- 18 hole daily	\$38.00	\$42.56	no comparison	\$38.10	\$40.00
- Early Bird (9 holes)	\$21.50	\$24.08	"	\$21.43	\$22.50
- Sunrise (Friday only)	\$23.25	\$26.04	"	\$23.33	\$24.50
- 1st twilight fee	\$29.00	\$32.48	"	\$29.05	\$30.50
- 2nd twilight fee	\$19.50	\$21.84	"	\$19.52	\$20.50
- Sunset	\$13.50	\$15.12	"	\$13.57	\$14.25

2013 GOLF FEE SCHEDULE

SERVICES	2012 FEE		2012 MARKET RANGE OF FEE	2013 FEE	
	Base fee	Incl. HST		Base fee	Incl. GST
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.					
<u>Junior</u>					
<u>Regular Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$23.50	\$26.32	\$25.00 - \$39.00	\$24.05	\$25.25
- Early Bird (9 holes)	\$13.25	\$14.84	no comparison	\$14.05	\$14.75
- Sunrise	\$21.00	\$23.52	"	\$21.67	\$22.75
- 1st twilight fee	\$19.00	\$21.28	"	\$19.05	\$20.00
- 2nd twilight fee	\$13.50	\$15.12	"	\$13.81	\$14.50
- Sunset	\$9.75	\$10.92	"	\$10.00	\$10.50
<u>Weekend</u>					
- 18 hole daily	\$45.00	\$50.40	\$47.00 - \$60.75	\$47.14	\$49.50
- Early Bird (9 holes)	\$25.00	\$28.00	"	\$26.19	\$27.50
- Sunrise (Friday only)	\$23.50	\$26.32	"	\$24.05	\$25.25
- 1st twilight fee	\$34.00	\$38.08	"	\$35.24	\$37.00
- 2nd twilight fee	\$13.50	\$15.12	"	\$13.81	\$14.50
- Sunset	\$9.75	\$10.92	"	\$10.00	\$10.50
<u>Off Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$20.00	\$22.40	no comparison	\$20.00	\$21.00
- Early Bird (9 holes)	\$12.00	\$13.44	"	\$12.38	\$13.00
- Sunrise	\$18.25	\$20.44	"	\$18.57	\$19.50
- 1st twilight fee	\$16.25	\$18.20	"	\$16.19	\$17.00
- 2nd twilight fee	\$11.75	\$13.16	"	\$11.67	\$12.25
- Sunset	\$8.75	\$9.80	"	\$8.81	\$9.25
<u>Weekend</u>					
- 18 hole daily	\$38.00	\$42.56	no comparison	\$38.10	\$40.00
- Early Bird (9 holes)	\$21.50	\$24.08	"	\$21.43	\$22.50
- Sunrise (Friday only)	\$20.00	\$22.40	"	\$20.00	\$21.00
- 1st twilight fee	\$29.00	\$32.48	"	\$29.05	\$30.50
- 2nd twilight fee	\$11.75	\$13.16	"	\$11.67	\$12.25
- Sunset	\$8.75	\$9.80	"	\$8.81	\$9.25

2013 GOLF FEE SCHEDULE

SERVICES	2012 FEE		2012 MARKET RANGE OF FEE	2013 FEE	
	Base fee	Incl. HST		Base fee	Incl. GST
b) RIVERWAY GOLF COURSE					
<ul style="list-style-type: none"> - Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays. - Sunrise Special is not available on Statutory Holidays. 					
<u>Adult</u>					
<u>Regular Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$46.00	\$51.52	\$47.00 - \$58.50	\$47.14	\$49.50
- Early Bird (9 holes)	\$27.50	\$30.80	no comparison	\$28.10	\$29.50
- Sunrise	\$41.00	\$45.92	"	\$41.90	\$44.00
- 1st twilight fee	\$36.00	\$40.32	"	\$37.14	\$39.00
- 2nd twilight fee	\$26.25	\$29.40	"	\$27.14	\$28.50
- Sunset	\$16.50	\$18.48	"	\$17.14	\$18.00
<u>Weekend</u>					
- 18 hole daily	\$55.00	\$61.60	\$57.00 - \$65.00	\$57.14	\$60.00
- Early Bird (9 holes)	\$31.00	\$34.72	no comparison	\$32.38	\$34.00
- Sunrise (Friday only)	\$46.00	\$51.52	"	\$47.14	\$49.50
- 1st twilight fee	\$40.75	\$45.64	"	\$42.86	\$45.00
- 2nd twilight fee	\$29.25	\$32.76	"	\$30.48	\$32.00
- Sunset	\$18.00	\$20.16	"	\$19.05	\$20.00
<u>Off Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$40.00	\$44.80	\$35.00 - \$41.00	\$40.00	\$42.00
- Early Bird (9 holes)	\$23.50	\$26.32	"	\$23.57	\$24.75
- Sunrise	\$36.00	\$40.32	"	\$36.19	\$38.00
- 1st twilight fee	\$31.00	\$34.72	"	\$30.95	\$32.50
- 2nd twilight fee	\$22.50	\$25.20	"	\$22.38	\$23.50
- Sunset	\$15.50	\$17.36	"	\$15.71	\$16.50
<u>Weekend</u>					
- 18 hole daily	\$46.00	\$51.52	\$35.00 - \$48.00	\$46.19	\$48.50
- Early Bird (9 holes)	\$27.50	\$30.80	"	\$27.62	\$29.00
- Sunrise (Friday only)	\$41.00	\$45.92	"	\$40.00	\$42.00
- 1st twilight fee	\$35.00	\$39.20	"	\$35.00	\$36.75
- 2nd twilight fee	\$24.50	\$27.44	"	\$24.52	\$25.75
- Sunset	\$16.50	\$18.48	"	\$16.67	\$17.50

2013 GOLF FEE SCHEDULE

SERVICES	2012 FEE		2012 MARKET RANGE OF FEE	2013 FEE	
	Base fee	Incl. HST		Base fee	Incl. GST
b) RIVERWAY (Conf'd)					
- 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	\$34.50	\$38.64	\$33.00 - \$40.00	\$35.24	\$37.00
- Early Bird (9 holes)	\$20.50	\$22.96	no comparison	\$20.95	\$22.00
- Sunrise	\$30.00	\$33.60	"	\$31.43	\$33.00
- 1st twilight fee	\$27.00	\$30.24	"	\$27.62	\$29.00
- 2nd twilight fee	\$19.75	\$22.12	"	\$20.00	\$21.00
- Sunset	\$12.50	\$14.00	"	\$12.86	\$13.50
<u>Weekend</u>					
- 18 hole daily	\$55.00	\$61.60	\$57.00 - \$65.00	\$57.14	\$60.00
- Early Bird (9 holes)	\$31.00	\$34.72	"	\$32.38	\$34.00
- Sunrise (Friday only)	\$34.50	\$38.64	"	\$35.24	\$37.00
- 1st twilight fee	\$40.75	\$45.64	"	\$42.86	\$45.00
- 2nd twilight fee	\$29.25	\$32.76	"	\$30.48	\$32.00
- Sunset	\$18.00	\$20.16	"	\$19.05	\$20.00
<u>Off Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$30.25	\$31.76	no comparison	\$30.48	\$32.00
- Early Bird (9 holes)	\$17.25	\$18.11	"	\$17.38	\$18.25
- Sunrise	\$27.00	\$28.35	"	\$27.14	\$28.50
- 1st twilight fee	\$23.00	\$24.15	"	\$23.33	\$24.50
- 2nd twilight fee	\$16.50	\$17.33	"	\$16.67	\$17.50
- Sunset	\$12.00	\$12.60	"	\$11.90	\$12.50
<u>Weekend</u>					
- 18 hole daily	\$46.00	\$48.30	no comparison	\$46.19	\$48.50
- Early Bird (9 holes)	\$27.50	\$28.88	"	\$27.62	\$29.00
- Sunrise (Friday Only)	\$30.25	\$31.76	"	\$30.48	\$32.00
- 1st twilight fee	\$35.00	\$36.75	"	\$35.00	\$36.75
- 2nd twilight fee	\$24.50	\$25.73	"	\$24.52	\$25.75
- Sunset	\$16.50	\$17.33	"	\$16.67	\$17.50

2013 GOLF FEE SCHEDULE

SERVICES	2012 FEE		2012 MARKET RANGE OF FEE	2013 FEE	
	Base fee	Incl. HST		Base fee	Incl. GST
b) RIVERWAY (Cont'd)					
- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays. - Sunrise Special is not available on Statutory Holidays.					
Junior					
<u>Regular Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$29.00	\$32.48	\$29.00 - \$36.00	\$29.76	\$31.25
- Early Bird (9 holes)	\$17.50	\$19.60	no comparison	\$18.33	\$19.25
- Sunrise	\$26.00	\$29.12	"	\$26.67	\$28.00
- 1st twilight fee	\$23.00	\$25.76	"	\$23.81	\$25.00
- 2nd twilight fee	\$17.00	\$19.04	"	\$17.38	\$18.25
- Sunset	\$11.75	\$13.16	"	\$12.14	\$12.75
<u>Weekend</u>					
- 18 hole daily	\$55.00	\$61.60	\$57.00 - \$65.00	\$57.14	\$60.00
- Early Bird (9 holes)	\$31.00	\$34.72	"	\$32.38	\$34.00
- Sunrise (Friday only)	\$29.00	\$32.48	"	\$29.76	\$31.25
- 1st twilight fee	\$40.75	\$45.64	"	\$42.86	\$45.00
- 2nd twilight fee	\$17.00	\$19.04	"	\$17.38	\$18.25
- Sunset	\$11.75	\$13.16	"	\$12.14	\$12.75
<u>Off Season</u>					
<u>Weekday</u>					
- 18 hole daily	\$26.25	\$29.40	no comparison	\$26.19	\$27.50
- Early Bird (9 holes)	\$15.00	\$16.80	"	\$15.00	\$15.75
- Sunrise	\$23.00	\$25.76	"	\$23.33	\$24.50
- 1st twilight fee	\$20.25	\$22.68	"	\$20.24	\$21.25
- 2nd twilight fee	\$14.50	\$16.24	"	\$14.52	\$15.25
- Sunset	\$10.50	\$11.76	"	\$10.48	\$11.00
<u>Weekend</u>					
- 18 hole daily	\$46.00	\$51.52	no comparison	\$46.19	\$48.50
- Early Bird (9 holes)	\$27.50	\$30.80	"	\$27.62	\$29.00
- Sunrise (Friday only)	\$26.25	\$29.40	"	\$26.19	\$27.50
- 1st twilight fee	\$35.00	\$39.20	"	\$35.00	\$36.75
- 2nd twilight fee	\$14.50	\$16.24	"	\$14.52	\$15.25
- Sunset	\$10.50	\$11.76	"	\$10.48	\$11.00

2013 GOLF FEE SCHEDULE

SERVICES	2012 FEE		2012 MARKET RANGE OF FEE	2013 FEE	
	Base fee	Incl. HST		Base fee	Incl. GST
<p>c) <u>LOYALTY PASS (Bby. Mtn. + Riverway)</u></p> <ul style="list-style-type: none"> - Valid anytime 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 <p>Adult (Value = \$550.00) Junior/Senior (Value = \$330.00)</p>	\$500.00 \$300.00		no comparison no comparison	\$500.00 \$300.00	
<p>d) <u>LOYALTY PASS (Central Park + Kensington)</u></p> <ul style="list-style-type: none"> - Valid anytime 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 <p>Adult (Value = \$110.00) Junior/Senior (Value = \$110.00)</p>	\$100.00 \$100.00		no comparison no comparison	\$100.00 \$100.00	
<p>e) <u>VIP - LOYALTY PASS (Bby. Mtn. + Riverway)</u></p> <ul style="list-style-type: none"> - Available to current VIP Pass Holders only - Valid anytime 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 <p>VIP - Senior (Value = \$1,800.00)</p>	\$1,500.00		no comparison	\$1,500.00	

2013 GOLF FEE SCHEDULE

SERVICES	2012 FEE		2012 MARKET RANGE OF FEE	2013 FEE	
	Base fee	Incl. HST		Base fee	Incl. GST (PST)
f) <u>GOLF TOURNAMENTS</u> 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 Package Total	See Adult Green Fees \$6.00 \$6.00 \$16.00 \$28.00	\$6.72 \$6.72 \$17.92 \$31.36	no comparison " "	See Adult Green Fees \$5.71 \$6.03 \$16.43 \$28.17	\$6.00 \$6.75 \$17.25 \$30.00
g) <u>COURTESY PASSES & PROMOTIONS</u> Used for promotional activities, public relations initiatives or to reimburse for disruption in services. Maximum Annual Value - \$40,000					
h) <u>DRIVING RANGES</u> Warm-up special (25 balls) 1 bucket 3 buckets 10 buckets 15 buckets 50 buckets 65 buckets	\$2.90 \$5.00 \$13.25 \$35.25 \$139.00	\$3.25 \$5.60 \$14.84 \$39.48 \$155.68	\$3.00 - \$3.50 \$4.70 - \$6.00 \$13.00 - \$15.25 \$33.00 - \$55.00 \$55.00 - \$65.00 \$185.00 - \$215.00	\$3.10 \$5.48 \$14.05 \$60.00 \$195.24	\$3.25 \$5.75 \$14.75 \$63.00 \$205.00
i) <u>ADVANCE BOOKING FEE</u> Used for advanced bookings	\$8.93	\$10.00	\$4.76 - \$10.00	\$9.52	\$10.00

2013 GOLF FEE SCHEDULE

SERVICES	2012 FEE		2012 MARKET RANGE OF FEE	2013 FEE	
	Base fee	Incl. HST		Base fee	Incl. GST
j) <u>PITCH AND PUTTS</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 - Twilight	\$10.75 \$7.25	\$12.04 \$8.12	\$11.00 - \$12.95 no comparison	\$11.43 \$7.62	\$12.00 \$8.00
<u>Weekend</u> - 18 hole - Twilight	\$10.75 \$7.25	\$12.04 \$8.12	\$11.00 - \$12.95 no comparison	\$11.43 \$7.62	\$12.00 \$8.00
<u>Off Season</u>					
<u>Weekday</u> - 18 hole - Twilight	\$9.00 \$6.00	\$10.08 \$6.72	\$9.00 - \$10.50 no comparison	\$9.05 \$5.95	\$9.50 \$6.25
<u>Weekend</u> - 18 hole - Twilight	\$9.00 \$6.00	\$10.08 \$6.72	\$9.00 - \$10.50 no comparison	\$9.05 \$5.95	\$9.50 \$6.25
<u>Senior</u>					
<u>Regular Season</u>					
<u>Weekday</u> - 18 hole - Twilight	\$8.00 \$5.75	\$8.96 \$6.44	no comparison "	\$8.57 \$5.95	\$9.00 \$6.25
<u>Weekend</u> - 18 hole - Twilight	\$10.75 \$5.75	\$12.04 \$6.44	no comparison "	\$11.43 \$5.95	\$12.00 \$6.25
<u>Off Season</u>					
<u>Weekday</u> - 18 hole - Twilight	\$6.75 \$5.00	\$7.56 \$5.60	no comparison "	\$6.67 \$5.00	\$7.00 \$5.25
<u>Weekend</u> - 18 hole - Twilight	\$9.00 \$5.00	\$10.08 \$5.60	no comparison "	\$9.05 \$5.00	\$9.50 \$5.25

2013 GOLF FEE SCHEDULE

SERVICES	2012 FEE		2012 MARKET RANGE OF FEE	2013 FEE	
	Base fee	Incl. HST		Base fee	Incl. GST
k) <u>Pitch & Putts (Cont'd)</u> <div style="border: 1px solid black; padding: 2px; margin: 5px 0;"> <u>Weekday = Monday - Friday</u> <u>Weekend = Saturday + Sunday + Statutory Holidays</u> </div>					
<u>Junior Regular Season</u>					
<u>Weekday</u> - 18 hole - Twilight	\$7.00 \$5.50	\$7.84 \$6.16	\$7.00 - \$9.00 no comparison	\$7.62 \$5.48	\$8.00 \$5.75
<u>Weekend</u> - 18 hole - Twilight	\$10.75 \$5.50	\$12.04 \$6.16	\$9.00 - \$12.95 no comparison	\$11.43 \$5.48	\$12.00 \$5.75
<u>Off Season</u>					
<u>Weekday</u> - 18 hole - Twilight	\$6.00 \$5.00	\$6.72 \$5.60	no comparison "	\$5.95 \$5.00	\$6.25 \$5.25
<u>Weekend</u> - 18 hole - Twilight	\$9.00 \$5.00	\$10.08 \$5.60	no comparison "	\$9.05 \$5.00	\$9.50 \$5.25

Burnaby Mtn Fee Comparison - Proposed Adult Rates 2013						
Base Rates - taxes not included						
	Regular Season		Off season Posted		Average Net fee including coupons	Notes
	weekday	weekend	weekday	weekend		
Guildford	\$40.00	\$55.00	\$26.99	\$32.99	\$38.75	
Langara	\$50.25	\$56.50	\$25.00	\$25.00	\$39.19	\$10 off coupons - winter
McCleery	\$54.50	\$60.75	\$30.00	\$30.00	\$43.81	\$10 off coupons - winter
Newlands	\$40.00	\$50.00	\$25.00	\$35.00	\$37.50	
Burnaby Mountain	\$37.14	\$47.14	\$30.95	\$38.10	\$38.33	

Riverway Fee Comparison - Proposed Adult Rates 2013						
Base Rates - taxes not included						
	Regular Season		Off season Posted		Average Net fee including coupons	
	weekday	weekend	weekday	weekend		
Fraserview	\$58.50	\$64.75	\$35.00	\$35.00	\$48.31	\$10 off coupons - winter
Northlands	\$57.14	\$61.60	\$40.17	\$43.75	\$50.67	backed off tax from posted rates
Peace Portal	\$49.00	\$63.00	\$41.00	\$48.00	\$50.25	various coupon discounts winter
Surrey Golf Course	\$51.00	\$57.00	\$36.00	\$46.00	\$47.50	
Riverway	\$47.14	\$57.14	\$40.00	\$46.19	\$47.62	

Pitch & Putt Fee Comparison - Proposed Adult Rates 2013						
Base Rates - taxes not included						
	Regular Season		Off season Posted		Average Net fee including coupons	
	weekday	weekend	weekday	weekend		
Queen Elizabeth	\$12.94	\$12.94	\$9.82	\$9.82	\$11.38	
Rupert Park	\$12.05	\$12.05	\$9.11	\$9.11	\$10.58	
Stanley Park	\$12.94	\$12.94	\$9.82	\$9.82	\$11.38	
Ambleside	\$11.60	\$11.60	\$11.60	\$11.60	\$11.60	
Central / Kensington	\$11.43	\$11.43	\$9.05	\$9.05	\$10.24	

		Driving Range Market Comparison - Proposed 2013 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) RW - 54 (25)	\$3.10	25	\$0.124				Non-peak times throughout year
		\$5.48	50	\$0.110	\$5.48	75	\$0.073	
		\$14.05	150	\$0.094				
		\$60.00	750	\$0.080				
		\$195.24	3250	\$0.060				
Fraserview & McCleery	FR 45 (0) MC 35 (20)	\$4.29	68	\$0.063				Dec. Only
		\$11.43	204	\$0.056				
		\$32.38	680	\$0.048				
		\$57.14	1700	\$0.034				
		\$333.33	9520	\$0.035	\$299.00	7000	\$0.043	
Meadows Golf	60 (35)	\$5.80	66	\$0.088	\$5.80	88	\$0.066	
		\$10.49	132	\$0.079	\$6.80			
		\$52.50	660	\$0.080	\$7.80			
		\$205.00	3,300	\$0.062	\$8.80			
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	
		\$250.00	3000	\$0.083	\$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				
		\$42.00	500	\$0.084				
		\$189.00	2,500	\$0.076				
Seymour Crk	80 (40)	\$5.35	60	\$0.089	\$5.35	70	\$0.076	
		\$14.28	180	\$0.079	\$14.28	210	\$0.068	
		\$43.75	600	\$0.073				
		\$174.11	3000	\$0.058				
Takaya	78 (58)	\$2.67	30	\$0.089	\$5.80	90	\$0.064	Winter: Extra 15 balls + disc
		\$5.80	75	\$0.077	\$4.91	90	\$0.055	
		\$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	