



Item.....
Meeting2017 Apr 03

COUNCIL REPORT

TO: CITY MANAGER **DATE:** 2017 March 24
FROM: DIRECTOR PARKS, RECREATION & CULTURAL SERVICES **FILE:** 56000-01
SUBJECT: 2017 BURNABY GOLF FEES BYLAW
PURPOSE: To request Council's approval for the 2017 Burnaby Golf Fees Bylaw.

RECOMMENDATION:

- 1. **THAT** Council approve the 2017 Burnaby Golf Fees Bylaw as detailed on Attachment #1.

REPORT

At its 'Open' Meeting of 2017 March 23, 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\170323\2017 Burnaby Golf Fees Bylaw (2017.04.03)

Copied to: City Solicitor
Director Finance



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COMMISSION REPORT

TO: CHAIR AND MEMBERS
PARKS, RECREATION & CULTURE COMMISSION

FROM: DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

SUBJECT: 2017 BURNABY GOLF FEES BYLAW

RECOMMENDATIONS:

1. THAT the 2017 Golf Fees be approved as outlined in this report.
2. THAT Council be requested to approve the 2017 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 2017 Burnaby Golf Fees Bylaw will apply for the period 2017 May 01 to 2018 April 30.

The 2017 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 2017 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

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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.

2017 GOLF SERVICES – FEE DETERMINATION

The following factors were considered in the determination of the 2017 fee structure:

1. 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 (Attachment #2).
2. Public response to services and associated fees.
3. Budget restrictions and revenue targets.
4. Review of adjustment of average yield rates to offset increasing operating expenses.
5. Adjustment of base fees to reflect weekday Senior rates at 75% and weekday Junior rates at 65% of the posted Adult rate.
6. 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.

2017 GOLF SERVICES – FEE RECOMMENDATIONS

1. Increase weekday and weekend rates \$0.95 at both Burnaby Mountain and Riverway Golf Courses. Increase weekday and weekend rates \$0.48 at Kensington and Central Park Pitch and Putts. Discounted daily fees such as Twilight, Sunrise, and Sunset are adjusted based on a percentage off of Adult daily 18 Hole base rate. When required, 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. Introduce Twilight Matinée rate on Weekends to stimulate activity in the 45 minute window prior to Twilight rate programs.
3. Introduce Sunrise Rate on Weekdays during Regular Season at the Pitch & Putts to stimulate activity in the early morning.

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- 4. Increase driving range fees approximately 6 percent to achieve more consistent pricing with the current market. Continue to offer non-peak and off-season increased ball counts per bucket transaction in order to provide alternative pricing options.

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 continues 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 2017 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 2017 golf fees be approved as outlined.



Dave Ellenwood
DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

DOC:imr

Attachments (2)

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Copied to: Director of Finance
City Solicitor

2017 GOLF FEE SCHEDULE

SERVICES	2015 FEE		CURRENT MARKET	2017 FEE	
	Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.				
	Base fee	Incl. GST	RANGE OF FEE (pre-tax)	Base fee	Incl. GST
a) BURNABY MOUNTAIN					
<u>Regular Season Green Fees (Adult)</u>					
<u>Weekday</u> - 18 Hole	\$38.10	\$40.00	\$38.10 - \$56.00	\$39.05	\$41.00
- Early Bird (9 holes)	\$22.86	\$24.00	\$22.86 - \$25.00	\$23.33	\$24.50
- Sunrise	\$35.24	\$37.00	\$35.00 - \$42.00	\$36.19	\$38.00
- Twi Matinée	\$35.24	\$37.00	no comparison	\$36.19	\$38.00
-1st Twilight	\$30.48	\$32.00	\$30.48 - \$42.00	\$31.43	\$33.00
-2nd Twilight	\$21.43	\$22.50	\$21.43 - \$29.00	\$21.90	\$23.00
- Sunset	\$14.52	\$15.25	\$14.52 - \$29.00	\$14.76	\$15.50
<u>Weekend</u> - 18 Hole	\$48.57	\$51.00	\$48.57 - \$62.00	\$49.52	\$52.00
- Early Bird (9 holes)	\$27.62	\$29.00	no comparison	\$28.57	\$30.00
- Sunrise (Fri only, n/a WE, Stat)	\$38.10	\$40.00	"	\$38.05	\$41.00
- Twi Matinée			"	\$43.81	\$46.00
-1st Twilight	\$36.19	\$38.00	\$36.19 - \$47.00	\$37.14	\$39.00
-2nd Twilight	\$23.81	\$25.00	\$23.81 - \$32.00	\$24.29	\$25.50
- Sunset	\$15.71	\$16.50	\$15.71 - \$32.00	\$16.19	\$17.00
<u>Off Season Green Fees (Adult)</u>					
<u>Weekday</u> - 18 Hole	\$31.43	\$33.00	\$27.00 - \$32.38	\$32.38	\$34.00
- Early Bird (9 holes)	\$19.05	\$20.00	\$12.00 - \$19.52	\$19.52	\$20.50
- Sunrise	\$28.57	\$30.00	no comparison	\$29.52	\$31.00
- Twi Matinée	\$28.57	\$30.00	"	\$29.52	\$31.00
-1st Twilight	\$25.71	\$27.00	\$22.00 - \$26.19	\$26.19	\$27.50
-2nd Twilight	\$18.10	\$19.00	\$15.00 - \$18.57	\$18.57	\$19.50
- Sunset	\$13.33	\$14.00	no comparison	\$13.81	\$14.50
<u>Weekend</u> - 18 Hole	\$39.05	\$41.00	\$27.00 - \$40.00	\$40.00	\$42.00
- Early Bird (9 holes)	\$21.90	\$23.00	\$12.00 - \$22.38	\$22.38	\$23.50
- Sunrise (Fri only, n/a WE, Stat)	\$31.43	\$33.00	no comparison	\$32.38	\$34.00
- Twi Matinée			"	\$35.24	\$37.00
-1st Twilight	\$29.52	\$31.00	\$22.00 - \$30.48	\$30.48	\$32.00
-2nd Twilight	\$20.00	\$21.00	\$15.00 - \$20.95	\$20.95	\$22.00
- Sunset	\$13.81	\$14.50	no comparison	\$14.29	\$15.00

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2017 GOLF FEE SCHEDULE

SERVICES	2015 FEE		CURRENT MARKET	2017 FEE	
	Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.				
	Base fee	Incl. GST	RANGE OF FEE (pre-tax)	Base fee	Incl. GST
a) BURNABY MOUNTAIN					
Regular Season Green Fees (Senior)					
<u>Weekday</u> - 18 Hole	\$28.57	\$30.00	\$28.57 - \$39.00	\$29.29	\$30.75
- Early Bird (9 holes)	\$16.19	\$17.00	\$16.19 - \$17.00	\$16.67	\$17.50
- Sunrise	\$25.71	\$27.00	\$25.71 - \$33.00	\$26.43	\$27.75
- Twi Matinée	\$25.71	\$27.00	no comparison	\$26.43	\$27.75
-1st Twilight	\$22.86	\$24.00	\$22.86 - \$30.00	\$23.57	\$24.75
-2nd Twilight	\$16.19	\$17.00	\$16.19 - \$32.00	\$16.43	\$17.25
- Sunset	\$10.95	\$11.50	\$10.95 - \$19.00	\$11.19	\$11.75
<u>Weekend</u> - 18 Hole	\$48.57	\$51.00	\$48.57 - \$62.00	\$49.52	\$52.00
- Early Bird (9 holes)	\$27.62	\$29.00	no comparison	\$28.57	\$30.00
- Sunrise (Fri only, n/a WE, Stat)	\$28.57	\$30.00	"	\$29.29	\$30.75
- Twi Matinée			"	\$43.81	\$46.00
-1st Twilight	\$36.19	\$38.00	\$36.19 - \$47.00	\$37.14	\$39.00
-2nd Twilight	\$23.81	\$25.00	\$23.81 - \$32.00	\$24.29	\$25.50
- Sunset	\$15.71	\$16.50	\$15.71 - \$32.00	\$16.19	\$17.00
Off Season Green Fees (Senior)					
<u>Weekday</u> - 18 Hole	\$23.57	\$24.75	\$19.00 - \$25.00	\$24.29	\$25.50
- Early Bird (9 holes)	\$14.29	\$15.00	\$ 8.00 - \$14.52	\$14.52	\$15.25
- Sunrise	\$21.43	\$22.50	no comparison	\$21.90	\$23.00
- Twi Matinée	\$21.43	\$22.50	"	\$21.90	\$23.00
-1st Twilight	\$19.05	\$20.00	\$16.00 - \$19.52	\$19.52	\$20.50
-2nd Twilight	\$13.57	\$14.25	\$11.00 - \$13.81	\$13.81	\$14.50
- Sunset	\$10.00	\$10.50	no comparison	\$10.24	\$10.75
<u>Weekend</u> - 18 Hole	\$39.05	\$41.00	\$27.00 - \$41.00	\$40.00	\$42.00
- Early Bird (9 holes)	\$21.90	\$23.00	\$12.00 - \$22.38	\$22.38	\$23.50
- Sunrise (Fri only, n/a WE, Stat)	\$23.57	\$24.75	no comparison	\$24.29	\$25.50
- Twi Matinée			"	\$35.24	\$37.00
-1st Twilight	\$29.52	\$31.00	\$22.00 - \$30.48	\$30.48	\$32.00
-2nd Twilight	\$20.00	\$21.00	\$15.00 - \$20.95	\$20.95	\$22.00
- Sunset	\$13.81	\$14.50	no comparison	\$14.29	\$15.00

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2017 GOLF FEE SCHEDULE

SERVICES	2016 FEE		CURRENT MARKET	2017 FEE	
	Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.				
	Base fee	Incl. GST	RANGE OF FEE (pre-tax)	Base fee	Incl. GST
a) BURNABY MOUNTAIN					
<u>Regular Season Green Fees (Junior)</u>					
<u>Weekday</u> - 18 Hole	\$24.76	\$26.00	\$24.76 - \$31.00	\$25.24	\$26.50
- Early Bird (9 holes)	\$14.52	\$15.25	\$13.00 - \$14.76	\$14.76	\$15.50
- Sunrise	\$22.14	\$23.25	\$22.14 - \$31.00	\$22.38	\$23.50
- Twi Matinée	\$22.14	\$23.25	"	\$22.38	\$23.50
-1st Twilight	\$19.76	\$20.75	\$19.76 - \$23.00	\$20.00	\$21.00
-2nd Twilight	\$14.29	\$15.00	\$14.29 - \$16.00	\$14.29	\$15.00
- Sunset	\$10.48	\$11.00	\$10.48 - \$16.00	\$10.48	\$11.00
<u>Weekend</u> - 18 Hole	\$48.57	\$51.00	\$48.57 - \$62.00	\$49.52	\$52.00
- Early Bird (9 holes)	\$27.62	\$29.00	no comparison	\$28.57	\$30.00
- Sunrise (Fri only, n/a WE, Stat)	\$24.76	\$26.00	"	\$25.24	\$26.50
- Twi Matinée			"	\$43.81	\$46.00
-1st Twilight	\$36.19	\$38.00	\$36.19 - \$47.00	\$37.14	\$39.00
-2nd Twilight	\$14.29	\$15.00	\$14.29 - \$32.00	\$14.29	\$15.00
- Sunset	\$10.48	\$11.00	\$10.48 - \$32.00	\$10.48	\$11.00
<u>Off Season Green Fees (Junior)</u>					
<u>Weekday</u> - 18 Hole	\$20.48	\$21.50	\$14.00 - \$20.95	\$20.95	\$22.00
- Early Bird (9 holes)	\$12.86	\$13.50	\$ 6.00 - \$13.50	\$12.86	\$13.50
- Sunrise	\$18.57	\$19.50	no comparison	\$19.05	\$20.00
- Twi Matinée	\$18.57	\$19.50	"	\$19.05	\$20.00
-1st Twilight	\$16.67	\$17.50	\$12.00 - \$16.90	\$16.90	\$17.75
-2nd Twilight	\$11.67	\$12.25	\$ 8.00 - \$11.90	\$11.90	\$12.50
- Sunset	\$8.81	\$9.25	\$ 8.00 - \$ 9.50	\$9.05	\$9.50
<u>Weekend</u> - 18 Hole	\$39.05	\$41.00	\$14.00 - \$40.00	\$40.00	\$42.00
- Early Bird (9 holes)	\$21.90	\$23.00	\$ 6.00 - \$22.38	\$22.38	\$23.50
- Sunrise (Fri only, n/a WE, Stat)	\$20.48	\$21.50	no comparison	\$20.95	\$22.00
- Twi Matinée			"	\$35.24	\$37.00
-1st Twilight	\$29.52	\$31.00	\$12.00 - \$30.48	\$30.48	\$32.00
-2nd Twilight	\$11.67	\$12.25	\$ 8.00 - \$11.90	\$11.90	\$12.50
- Sunset	\$8.81	\$9.25	\$ 8.00 - \$ 9.05	\$9.05	\$9.50

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2017 GOLF FEE SCHEDULE

SERVICES	2015 FEE		CURRENT MARKET	2017 FEE	
	Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.				
	Base fee	Incl. GST	RANGE OF FEE (pre-tax)	Base fee	Incl. GST
b) RIVERWAY					
<u>Regular Season Green Fees (Adult)</u>					
<u>Weekday</u> - 18 Hole	\$48.57	\$51.00	\$48.57 - \$61.90	\$49.52	\$52.00
- Early Bird (9 holes)	\$29.52	\$31.00	\$26.00 - \$30.48	\$30.48	\$32.00
- Sunrise	\$42.86	\$45.00	\$42.85 - \$51.00	\$44.76	\$47.00
- Twi Matinée	\$42.86	\$45.00	no comparison	\$44.76	\$47.00
-1st Twilight	\$38.10	\$40.01	\$38.10 - \$47.61	\$39.05	\$41.00
-2nd Twilight	\$27.62	\$29.00	\$27.62 - \$38.09	\$28.57	\$30.00
- Sunset	\$17.14	\$18.00	\$17.14 - \$31.00	\$17.62	\$18.50
<u>Weekend</u> - 18 Hole	\$59.05	\$62.00	\$59.05 - \$66.67	\$60.00	\$63.00
- Early Bird (9 holes)	\$34.29	\$36.00	\$29.00 - \$34.76	\$34.76	\$36.50
- Sunrise (Fri only, n/a WE, Stat)	\$48.57	\$51.00	\$47.62 - \$49.52	\$49.52	\$52.00
- Twi Matinée			no comparison	\$52.38	\$55.00
-1st Twilight	\$43.81	\$46.00	\$43.81 - \$50.00	\$44.76	\$47.00
-2nd Twilight	\$30.48	\$32.00	\$30.48 - \$38.10	\$31.43	\$33.00
- Sunset	\$19.05	\$20.00	\$19.05 - \$34.00	\$19.52	\$20.50
<u>Off Season Green Fees (Adult)</u>					
<u>Weekday</u> - 18 Hole	\$40.95	\$43.00	\$35.00 - \$42.85	\$41.90	\$44.00
- Early Bird (9 holes)	\$24.76	\$26.00	\$15.00 - \$25.24	\$25.24	\$26.50
- Sunrise	\$37.14	\$39.00	no comparison	\$38.10	\$40.00
- Twi Matinée	\$37.14	\$39.00	"	\$38.10	\$40.00
-1st Twilight	\$31.43	\$33.00	\$30.48 - \$31.90	\$31.90	\$33.50
-2nd Twilight	\$22.86	\$24.00	\$22.86 - \$24.76	\$23.33	\$24.50
- Sunset	\$16.19	\$17.00	\$16.19 - \$20.95	\$16.67	\$17.50
<u>Weekend</u> - 18 Hole	\$46.67	\$49.00	\$35.00 - \$47.62	\$47.62	\$50.00
- Early Bird (9 holes)	\$28.57	\$30.00	\$15.00 - \$29.52	\$29.52	\$31.00
- Sunrise (Fri only, n/a WE, Stat)	\$41.43	\$43.50	no comparison	\$41.90	\$44.00
- Twi Matinée			"	\$42.86	\$45.00
-1st Twilight	\$35.24	\$37.00	\$28.00 - \$35.71	\$35.71	\$37.50
-2nd Twilight	\$24.76	\$26.00	\$20.00 - \$25.76	\$25.24	\$26.50
- Sunset	\$17.14	\$18.00	\$17.14 - \$20.00	\$17.62	\$18.50

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2017 GOLF FEE SCHEDULE

SERVICES	2016 FEE		CURRENT MARKET	2017 FEE	
	Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.				
	Base fee	Incl. GST	RANGE OF FEE (pre-tax)	Base fee	Incl. GST
b) RIVERWAY					
<u>Regular Season Green Fees (Senior)</u>					
<u>Weekday</u> - 18 Hole	\$36.19	\$38.00	\$36.19 - \$45.71	\$37.14	\$39.00
- Early Bird (9 holes)	\$21.90	\$23.00	\$19.00 - \$22.86	\$22.86	\$24.00
- Sunrise	\$32.38	\$34.00	\$32.38 - \$36.00	\$33.57	\$35.25
- Twi Matinée	\$32.38	\$34.00	no comparison	\$33.57	\$35.25
-1st Twilight	\$28.57	\$30.00	\$28.57 - \$32.00	\$29.29	\$30.75
-2nd Twilight	\$20.00	\$21.00	\$20.00 - \$22.00	\$20.95	\$22.00
- Sunset	\$13.33	\$14.00	\$13.33 - \$19.00	\$14.05	\$14.75
<u>Weekend</u> - 18 Hole	\$59.05	\$62.00	\$59.05 - \$66.67	\$60.00	\$63.00
- Early Bird (9 holes)	\$34.29	\$36.00	\$29.00 - \$34.76	\$34.76	\$36.50
- Sunrise (Fri only, n/a WE, Stat)	\$36.19	\$38.00	\$36.19 - \$49.52	\$37.14	\$39.00
- Twi Matinée			no comparison	\$52.38	\$55.00
-1st Twilight	\$43.81	\$46.00	\$43.81 - \$50.00	\$44.76	\$47.00
-2nd Twilight	\$30.48	\$32.00	\$30.48 - \$38.10	\$31.43	\$33.00
- Sunset	\$19.05	\$20.00	\$19.05 - \$34.00	\$19.52	\$20.50
<u>Off Season Green Fees (Senior)</u>					
<u>Weekday</u> - 18 Hole	\$31.43	\$33.00	\$25.00 - \$33.33	\$31.43	\$33.00
- Early Bird (9 holes)	\$18.10	\$19.01	\$11.00 - \$18.57	\$18.57	\$19.50
- Sunrise	\$28.10	\$29.51	no comparison	\$28.57	\$30.00
- Twi Matinée	\$28.10	\$29.51	"	\$28.57	\$30.00
-1st Twilight	\$23.81	\$25.00	\$20.00 - \$24.76	\$24.76	\$26.00
-2nd Twilight	\$17.14	\$18.00	\$14.00 - \$17.38	\$17.38	\$18.25
- Sunset	\$12.38	\$13.00	\$12.38 - \$14.00	\$12.38	\$13.00
<u>Weekend</u> - 18 Hole	\$46.67	\$49.00	\$35.00 - \$47.62	\$47.62	\$50.00
- Early Bird (9 holes)	\$28.57	\$30.00	\$15.00 - \$29.52	\$29.52	\$31.00
- Sunrise (Fri only, n/a WE, Stat)	\$31.43	\$33.00	no comparison	\$31.43	\$33.00
- Twi Matinée			"	\$42.86	\$45.00
-1st Twilight	\$35.24	\$37.00	\$28.00 - \$35.71	\$35.71	\$37.50
-2nd Twilight	\$24.76	\$26.00	\$20.00 - \$25.24	\$25.24	\$26.50
- Sunset	\$17.14	\$18.00	\$17.14 - \$20.00	\$17.62	\$18.50

2017 GOLF FEE SCHEDULE

SERVICES	2015 FEE		CURRENT MARKET	2017 FEE	
	Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays.				
	Base fee	Incl. GST	RANGE OF FEE (pre-tax)	Base fee	Incl. GST
b) RIVERWAY					
<u>Regular Season Green Fees (Junior)</u>					
<u>Weekday</u> - 18 Hole	\$30.48	\$32.00	\$30.48 - \$33.00	\$31.43	\$33.00
- Early Bird (9 holes)	\$19.05	\$20.00	\$14.00 - \$19.52	\$19.52	\$20.50
- Sunrise	\$27.62	\$29.00	\$26.00 - \$28.57	\$28.57	\$29.50
- Twi Matinée	\$27.62	\$29.00	no comparison	\$28.57	\$29.50
-1st Twilight	\$24.76	\$26.00	\$23.80 - \$25.24	\$25.24	\$26.50
-2nd Twilight	\$18.10	\$19.01	\$17.00 - \$19.05	\$18.57	\$19.50
- Sunset	\$12.38	\$13.00	\$12.86 - \$14.00	\$12.86	\$13.50
<u>Weekend</u> - 18 Hole	\$59.05	\$62.00	\$60.00 - \$66.67	\$60.00	\$63.00
- Early Bird (9 holes)	\$34.29	\$36.00	\$29.00 - \$34.76	\$34.76	\$36.50
- Sunrise (Fri only, n/a WE, Stat)	\$31.43	\$33.00	\$31.43 - \$49.52	\$31.43	\$33.00
- Twi Matinée			no comparison	\$52.38	\$55.00
-1st Twilight	\$43.81	\$46.00	\$44.76 - \$50.00	\$44.76	\$47.00
-2nd Twilight	\$18.10	\$19.01	\$18.57 - \$38.10	\$18.57	\$19.50
- Sunset	\$12.38	\$13.00	\$12.86 - \$34.00	\$12.86	\$13.50
<u>Off Season Green Fees (Junior)</u>					
<u>Weekday</u> - 18 Hole	\$26.67	\$28.00	\$18.00 - \$27.14	\$27.14	\$28.50
- Early Bird (9 holes)	\$15.24	\$16.00	\$8.00 - \$15.71	\$15.71	\$16.50
- Sunrise	\$23.81	\$25.00	no comparison	\$24.29	\$25.50
- Twi Matinée	\$23.81	\$25.00	"	\$24.29	\$25.50
-1st Twilight	\$20.95	\$22.00	\$15.00 - \$20.95	\$20.95	\$22.00
-2nd Twilight	\$14.76	\$15.50	\$10.00 - \$15.24	\$15.24	\$16.00
- Sunset	\$10.48	\$11.00	\$10.00 - \$10.71	\$10.71	\$11.25
<u>Weekend</u> - 18 Hole	\$46.67	\$49.00	\$18.00 - \$47.62	\$47.62	\$50.00
- Early Bird (9 holes)	\$28.57	\$30.00	\$8.00 - \$29.52	\$29.52	\$31.00
- Sunrise (Fri only, n/a WE, Stat)	\$26.67	\$28.00	no comparison	\$27.14	\$28.50
- Twi Matinée			"	\$42.86	\$45.00
-1st Twilight	\$35.24	\$37.00	\$15.00 - \$35.71	\$35.71	\$37.50
-2nd Twilight	\$14.76	\$15.50	\$10.00 - \$15.24	\$15.24	\$16.00
- Sunset	\$10.48	\$11.00	\$10.00 - \$10.71	\$10.71	\$11.25

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2017 GOLF FEE SCHEDULE

SERVICES	2015 FEE		CURRENT MARKET	2017 FEE	
	Base fee	Incl. GST	RANGE OF FEE (pre-tax)	Base fee	Incl. GST
c) <u>LOYALTY PASS (Bby. Mtn. + Riverway)</u> - Valid anytime at Riverway + Burnaby Mountain - May be used at Pitch & Putt facilities - 2 Year Expiry from date of purchase or re-load - Posted Green Fee Rate is 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 anytime at Kensington + Central Park Pitch & Putts only - 2 Year Expiry from date of purchase or re-load - Posted Green Fee Rate is 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 anytime at Riverway + Burnaby Mountain - May be used at Pitch & Putt facilities - 2 Year Expiry Date from date of last re-load - Posted Green Fee Rate is 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	

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2017 GOLF FEE SCHEDULE

SERVICES	2015 FEE		CURRENT MARKET	2017 FEE	
	Base fee	Incl. GST	RANGE OF FEE (pre-tax)	Base fee	Incl. GST
f) GOLF TOURNAMENTS					
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	\$5.71	\$6.00	\$4.76 - \$8.00	\$5.71	\$6.00
- Pro Shop Voucher	\$6.03	\$6.75	\$4.76 - \$10.00	\$6.25	\$7.00
- Food Voucher	\$16.43	\$17.25	\$12.00 - \$50.00	Transferred to Food Services	
g) COURTESY PASSES & PROMOTIONS					
Used for promotional activities, public relations initiatives or to reimburse for disruption in services.					
Maximum Annual Value - \$40,000					
h) DRIVING RANGES					
Warm-up special (25 balls)	\$3.10	\$3.25	no comparison	\$3.33	\$3.50
1 bucket	\$5.48	\$5.75	\$5.00 - \$5.95	\$5.71	\$6.00
3 buckets	\$14.29	\$15.00	\$13.90 - \$15.50	\$15.24	\$16.00
15 buckets	\$61.90	\$65.00	\$58.00 - \$66.00	\$65.71	\$69.00
75 buckets	\$255.24	\$268.00	\$245.00 - \$280.00	\$271.43	\$285.00
i) ADVANCE BOOKING FEE					
Prime Time	\$9.52	\$10.00	\$4.76 - \$9.52	\$9.52	\$10.00
Non-Prime Time	\$4.76	\$5.00	\$4.76 - \$9.52	\$4.76	\$5.00

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2017 GOLF FEE SCHEDULE

SERVICES	2015 FEE		CURRENT MARKET	2017 FEE	
	Weekend Adult rates in effect on Saturday, Sunday + City observed Statutory Holidays.				
	Base fee	Incl. GST	RANGE OF FEE (pre-tax)	Base fee	Incl. GST
)) PITCH AND PUTTS	(Weekday = Monday - Friday / Weekend = Saturday + Sunday + Statutory Holidays)				
<u>Regular Season Green Fees (Adult)</u>					
<u>Weekday</u> - 18 Hole	\$11.90	\$12.50	\$11.60 - \$12.95	\$12.38	\$13.00
- Sunrise			no comparison	\$11.19	\$11.75
- Twilight	\$7.86	\$8.25	"	\$8.10	\$8.50
<u>Weekend</u> - 18 Hole	\$11.90	\$12.50	\$11.60 - \$12.95	\$12.38	\$13.00
- Twilight	\$7.86	\$8.25	no comparison	\$8.10	\$8.50
<u>Off Season Green Fees (Adult)</u>					
<u>Weekday</u> - 18 Hole	\$9.29	\$9.75	no comparison	\$9.52	\$10.00
- Twilight	\$6.19	\$6.50	"	\$6.19	\$6.50
<u>Weekend</u> - 18 Hole	\$9.29	\$9.75	no comparison	\$9.52	\$10.00
- Twilight	\$6.19	\$6.50	"	\$6.19	\$6.50
<u>Regular Season Green Fees (Senior)</u>					
<u>Weekday</u> - 18 Hole	\$8.81	\$9.25	no comparison	\$9.29	\$9.75
- Sunrise			"	\$8.33	\$8.75
- Twilight	\$6.19	\$6.50	"	\$6.19	\$6.50
<u>Weekend</u> - 18 Hole	\$11.90	\$12.50	no comparison	\$12.38	\$13.00
- Twilight	\$6.19	\$6.50	"	\$6.19	\$6.50
<u>Off Season Green Fees (Senior)</u>					
<u>Weekday</u> - 18 Hole	\$6.90	\$7.25	no comparison	\$7.14	\$7.50
- Twilight	\$5.24	\$5.50	"	\$5.24	\$5.50
<u>Weekend</u> - 18 Hole	\$9.29	\$9.75	no comparison	\$9.52	\$10.00
- Twilight	\$5.24	\$5.50	"	\$5.24	\$5.50

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2017 GOLF FEE SCHEDULE

SERVICES	2015 FEE		CURRENT MARKET	2017 FEE	
	Weekend Adult rates in effect on Saturday, Sunday + City observed Statutory Holidays.				
	Base fee	Incl. GST	RANGE OF FEE (pre-tax)	Base fee	Incl. GST
)) PITCH AND PUTTS					
(Weekday = Monday - Friday / Weekend = Saturday + Sunday + Statutory Holidays)					
Regular Season Green Fees (Junior)					
<u>Weekday</u> - 18 Hole	\$7.86	\$8.25	\$7.00 - \$10.00	\$8.10	\$8.50
- Sunrise			no comparison	\$7.14	\$7.50
- Twilight	\$5.71	\$6.00	no comparison	\$5.71	\$6.00
<u>Weekend</u> - 18 Hole	\$11.90	\$12.50	\$9.00 - \$12.95	\$12.38	\$13.00
- Twilight	\$5.71	\$6.00	no comparison	\$5.71	\$6.00
Off Season Green Fees (Junior)					
<u>Weekday</u> - 18 Hole	\$5.95	\$6.25	no comparison	\$6.19	\$6.50
- Twilight	\$5.00	\$5.25	"	\$5.00	\$5.25
<u>Weekend</u> - 18 Hole	\$9.29	\$9.75	no comparison	\$9.52	\$10.00
- Twilight	\$5.00	\$5.25	"	\$5.00	\$5.25

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Attachment #2

Burnaby Mtn Fee Comparison - Adult Rates 2016					
Base Rates - taxes not included					
	Regular Season		Off Season		Average Adult yearly net fee achieved - after applied discounts
	Weekday	Weekend	Weekday	Weekend	
Langara	\$52.00	\$58.00	\$27.00	\$27.00	\$30.75
<i>Redbook (4 for 3) /coupons</i>	\$39.00	\$43.50	\$20.25	\$20.25	
McCleery	\$56.00	\$62.00	\$32.00	\$32.00	\$34.13
<i>Redbook (4 for 3) /coupons</i>	\$42.00	\$46.50	\$24.00	\$24.00	
Burnaby Mountain	\$38.10	\$48.57	\$31.43	\$39.05	\$39.29
<i>no discounting</i>	\$38.10	\$48.57	\$31.43	\$39.05	

Riverway Fee Comparison - Adult Rates 2016					
Base Rates - taxes not included					
	Regular Season		Off Season		Average Adult yearly net fee achieved - after applied discounts
	Weekday	Weekend	Weekday	Weekend	
Fraserview	\$60.00	\$66.00	\$35.00	\$35.00	\$35.63
<i>Redbook (4 for 3) /coupons</i>	\$45.00	\$45.00	\$26.25	\$26.25	
Northlands	\$61.90	\$66.66	\$42.86	\$45.71	\$44.28
<i>Redbook \$10 off all green fees</i>	\$51.90	\$56.66	\$32.86	\$35.71	
Riverway	\$48.57	\$59.05	\$40.95	\$46.67	\$48.81
<i>no discounting</i>	\$48.57	\$59.05	\$40.95	\$46.67	

Pitch & Putt Fee Comparison - Adult Rates 2016					
Base Rates - taxes not included					
	Regular Season		Off Season		Average Adult yearly net fee achieved - after applied discounts
	Weekday	Weekend	Weekday	Weekend	
Queen Elizabeth	\$12.95	\$12.95	\$0.00	\$0.00	\$6.47 (x 9 mos)
<i>Redbook (2 for 1) /coupons</i>	\$6.47	\$6.47			
Rupert Park	\$12.24	\$12.24	\$0.00	\$0.00	\$6.12 (x 9 mos)
<i>Redbook (2 for 1) /coupons</i>	\$6.12	\$6.12			
Stanley Park	\$12.95	\$12.95	\$0.00	\$0.00	\$6.47 (x 9 mos)
<i>Redbook (2 for 1) /coupons</i>	\$6.47	\$6.47			
Ambleside	\$11.60	\$11.60	closed Nov - Feb		\$8.12 (x 8 mos)
<i>Vouchers 30% off</i>	\$8.12	\$8.12			
Central / Kensington	\$11.90	\$11.90	\$9.29	\$9.29	\$10.60 (x 12 mos)
<i>no discounting</i>	\$11.90	\$11.90	\$9.29	\$9.29	

Driving Range Fees					
Base Rates - taxes not included					
Buckets	Qty	Pre-tax	Tax in	Price/ball Pre-tax	Market Range price/ball
1/2 Bucket (Warm-Up)	25 Balls	\$ 3.33	\$3.50	\$ 0.13	No comparison
1 Bucket	50 Balls	\$ 5.71	\$6.00	\$ 0.11	\$.09 - \$.11
3 Buckets	150 Balls	\$ 15.24	\$16.00	\$ 0.10	\$.08 - \$.10
15 Buckets	750 Balls	\$ 65.71	\$69.00	\$ 0.09	\$.07 - \$.09
75 Buckets	3,750 Balls	\$ 271.43	\$285.00	\$ 0.07	\$.07 - \$.08