



Item
Meeting 2015 Mar 30

COUNCIL REPORT

TO: CITY MANAGER **DATE:** 2015 March 19

FROM: DIRECTOR PARKS, RECREATION & CULTURAL SERVICES

SUBJECT: 2015 BURNABY GOLF FEES BYLAW

PURPOSE: To request approval for the 2015 Burnaby Golf Fees Bylaw.

RECOMMENDATION:

1. **THAT** approval be given for the 2015 Burnaby Golf Fees Bylaw as detailed on Attachment #1.

REPORT

At its 'Open' Meeting of 2014 March 18, the Parks, Recreation and Culture Commission received the above noted report and adopted the two recommendations contained therein.

A handwritten signature in black ink, appearing to read "D. Ellenwood".

Dave Ellenwood
DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

DE:tc

Attachment

P:\ADMIN\CDATA\COUNCIL\150318\2015 Burnaby Golf Fees Bylaw (2015.03.30)

Copied to: City Solicitor
Director Finance

TO: CHAIR AND MEMBERS
PARKS, RECREATION & CULTURE COMMISSION

FROM: DIRECTOR PARKS, RECREATION AND CULTURAL SERVICES

SUBJECT: 2015 BURNABY GOLF FEES BYLAW

RECOMMENDATIONS:

1. **THAT** the 2015 Golf Fees be approved as outlined in this report.
2. **THAT** Council be requested to approve the 2015 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 2015 Burnaby Golf Fees Bylaw will apply for the period 2015 May 01 to 2016 April 30.

The 2015 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 2015 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.

2015 GOLF SERVICES – FEE DETERMINATION

The following factors were considered in the determination of the 2015 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.

2015 GOLF SERVICES – FEE RECOMMENDATIONS

1. Increase weekday rates \$0.96 and weekend rates \$1.43 at Burnaby Mountain and \$1.43 (weekday) and \$1.91 (weekend) at Riverway Golf Course. Increase weekday and weekend rates \$0.47 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 \$0.24 on three bucket and \$1.91 on fifteen bucket purchases. Eliminate the 65 bucket package and introduce new package of 75 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. Introduce a \$4.76 (\$5.00 tax included) non-prime time advance booking fee to encourage secure bookings during slower periods.

To: Parks, Recreation & Culture Commission
From: Director Parks, Recreation and Cultural Services
Re: 2015 BURNABY GOLF FEES BYLAW
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Golf Services - Definition of Weekday/Weekend

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

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

- 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 2015 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 2015 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

2015 GOLF FEE SCHEDULE

SERVICES	2013 FEE		2014 MARKET RANGE OF FEE	2015 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
GOLF	<div>- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays. - Sunrise Special is not available on Statutory Holidays.</div>				
a) BURNABY MOUNTAIN					
Adult					
Regular Season					
<u>Weekday</u> - 18 hole daily	\$37.14	\$39.00	\$31.64 to \$56.00	\$38.10	\$40.00
- Early Bird (9 holes)	\$21.90	\$23.00	no comparison	\$22.86	\$24.00
- Sunrise / Twi Matinée	\$34.29	\$36.00	"	\$35.24	\$37.00
- 1st twilight fee	\$29.52	\$31.00	"	\$30.48	\$32.00
- 2nd twilight fee	\$20.95	\$22.00	"	\$21.43	\$22.50
- Sunset	\$14.29	\$15.00	"	\$14.52	\$15.25
 <u>Weekend</u> - 18 hole daily	 \$47.14	 \$49.50	 \$31.64 to \$61.03	 \$48.57	 \$51.00
- Early Bird (9 holes)	\$26.19	\$27.50	no comparison	\$27.62	\$29.00
- Sunrise / Twi Matinée (Fri only)	\$37.14	\$39.00	"	\$38.10	\$40.00
- 1st twilight fee	\$35.24	\$37.00	"	\$36.19	\$38.00
- 2nd twilight fee	\$23.81	\$25.00	"	\$23.81	\$25.00
- Sunset	\$15.24	\$16.00	"	\$15.71	\$16.50
 Off Season					
<u>Weekday</u> - 18 hole daily	\$30.95	\$32.50	\$13.50 to \$32.00	\$31.43	\$33.00
- Early Bird (9 holes)	\$18.57	\$19.50	no comparison	\$19.05	\$20.00
- Sunrise / Twi Matinée	\$28.10	\$29.50	"	\$28.57	\$30.00
- 1st twilight fee	\$25.00	\$26.25	"	\$25.71	\$27.00
- 2nd twilight fee	\$17.86	\$18.75	"	\$18.10	\$19.00
- Sunset	\$13.10	\$13.75	"	\$13.33	\$14.00
 <u>Weekend</u> - 18 hole daily	 \$38.10	 \$40.00	 \$13.50 - \$39.05	 \$39.05	 \$41.00
- Early Bird (9 holes)	\$21.43	\$22.50	no comparison	\$21.90	\$23.00
- Sunrise / Twi Matinée (Fri only)	\$30.95	\$32.50	"	\$31.43	\$33.00
- 1st twilight fee	\$29.05	\$30.50	"	\$29.52	\$31.00
- 2nd twilight fee	\$19.52	\$20.50	"	\$20.00	\$21.00
- Sunset	\$13.57	\$14.25	"	\$13.81	\$14.50

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2015 GOLF FEE SCHEDULE

SERVICES	2013 FEE		2014 MARKET RANGE OF FEE	2015 FEE	
	Base fee	Incl. GST		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					
Regular Season					
<u>Weekday</u> - 18 hole daily	\$27.86	\$29.25	\$26.00 - \$38.00	\$28.57	\$30.00
- Early Bird (9 holes)	\$15.95	\$16.75	no comparison	\$16.19	\$17.00
- Sunrise / Twi Matinée	\$25.00	\$26.25	"	\$25.71	\$27.00
- 1st twilight fee	\$22.14	\$23.25	"	\$22.86	\$24.00
- 2nd twilight fee	\$15.95	\$16.75	"	\$16.19	\$17.00
- Sunset	\$10.71	\$11.25	"	\$10.95	\$11.50
<u>Weekend</u> - 18 hole daily	\$47.14	\$49.50	\$31.64 to \$61.03	\$48.57	\$51.00
- Early Bird (9 holes)	\$26.19	\$27.50	no comparison	\$27.62	\$29.00
- Sunrise / Twi Matinée (Fri only)	\$27.86	\$29.25	"	\$28.57	\$30.00
- 1st twilight fee	\$35.24	\$37.00	"	\$36.19	\$38.00
- 2nd twilight fee	\$23.81	\$25.00	"	\$23.81	\$25.00
- Sunset	\$15.24	\$16.00	"	\$15.71	\$16.50
Off Season					
<u>Weekday</u> - 18 hole daily	\$23.33	\$24.50	no comparison	\$23.57	\$24.75
- Early Bird (9 holes)	\$13.81	\$14.50	"	\$14.29	\$15.00
- Sunrise / Twi Matinée	\$20.95	\$22.00	"	\$21.43	\$22.50
- 1st twilight fee	\$18.57	\$19.50	"	\$19.05	\$20.00
- 2nd twilight fee	\$13.33	\$14.00	"	\$13.57	\$14.25
- Sunset	\$9.76	\$10.25	"	\$10.00	\$10.50
<u>Weekend</u> - 18 hole daily	\$38.10	\$40.00	no comparison	\$39.05	\$41.00
- Early Bird (9 holes)	\$21.43	\$22.50	"	\$21.90	\$23.00
- Sunrise / Twi Matinée (Fri only)	\$23.33	\$24.50	"	\$23.57	\$24.75
- 1st twilight fee	\$29.05	\$30.50	"	\$29.52	\$31.00
- 2nd twilight fee	\$19.52	\$20.50	"	\$20.00	\$21.00
- Sunset	\$13.57	\$14.25	"	\$13.81	\$14.50

2015 GOLF FEE SCHEDULE

SERVICES	2013 FEE		2014 MARKET RANGE OF FEE	2015 FEE	
	Base fee	Incl. GST		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.					
Junior					
Regular Season					
<u>Weekday</u> - 18 hole daily	\$24.05	\$25.25	\$25.00 - \$39.00	\$24.76	\$26.00
- Early Bird (9 holes)	\$14.05	\$14.75	no comparison	\$14.52	\$15.25
- Sunrise / Twi Matinée	\$21.67	\$22.75	"	\$22.14	\$23.25
- 1st twilight fee	\$19.05	\$20.00	"	\$19.76	\$20.75
- 2nd twilight fee	\$13.81	\$14.50	"	\$14.29	\$15.00
- Sunset	\$10.00	\$10.50	"	\$10.48	\$11.00
<u>Weekend</u> - 18 hole daily	\$47.14	\$49.50	\$31.64 to \$61.03	\$48.57	\$51.00
- Early Bird (9 holes)	\$26.19	\$27.50	no comparison	\$27.62	\$29.00
- Sunrise / Twi Matinée (Fri only)	\$24.05	\$25.25	"	\$24.76	\$26.00
- 1st twilight fee	\$35.24	\$37.00	"	\$36.19	\$38.00
- 2nd twilight fee	\$13.81	\$14.50	"	\$14.29	\$15.00
- Sunset	\$10.00	\$10.50	"	\$10.48	\$11.00
Off Season					
<u>Weekday</u> - 18 hole daily	\$20.00	\$21.00	no comparison	\$20.48	\$21.50
- Early Bird (9 holes)	\$12.38	\$13.00	"	\$12.86	\$13.50
- Sunrise / Twi Matinée	\$18.57	\$19.50	"	\$18.57	\$19.50
- 1st twilight fee	\$16.19	\$17.00	"	\$16.67	\$17.50
- 2nd twilight fee	\$11.67	\$12.25	"	\$11.67	\$12.25
- Sunset	\$8.81	\$9.25	"	\$8.81	\$9.25
<u>Weekend</u> - 18 hole daily	\$38.10	\$40.00	no comparison	\$39.05	\$41.00
- Early Bird (9 holes)	\$21.43	\$22.50	"	\$21.90	\$23.00
- Sunrise / Twi Matinée (Fri only)	\$20.00	\$21.00	"	\$20.48	\$21.50
- 1st twilight fee	\$29.05	\$30.50	"	\$29.52	\$31.00
- 2nd twilight fee	\$11.67	\$12.25	"	\$11.67	\$12.25
- Sunset	\$8.81	\$9.25	"	\$8.81	\$9.25

2015 GOLF FEE SCHEDULE

SERVICES	2013 FEE		2014 MARKET RANGE OF FEE	2015 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
b) <u>RIVERWAY GOLF COURSE</u>						
<div><div>Adult</div><div>Regular Season</div></div> <div>- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays - Sunrise Special is not available on Statutory Holidays.</div>						
<u>Weekday</u>	- 18 hole daily	\$47.14	\$49.50	\$38.65 - \$61.90	\$48.57	\$51.00
	- Early Bird (9 holes)	\$28.10	\$29.50	no comparison	\$29.52	\$31.00
	- Sunrise / Twi Matinée	\$41.90	\$44.00	"	\$42.86	\$45.00
	- 1st twilight fee	\$37.14	\$39.00	"	\$38.10	\$40.00
	- 2nd twilight fee	\$27.14	\$28.50	"	\$27.62	\$29.00
	- Sunset	\$17.14	\$18.00	"	\$17.14	\$18.00
<u>Weekend</u>	- 18 hole daily	\$57.14	\$60.00	\$38.65 - \$66.66	\$59.05	\$62.00
	- Early Bird (9 holes)	\$32.38	\$34.00	no comparison	\$34.29	\$36.00
	- Sunrise / Twi Matinée (Fri only)	\$47.14	\$49.50	"	\$48.57	\$51.00
	- 1st twilight fee	\$42.86	\$45.00	"	\$43.81	\$46.00
	- 2nd twilight fee	\$30.48	\$32.00	"	\$30.48	\$32.00
	- Sunset	\$19.05	\$20.00	"	\$19.05	\$20.00
<u>Off Season</u>						
<u>Weekday</u>	- 18 hole daily	\$40.00	\$42.00	\$17.50 - \$40.95	\$40.95	\$43.00
	- Early Bird (9 holes)	\$23.57	\$24.75	no comparison	\$24.76	\$26.00
	- Sunrise / Twi Matinée	\$36.19	\$38.00	"	\$37.14	\$39.00
	- 1st twilight fee	\$30.95	\$32.50	"	\$31.43	\$33.00
	- 2nd twilight fee	\$22.38	\$23.50	"	\$22.86	\$24.00
	- Sunset	\$15.71	\$16.50	"	\$16.19	\$17.00
<u>Weekend</u>	- 18 hole daily	\$46.19	\$48.50	\$17.50 - \$46.67	\$46.67	\$49.00
	- Early Bird (9 holes)	\$27.62	\$29.00	no comparison	\$28.57	\$30.00
	- Sunrise / Twi Matinée (Fri only)	\$40.00	\$42.00	"	\$41.43	\$43.50
	- 1st twilight fee	\$35.00	\$36.75	"	\$35.24	\$37.00
	- 2nd twilight fee	\$24.52	\$25.75	"	\$24.76	\$26.00
	- Sunset	\$16.67	\$17.50	"	\$17.14	\$18.00

2015 GOLF FEE SCHEDULE

SERVICES	2013 FEE		2014 MARKET RANGE OF FEE	2015 FEE		
	Base fee	Incl. GST		Base fee	Incl. GST	
b) <u>RIVERWAY (Cont'd)</u>						
<div>- Weekend Adult rates in effect on Friday, Saturday, Sunday + City observed Statutory Holidays - Sunrise Special is not available on Statutory Holidays.</div>						
<u>Senior</u>						
<u>Regular Season</u>						
<u>Weekday</u>	- 18 hole daily	\$35.24	\$37.00	\$35.00 - \$40.00	\$36.19	\$38.00
	- Early Bird (9 holes)	\$20.95	\$22.00	no comparison	\$21.90	\$23.00
	- Sunrise / Twi Matinée	\$31.43	\$33.00	"	\$32.38	\$34.00
	- 1st twilight fee	\$27.62	\$29.00	"	\$28.57	\$30.00
	- 2nd twilight fee	\$20.00	\$21.00	"	\$20.00	\$21.00
	- Sunset	\$12.86	\$13.50	"	\$13.33	\$14.00
<u>Weekend</u>	- 18 hole daily	\$57.14	\$60.00	\$38.65 - \$66.66	\$59.05	\$62.00
	- Early Bird (9 holes)	\$32.38	\$34.00	no comparison	\$34.29	\$36.00
	- Sunrise / Twi Matinée (Fri only)	\$35.24	\$37.00	"	\$36.19	\$38.00
	- 1st twilight fee	\$42.86	\$45.00	"	\$43.81	\$46.00
	- 2nd twilight fee	\$30.48	\$32.00	"	\$30.48	\$32.00
	- Sunset	\$19.05	\$20.00	"	\$19.05	\$20.00
<u>Off Season</u>						
<u>Weekday</u>	- 18 hole daily	\$30.48	\$32.00	no comparison	\$31.43	\$33.00
	- Early Bird (9 holes)	\$17.38	\$18.25	"	\$18.10	\$19.00
	- Sunrise / Twi Matinée	\$27.14	\$28.50	"	\$28.10	\$29.50
	- 1st twilight fee	\$23.33	\$24.50	"	\$23.81	\$25.00
	- 2nd twilight fee	\$16.67	\$17.50	"	\$17.14	\$18.00
	- Sunset	\$11.90	\$12.50	"	\$12.38	\$13.00
<u>Weekend</u>	- 18 hole daily	\$46.19	\$48.50	no comparison	\$47.62	\$50.00
	- Early Bird (9 holes)	\$27.62	\$29.00	"	\$28.57	\$30.00
	- Sunrise / Twi Matinée (Fri only)	\$30.48	\$32.00	"	\$31.43	\$33.00
	- 1st twilight fee	\$35.00	\$36.75	"	\$35.24	\$37.00
	- 2nd twilight fee	\$24.52	\$25.75	"	\$24.76	\$26.00
	- Sunset	\$16.67	\$17.50	"	\$17.14	\$18.00

2015 GOLF FEE SCHEDULE

SERVICES	2013 FEE		2014 MARKET RANGE OF FEE	2015 FEE		
	Base fee	Incl. GST		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						
Regular Season						
Weekday	- 18 hole daily	\$29.76	\$31.25	\$29.00 - \$36.00	\$30.48	\$32.00
	- Early Bird (9 holes)	\$18.33	\$19.25	no comparison	\$19.05	\$20.00
	- Sunrise / Twi Matinée	\$26.67	\$28.00	"	\$27.62	\$29.00
	- 1st twilight fee	\$23.81	\$25.00	"	\$24.76	\$26.00
	- 2nd twilight fee	\$17.38	\$18.25	"	\$18.10	\$19.00
	- Sunset	\$12.14	\$12.75	"	\$12.38	\$13.00
Weekend	- 18 hole daily	\$57.14	\$60.00	\$38.65 - \$66.66	\$59.05	\$62.00
	- Early Bird (9 holes)	\$32.38	\$34.00	no comparison	\$34.29	\$36.00
	- Sunrise / Twi Matinée (Fri only)	\$29.76	\$31.25	"	\$31.43	\$33.00
	- 1st twilight fee	\$42.86	\$45.00	"	\$43.81	\$46.00
	- 2nd twilight fee	\$17.38	\$18.25	"	\$18.10	\$19.00
	- Sunset	\$12.14	\$12.75	"	\$12.38	\$13.00
Off Season						
Weekday	- 18 hole daily	\$26.19	\$27.50	no comparison	\$26.67	\$28.00
	- Early Bird (9 holes)	\$15.00	\$15.75	"	\$15.24	\$16.00
	- Sunrise / Twi Matinée	\$23.33	\$24.50	"	\$23.81	\$25.00
	- 1st twilight fee	\$20.24	\$21.25	"	\$20.95	\$22.00
	- 2nd twilight fee	\$14.52	\$15.25	"	\$14.76	\$15.50
	- Sunset	\$10.48	\$11.00	"	\$10.48	\$11.00
Weekend	- 18 hole daily	\$46.19	\$48.50	no comparison	\$47.62	\$50.00
	- Early Bird (9 holes)	\$27.62	\$29.00	"	\$28.57	\$30.00
	- Sunrise / Twi Matinée (Fri only)	\$26.19	\$27.50	"	\$26.67	\$28.00
	- 1st twilight fee	\$35.00	\$36.75	"	\$35.24	\$37.00
	- 2nd twilight fee	\$14.52	\$15.25	"	\$14.76	\$15.50
	- Sunset	\$10.48	\$11.00	"	\$10.48	\$11.00

2015 GOLF FEE SCHEDULE

SERVICES	2013 FEE		2014 MARKET RANGE OF FEE	2015 FEE	
	Base fee	Incl. GST		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	

2015 GOLF FEE SCHEDULE

SERVICES	2013 FEE		2014 MARKET RANGE OF FEE	2015 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
f) <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	\$5.71	\$6.00	no comparison	\$5.71	\$6.00
- Pro Shop Voucher	\$6.03	\$6.75	"	\$6.03	\$6.75
- Food & Beverage Voucher	\$16.43	\$17.25	"	\$16.43	\$17.25
Package Total	\$28.17	\$30.00		\$28.17	\$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 spec .0124 / ball	\$3.10	\$3.25	no comparison	\$3.10	\$3.25
1 bucket .0110 / ball	\$5.48	\$5.75	.009 - .012 per ball	\$5.48	\$5.75
3 buckets .0095 / ball	\$14.05	\$14.75	.008 - .011 per ball	\$14.29	\$15.00
15 buckets .0083 / ball	\$60.00	\$63.00	.007 - .009 per ball	\$61.90	\$65.00
65 buckets n/a	\$195.24	\$205.00			
75 buckets .0068 / ball			.006 - .008 per ball	\$255.24	\$268.00
i) <u>ADVANCE BOOKING FEE</u>					
Prime Time	\$9.52	\$10.00	\$4.76 - \$10.00	\$9.52	\$10.00
Non-Prime Time			\$4.76 - \$10.00	\$4.76	\$5.00

2015 GOLF FEE SCHEDULE

SERVICES	2013 FEE		2014 MARKET RANGE OF FEE	2015 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
j) <u>PITCH AND PUTTS</u>					
<div>Weekday = Monday - Friday</div> <div>Weekend = Saturday + Sunday + Statutory Holidays</div>					
Adult					
Regular Season					
Weekday - 18 hole	\$11.43	\$12.00	\$11.00 - \$14.00	\$11.90	\$12.50
- Twilight	\$7.62	\$8.00	no comparison	\$7.86	\$8.25
Weekend - 18 hole	\$11.43	\$12.00	\$11.00 - \$12.95	\$11.90	\$12.50
- Twilight	\$7.62	\$8.00	no comparison	\$7.86	\$8.25
Off Season					
Weekday - 18 hole	\$9.05	\$9.50	\$9.00 - \$10.50	\$9.29	\$9.75
- Twilight	\$5.95	\$6.25	no comparison	\$6.19	\$6.50
Weekend - 18 hole	\$9.05	\$9.50	\$9.00 - \$10.50	\$9.29	\$9.75
- Twilight	\$5.95	\$6.25	no comparison	\$6.19	\$6.50
Senior					
Regular Season					
Weekday - 18 hole	\$8.57	\$9.00	no comparison	\$8.81	\$9.25
- Twilight	\$5.95	\$6.25	"	\$6.19	\$6.50
Weekend - 18 hole	\$11.43	\$12.00	no comparison	\$11.90	\$12.50
- Twilight	\$5.95	\$6.25	"	\$6.19	\$6.50
Off Season					
Weekday - 18 hole	\$6.67	\$7.00	no comparison	\$6.90	\$7.25
- Twilight	\$5.00	\$5.25	"	\$5.24	\$5.50
Weekend - 18 hole	\$9.05	\$9.50	no comparison	\$9.29	\$9.75
- Twilight	\$5.00	\$5.25	"	\$5.24	\$5.50

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2015 GOLF FEE SCHEDULE

SERVICES	2013 FEE		2014 MARKET RANGE OF FEE	2015 FEE	
	Base fee	Incl. GST		Base fee	Incl. GST
k) <u>Pitch & Putts (Cont'd)</u>					
<div><div>Weekday = Monday - Friday</div><div>Weekend = Saturday + Sunday + Statutory Holidays</div></div>					
 <u>Junior</u>					
<u>Regular Season</u>					
<u>Weekday</u> - 18 hole	\$7.62	\$8.00	\$7.00 - \$9.00	\$7.86	\$8.25
- Twilight	\$5.48	\$5.75	no comparison	\$5.71	\$6.00
 <u>Weekend</u> - 18 hole	 \$11.43	 \$12.00	 \$9.00 - \$12.95	 \$11.90	 \$12.50
- Twilight	\$5.48	\$5.75	no comparison	\$5.71	\$6.00
 <u>Off Season</u>					
<u>Weekday</u> - 18 hole	\$5.95	\$6.25	no comparison	\$5.95	\$6.25
- Twilight	\$5.00	\$5.25	"	\$5.00	\$5.25
 <u>Weekend</u> - 18 hole	 \$9.05	 \$9.50	 no comparison	 \$9.29	 \$9.75
- Twilight	\$5.00	\$5.25	"	\$5.00	\$5.25

Burnaby Mtn Fee Comparison - Proposed Adult Rates 2015					
Base Rates - taxes not included					
	Regular Season		Off Season		Average net fee achieved - after applied discounts
	weekday	weekend	weekday	weekend	
Langara	\$50.25	\$56.60	\$27.00	\$27.00	\$31.39
<i>redbook/stampcard/apps</i>	\$31.65	\$31.65	\$13.50	\$13.50	
McCleery	\$56.00	\$61.00	\$32.00	\$32.00	\$35.88
<i>redbook/stampcard/apps</i>	\$37.00	\$37.00	\$16.00	\$16.00	
Burnaby Mountain	\$38.10	\$48.57	\$31.43	\$39.05	\$39.29

Riverway Fee Comparison - Proposed Adult Rates 2015					
Base Rates - taxes not included					
	Regular Season		Off Season		Average net fee achieved - after applied discounts
	weekday	weekend	weekday	weekend	
Fraserview	\$58.50	\$64.75	\$35.00	\$35.00	\$38.19
<i>redbook/stampcard/apps</i>	\$38.65	\$38.65	\$17.50	\$17.50	
Northlands	\$61.90	\$66.66	\$42.87	\$44.76	\$45.17
<i>Northlands redbook</i>	\$43.33	\$46.66	\$28.57	\$26.57	
Riverway	\$48.57	\$59.05	\$40.95	\$46.67	\$46.19

Pitch & Putt Fee Comparison - Proposed Adult Rates 2015					
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	\$11.90	\$11.90	\$9.29	\$9.29	\$10.60

Buckets	Qty	Pre-tax	Tax in	Price/ball Pre-tax	Market Range price/ball
½ Bucket	25 Balls	3.1	\$3.25	0.0124	No comparison
1 Bucket	50 Balls	5.48	\$5.75	0.011	.009 - .012
3 Buckets	150 Balls	14.29	\$15.00	0.0095	.008 - .011
15 Buckets	750 Balls	61.9	\$65.00	0.0083	.007 - .009
75 Buckets	3,750 Balls	255.24	\$268.00	0.0068	.006 - .008