

# FEE RECOMMENDATION

December 7, 2023

**FOR:** Golf Course Fees for 2024  
**COST CENTERS:** Foster Park Golf Course: Fund 439- R211  
McMillen Park Golf Course and Range: Funds 121- R212, 439-R212  
Shoaff Park Golf Course and Range/: Funds 121-R213, 439-R213  
Non- reverting Capital Fund 428

## FINANCIAL OBJECTIVE AND JUSTIFICATION STATEMENT:

Parks and Recreation continues to offer “affordable golf” options within our community through our four municipal courses. In order to be responsive to market demands and conditions as well as rising costs, we ask for the following adjustments to our current approved fees for the 2024 golf season. These fee changes will help be a driver for demand and grow golfer usage at our courses.

- **Greens Fees / Weekdays / Weekend and Holidays / Fall**  
See attached fee sheet
- **Cart Fees / 9 and 18 Holes**  
See attached fee sheet
- **Driving Range Fees / Small, Medium and Large Bucket of Balls**  
See attached fee sheet
- **Season Pass / Corporate Pass / High School Teams**  
See attached fee sheet

**PROJECTED OUTCOME:** With these fee changes we will be able to provide our customer base with a quality product and drive new demand to our facilities. The long-term effect will be customer satisfaction and future revenue growth in all revenue streams which will strengthen our bottom line.

**ATTACHED:** 2024 Schedule of Fees

# Fort Wayne Parks and Recreation Golf Courses

## 2024 Schedule of Fee and Charges

(Changes for the year are highlighted in yellow)

	Effective December 9, 2022	Proposed Effective December 14, 2023
	2023	2024
<b>GREENS FEES / SHOAF</b>		
9 Holes / Weekday	\$ 10.00	\$ 12.00
18 Holes / Weekday	\$ 18.00	\$ 20.00
9 Holes / Weekend / Holidays	\$ 11.00	\$ 13.00
18 Holes / Weekend / Holidays	\$ 19.00	\$ 22.00
<b>GREENS FEES / McMillen</b>		
9 Holes / Weekday	\$ 6.00	\$ 7.00
18 Holes / Weekday	\$ 12.00	\$ 14.00
9 Holes / Weekend / Holidays	\$ 7.00	\$ 8.00
18 Holes / Weekend / Holidays	\$ 14.00	\$ 16.00
<b>Fall Daily Fees Shoaff (Beginning Third Monday in September)</b>		
	<b>3rd Monday / September</b>	<b>3rd Monday / September</b>
9 Holes	\$ 8.00	\$ 10.00
18 Holes	\$ 14.00	\$ 16.00
<b>Fall Daily Fees McMillen (Beginning Third Monday in September)</b>		
	<b>3rd Monday / September</b>	<b>3rd Monday / September</b>
9 Holes	\$ 5.00	\$ 6.00
18 Holes	\$ 10.00	\$ 12.00
<b>GREENS FEES / McMILLEN SHORT COURSE (Mad Anthony III's)</b>		
9 Holes / Adult	\$ 5.00	\$ 5.00
9 Holes / Kids	\$ 4.00	\$ 4.00
Second 9 Holes	N/A	N/A
Family / 3 or more	N/A	N/A
Lifetime Sports Academy Certified Players	FREE	FREE
<b>CART FEES McMILLEN PARK GOLF COURSE</b>		
Electric Cart - 9 Holes Per Rider	\$ 6.00	\$ 7.00
Electric Cart - 18 Holes Per Rider	\$ 12.00	\$ 14.00
Electric Cart Punch Pass (20) 9 Hole Cart Rentals	\$ 108.00	\$ 125.00
Pull Cart - 9 Holes	\$ 3.00	\$ 3.00
Pull Cart - 18 Holes	\$ 5.00	\$ 5.00
Spectator Golf Cart Rental at Events and Tournaments	\$ 20.00	\$ 25.00
<b>FOOT GOLF / McMILLEN SHORT COURSE (Mad Anthony III'S)</b>		
Foot Golf Adult	\$ 5.00	\$ 5.00
Foot Golf Youth	\$ 4.00	\$ 4.00
Foot Golf Family / 3 or more players	N/A	
Soccer Ball Rental	\$ 2.00	\$ 2.00



*Foot Golf Children under 14 play free with paid adult		
<b>SEASON PASS / SHOAFF OR McMILLEN</b>		
Individual - Regular	\$ 525.00	\$ 550.00
Individual - Employee	\$ 415.00	\$ 425.00
Family (2 persons) - Regular	\$ 675.00	\$ 700.00
Family - Additional	\$ 75.00	\$ 75.00
Family (2 persons) - Employee	\$ 545.00	\$ 560.00
Junior (18 and under)	\$ 190.00	\$ 200.00
Senior (Over 55)	\$ 425.00	\$ 450.00
Senior (Over 55) - Employee	\$ 335.00	\$ 350.00
McMillen Season Pass includes admission to the short course		
<b>DRIVING RANGE FEES / McMILLEN PARK GOLF COURSE</b>		
Small Bucket	\$ 5.00	\$ 6.00
Medium Bucket	\$ 7.00	\$ 8.00
Punch / 10 Small Buckets	\$ 40.00	\$ 50.00
Punch / 10 Medium Buckets	\$ 50.00	\$ 65.00
Pass Holder Bucket (Must hold season pass at Shoaff, McMillen or Foster GC)	\$ 4.00	\$ 5.00
Jerry Fox / LSA Room Rental (minimum of 2 hrs.)	\$50 / hr	\$50 / hr
<b>DRIVING RANGE FEES / SHOAFF PARK GOLF COURSE</b>		
Small Bucket	\$ 5.00	\$ 6.00
Large Bucket	\$ 9.00	\$ 10.00
Punch / 10 Small Buckets	\$ 40.00	\$ 50.00
Punch / 10 Large Buckets	\$ 75.00	\$ 80.00
Pass Holder Bucket (Must hold season pass at Shoaff, McMillen or Foster GC)	\$ 4.00	\$ 5.00
<b>CART FEES SHOAFF PARK GOLF COURSE</b>		
Electric Cart - 9 Holes Per Rider	\$ 6.00	\$ 7.00
Electric Cart - 18 Holes Per Rider	\$ 12.00	\$ 14.00
Electric Cart Punch Pass (20) 9 Hole Cart Rentals	\$ 108.00	\$ 125.00
Pull Cart - 9 Holes	\$ 3.00	\$ 3.00
Pull Cart - 18 Holes	\$ 5.00	\$ 5.00
Spectator Golf Cart Rental at Events and Tournaments	\$ 20.00	\$ 25.00
<b>GREENS FEES / FOSTER</b>		
9 Holes / Weekday	\$ 12.00	\$ 12.00
18 Holes / Weekday	\$ 20.00	\$ 20.00
9 Holes / Weekend / Holidays	\$ 13.00	\$ 13.00
18 Holes / Weekend / Holidays	\$ 24.00	\$ 24.00
<b>Fall Daily Fees (Beginning Third Monday in September)</b>	<b>3rd Monday / September</b>	<b>3rd Monday / September</b>
9 Holes	\$ 10.00	\$ 10.00
18 Holes	\$ 18.00	\$ 18.00
<b>ELECTRIC CART FEES / FOSTER</b>		



9 Holes per rider	\$	7.00	\$	8.00
18 Holes per rider	\$	14.00	\$	16.00
Cart Punch (20) 9 hole cart rentals	\$	126.00	\$	145.00
Spectator Golf Cart Rental at Events and Tournaments	\$	20.00	\$	25.00
<b>SEASON PASS / FOSTER</b>				
Individual - Regular	\$	650.00	\$	650.00
Individual - Employee	\$	520.00	\$	520.00
Family (2 persons) - Regular	\$	820.00	\$	820.00
Family - Additional	\$	90.00	\$	90.00
Family (2 persons) - Employee	\$	660.00	\$	660.00
Junior (18 and under)	\$	225.00	\$	225.00
Senior (Over 55)	\$	490.00	\$	490.00
Senior (Over 55) - Employee	\$	395.00	\$	395.00
<b>SEASON PASS / THREE WAY / FOSTER, McMILLEN, SHOAFF</b>				
Individual - Regular	\$	750.00	\$	750.00
Individual - Employee	\$	605.00	\$	605.00
Fort Wayne City, Allen County Area School Corporations and Military Current full time employees will receive season pass ticket discounts.				
<b>SPECIAL GROUP FEES</b>				
Boy's H.S. Golf Teams (Foster and McMillen)	\$	950.00	\$	1,000.00
Girl's H.S. Golf Teams (Foster and McMillen)	\$	750.00	\$	1,000.00
Corporate Pass (Foster)	\$	1,700.00		N/A
Corporate Pass (McMillen and Shoaff)	\$	1,700.00		N/A
Additional Corporate Pass (per course)	\$	850.00		N/A
<b>OTHER FEES</b>				
Locker Rental / Foster		\$30 / Season		\$30 / Season
USGA GHIM Handicap Fee		\$30 / Person		\$30 / Person
Junior Golf Tour / One Day Event		\$10 / 9-holes		\$10 / 9-holes
		\$14 / 18-holes		\$14 / 18-holes
Junior Golf Tour / Two Day Event		\$12 / 9-holes		\$12 / 9-holes
		\$16 / 18-holes		\$16 / 18-holes
Junior Golf Tour Walk-In additional charge	\$	5.00	\$	5.00
Pee Wee Golf Tour		\$5 / 3-holes		\$5 / 3-holes
		\$7 / 6-holes		\$7 / 6-holes
		\$9 / 9-holes		\$9 / 9-holes
Pee Wee Golf Tour Walk-In additional charge	\$	2.00	\$	2.00
Junior/Pee Wee Putting Event	\$	5.00	\$	5.00
Golf Club Rental - 9 Holes	\$	5.00	\$	5.00
Golf Club Rental - 18 Holes	\$	10.00	\$	10.00
Weekend Outing Golf Fee McMillen GC (12+ players pre-booked with Golf Mgr.)		\$23 / per player		\$25 / per player



Weekend Outing Golf Fee Shoaff GC (12+ players pre-booked with Golf Mgr.)	\$25 / per player	\$28 / per player
Weekend Outing Golf Fee Foster GC (12+ players pre-booked with Golf Mgr.)	\$29 / per player	\$34 / per player
Weekday Outings at Foster, McMillen or Shoaff (12 + players pre-booked with Golf Mgr. would be priced at the respective course's daily rate plus cart.	Weekday Rate at Individual Course	
<b>PROMOTIONS</b>		
<b>McMillen: "Weekday Combo"</b> Monday through Friday <b>Open-Noon:</b> 18 holes and a cart. Does not include league, tournament or outing play.	Open - Noon / \$23.00	
<b>Shoaff: "Weekday Combo:</b> Monday through Friday <b>Open-Noon:</b> 18 holes and a cart. Does not include league, tournament or outing play.	Open - Noon / \$26.00	
<b>Foster: "Weekday Combo"</b> Monday through Friday <b>Open-Noon:</b> 18 holes and a cart. Does not include league, tournament or outing play.	Open - Noon / \$26.00	
<b>Foster: "Weekday Twilight Special"</b> Monday through Friday <b>after 6:00 p.m.</b> 9 hole green fees. Does not include league, tournament or outing play.	\$ 8.00	\$ 8.00
<b>Shoaff: "Weekday Twilight Special"</b> Monday through Friday <b>after 6:00 p.m.</b> 9 hole green fees. Does not include league, tournament or outing play.	\$ 7.00	\$ 7.00
<b>Frequent Player Card</b> / Purchase a 5 play / 9 hole pass (cart not included) at regular rates and get a 6th round for free. The free round will be valid at Foster, McMillen or Shoaff.	McMillen - \$35.00 Shoaff - \$60.00 Foster - \$60.00	
<b>Kids Play Free</b> / One child (14 and under) plays free with each paying adult. Foster, McMillen and Shoaff after 6:00 p.m. daily and anytime on the Mad Anthony III's - subject to availability based on Lifetime Sports Academy Program.	Free	
<b>"Student Discounts"</b> Students receive \$2.00 off greens fees on 9 or 18 holes at Foster and Shoaff. Students must show current school identification.		
<b>"Ladies Day"</b> Ladies pay 1/2 half price green fees - Mondays at Foster and Fridays at Shoaff - Open Play only / Leagues not included. Tee off before 3:00 p.m.	Ladies Play Half Price (instead of 2 for 1)	

**Other Fees may be approved with written permission of Deputy Director**

The Golf Manager/Pro may negotiate outing and tournament group fees with the approval of the Deputy Director.

**USER POLICIES**

1. The 18 hole green fee is good all day.
2. 9 hole players wishing to play an additional 9 holes may pay the difference between the 9 hole rate and the 18 hole rate.
3. Golf Course(s) may be unavailable for public play at certain times or on certain days due to leagues, tournaments, or special events.
4. Golf Courses will be open mid to late March through Veteran's Day (weather permitting). A course may be open other days at the discretion of the Manager/Pro.
5. Rain Check policy: 5 holes played is the same as 9. 14 holes played is the same as 18.
6. All players must have a set of clubs. Riders are subject to cart fee.

**SEASON PASS USER POLICIES**

1. Season Passes are valid only for the course purchased and only on the days the course is open for play.
2. Season Pass holders must show the season pass to the cashier and scan it into the system.



3. Family Pass holders must live in the same household. All dependents must be under the age of 21 yrs. As of July 1st and be able to keep up with the pace of play on weekends and holidays.
4. Junior Pass holders must be under the age of 18 yrs as of July 1st. There are no restrictions on weekdays, but they must be able to keep up with the pace of play on weekends and holidays.
5. Senior Pass holders do not have any restrictions on weekdays. They may play after 2:00 p.m. on Saturdays, Sundays and holidays. The participant must be at least 55 years old as of July 1st. A senior pass holder from any of the three golf courses will be honored at all Senior Men's and Women's Golf Association WEEKDAY events at all three courses.
6. Season Passes are not transferable from one person to another.
7. Season Passes will be sold at 1/2 price after July 15th.
8. Season Pass holders may play either of the other two golf courses at a discount rate of \$6.00/9 holes.

#### **High School Golf Team Pass**

1. Teams and team members may practice any day during the high school golf season (as identified by the IHSAA) but are limited to after 2:00 p.m. on weekends.
2. Limited range use as determined by the Manager/Pro is included.
3. Teams will be limited to 12 players and 1 coach.
4. All home matches must be scheduled with the Manager/Pro and opponents will be allowed to play without charge.

#### **Corporate Season Pass**

1. Is available only to business, corporations, or agencies (not to individuals) and must be purchased and paid for by the business, corporation, or agency.
2. Is limited to one per company and may be used by employees and / or business contacts of the company - Limit of four (4) players per course at any one time.
3. May not be used by families or friends of the employees.
4. Is valid anytime subject to availability. Call in advance for available tee times.

#### **CONCESSIONS - SHOAF / McMILLEN / FOSTER**

Manager of Golf Operations may adjust pricing after total cost with mark-ups between 50-100%

Concession items will be reviewed and priced at the start of each golf season, no later than March 15th of each year.

They will remain the same throughout the season unless the item increases significantly in cost, at which time the Manager of Golf will recost using the pricing guidelines.

Items that do not sell after a minimum of 30 days on display, the Manager of Golf Operations may implement incremental price markdowns to move stock before it expires. This would require approval in writing by the Manager of Athletics and Golf.

#### **PRO-SHOP**

Manager of Golf Operations may adjust pricing after total cost with mark-ups between 30-100%.

When available Manager of Golf Operations will use MAP (Minimum Advertised Price) for golf merchandise.

Items that do not sell after a minimum of 60 days on display, the Manager of Golf Operations may implement incremental price markdowns to

move less popular stock. Mark downs must be approved in writing by Manager of Athletics and Golf.

### **LESSON RATES**

In-house lesson rates will be set by the Manager of Golf Operations

#### **Junior Rates**

(1) 1/2 hour single lesson	\$	35.00
(3) 1/2 hour lessons	\$	75.00
(5) 1/2 hour lessons	\$	125.00

#### **Adult Rates**

(1) 1/2 hour single lesson	\$	50.00
(3) 1/2 hour lessons	\$	125.00
(5) 1/2 hour lessons	\$	200.00

Contracted instructor lesson rate will be negotiated by Manager of Golf Operations and approved by Deputy Director.

### **ALCOHOL**

Manager of Golf Operations may adjust pricing total cost with mark-ups between 100-300%.

Alcohol items will be reviewed and priced at the start of each golf season, no later than March 15th of each year.

They will remain the same throughout the season unless the item increases significantly in cost, at which time the Manager of Golf Operation will recost using the pricing guidelines.

### **MISC.**

All rates and fees hereinbefore state may be temporarily amended by the Manager of Golf Operations for a period of time not to exceed 7 days (a) on written or email notice to Deputy Director of Recreation Services, and (b) with written express reason for the change. Any amendment to the rates and fees necessary in the opinion of the Manager of Golf Operations for a period of time in excess of 7 days shall be approved by the Board of Park Commissioners.