

FEE RECOMMENDATION

November 29, 2021

FOR: Golf Course Fees for 2022
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 we ask for the following adjustments to our current approved fees for the 2022 golf season. These fee changes will help be a driver for demand and grow golfer usage at our courses.

- **18 Hole Green Fees Foster, McMillen and Shoaff / Weekday, Weekend (Holidays) and Fall**
These fee adjustments are more in line with industry standards.
Foster – WD \$20 / WE and Holidays \$24 / Fall \$18
McMillen – WD Same / WE and Holidays \$14 / Fall Same
Shoaff – WD \$18 / WE and Holidays \$19 / Fall \$14
- **Weekday Combo Fees and Timeframe – Monday through Friday / Open until 12:00 p.m.**
These adjustments in fees and timeframe will allow us to continue to provide a discount while still allowing us to meet market demand.
Foster - \$24 Shoaff - \$22 McMillen - \$20 Same
- **Range Ball Bucket Fees**
These adjustments will allow us to standardize fees at Shoaff and McMillen Golf Courses as well as adjust to the rising costs of balls.
Shoaff – Small Bucket \$5 / Large Bucket \$9 McMillen – Small Bucket \$5 / Medium Bucket \$7
- **Member Range Ball Bucket Fees**
These fees are adjusted to coincide with the other range ball bucket fees.
Shoaff - \$4 McMillen - \$4
- **Punch Pass (10) / Range Ball Bucket Fees.**
These adjustments will allow us to standardize fees that coincide with other range balls.
Shoaff – Small Bucket Punch \$40 Large Bucket Punch \$75
McMillen – Small Bucket Punch \$40 Medium Bucket Punch \$50

PROJECTED OUTCOME: With these fee changes we will 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. Estimated revenue impact of \$42,471.00.

ATTACHED: 2021 Schedule of Fees

FORT WAYNE PARKS AND RECREATION GOLF COURSES

2022 SCHEDULE OF FEES AND CHARGES

(Changes for are Highlighted In Yellow)

	Effective May 13, 2021	Proposed
	2021	2022
GREENS FEES/SHOAFF		
9 Holes/Weekday	\$ 10.00	\$ 10.00
18 Holes/Weekday	\$ 16.00	\$ 18.00
9 Holes/ Weekend/Holidays	\$ 11.00	\$ 11.00
18 Holes/ Weekend/Holidays	\$ 17.00	\$ 19.00
GREENS FEES/McMillen		
9 Holes/Weekday	\$ 6.00	\$ 6.00
18 Holes/Weekday	\$ 12.00	\$ 12.00
9 Holes/ Weekend/Holidays	\$ 7.00	\$ 7.00
18 Holes/ Weekend/Holidays	\$ 13.00	\$ 14.00
Fall Daily Fees Shoaff (Beginning Third Monday in September)	*Tuesday after Labor Day	*Tuesday after Labor Day
9 Holes	\$ 8.00	\$ 8.00
18 Holes	\$ 11.00	\$ 14.00
Fall Daily Fees McMillen (Beginning Third Monday in September)	*Tuesday after Labor Day	*Tuesday after Labor Day
9 Holes	\$ 5.00	\$ 5.00
18 Holes	\$ 10.00	\$ 10.00
GREENS FEES/McMILLEN SHORT COURSE (Mad Anthony III's)*		
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
CART FEES MCMILLEN PARK GOLF COURSE		
Electric Cart-9 Holes per rider	\$ 6.00	\$ 6.00
Electric Cart-18 Holes per rider	\$ 12.00	\$ 12.00
Electric Cart Punch Pass (20) 9 hole cart rentals	\$ 108.00	\$ 108.00
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	\$ 20.00
FOOT GOLF/MCMILLEN SHORT COURSE (Mad Anthony III's)		
Foot Golf Adult	\$ 5.00	\$ 5.00
Foot Golf Youth	\$ 4.00	\$ 4.00
Foot Golf Family/3 or more players	N/A	N/A
Soccer Ball Rental	\$ 2.00	\$ 2.00
*Foot Golf Children under 14 play free with paid adult		
SEASON MEMBERSHIP/SHOAFF OR McMILLEN		
Individual-Regular	\$ 495.00	\$ 495.00

Individual-Employee	\$	395.00	\$	395.00
Family (2 persons)-Regular	\$	650.00	\$	650.00
Family-Additional	\$	75.00	\$	75.00
Family (2 persons)-Employee	\$	520.00	\$	520.00
Junior (18 and under)	\$	175.00	\$	175.00
Senior (Over 55)	\$	395.00	\$	395.00
Senior (Over 55)-Employee	\$	315.00	\$	315.00
McMillen Season Ticket includes admission to the short course.				
DRIVING RANGE FEES/MCMILLEN PARK GOLF COURSE				
Small Bucket	\$	3.00	\$	5.00
Medium Bucket	\$	5.00	\$	7.00
Punch/10 Small Buckets		N/A	\$	40.00
Punch/10 Medium Buckets	\$	30.00	\$	50.00
Member Bucket (Must hold season membership at Shoaff, McMillen or Foster Golf Course.)	\$	3.00	\$	4.00
Jerry Fox/LSA Room Rental (Minimum of 2 hrs)	\$	50/hr	\$	50/hr
DRIVING RANGE FEES/SHOAFF PARK GOLF COURSE				
Small Bucket	\$	5.00	\$	5.00
Large Bucket	\$	7.00	\$	9.00
Punch/10 Small Buckets	\$	35.00	\$	40.00
Punch/10 Large Buckets	\$	60.00	\$	75.00
Member Bucket (Small or large bucket/ Must hold season membership at Shoaff, McMillen, or Foster Golf Course.)	\$	3.50	\$	4.00
CART FEES SHOAFF PARK GOLF COURSE				
Electric Cart-9 Holes	\$	6.00	\$	6.00
Electric Cart-18 Holes	\$	12.00	\$	12.00
Electric Cart Punch Pass (20) 9 hole cart rentals	\$	108.00	\$	108.00
Pull cart-9 holes	\$	3.00	\$	3.00
Pull cart-18 holes	\$	5.00	\$	5.00
Spectator golf cart rental at events and tournaments (Added 4/12/2019)	\$	20.00	\$	20.00
GREENS FEES/FOSTER				
9 Holes/Weekday	\$	12.00	\$	12.00
18 Holes/Weekday	\$	19.00	\$	20.00
9 Holes/ Weekend/Holi	\$	13.00	\$	13.00
18 Holes/ Weekend/Holi	\$	22.00	\$	24.00
Fall Daily Fees Beginning Third Monday in September		*Tuesday after Labor Day		SAME
9 Holes	\$	10.00	\$	10.00
18 Holes	\$	16.00	\$	18.00
ELECTRIC CART FEES/FOSTER				
9 Holes per rider	\$	7.00	\$	7.00
18 Holes per rider	\$	14.00	\$	14.00
Cart Punch Pass (20) 9 hole cart rentals	\$	126.00	\$	126.00

Spectator golf cart rental at events and tournaments (Added 4/12/2019)	\$	20.00	\$	20.00
SEASON MEMBERSHIP/FOSTER				
Individual-Regular	\$	630.00	\$	630.00
individual-Employee	\$	500.00	\$	500.00
Family (2 persons)-Regular	\$	785.00	\$	785.00
Family-Additional	\$	90.00	\$	90.00
Family (2 persons)-Employee	\$	625.00	\$	625.00
Junior (18 and under)	\$	215.00	\$	215.00
Senior (Over 55)	\$	470.00	\$	470.00
Senior (Over 55)-Employee	\$	375.00	\$	375.00
SEASON MEMBERSHIP/THREE WAY/Foster, McMillen, Shoaff				
Individual-Regular	\$	730.00	\$	730.00
Individual-Employee	\$	585.00	\$	585.00
<i>Fort Wayne City, Allen County, Area School Corporations and Military current full time employees will receive season ticket discounts.</i>				
SPECIAL GROUP FEES				
Boys H.S. Golf Teams (Foster and McMillen)	\$	950.00	\$	950.00
Girls H.S. Golf Teams (Foster and McMillen)	\$	750.00	\$	750.00
Corporate Membership	\$	1,700.00	\$	1,700.00
Additional Corporate Membership (per course)	\$	850.00	\$	850.00
OTHER FEES				
Locker Rental/Foster	\$	30.00	\$	30.00/Season
USGA GHIM Handicap Fee	\$	30.00	\$	30.00/Person
Junior Golf Tour/One Day Event	\$	10.00	\$	10.00/9-holes
	\$	14.00	\$	14.00/18-holes
Junior Golf Tour/Two Day Event	\$	12.00	\$	12.00/9-holes
	\$	16.00	\$	16.00/18-holes
Junior Golf Tour Walk-In additional charge	\$	5.00	\$	5.00
Pee Wee Golf Tour	\$	5.00	\$	5.00/3-holes
	\$	7.00	\$	7.00/6-holes
	\$	9.00	\$	9.00/9-holes
Pee Wee Golf Tour Walk-In additional charge	\$	2.00	\$	2.00
Junior/Pee Wee Putting Event	\$	5.00		
Golf Club Rental-9 holes	\$	5.00		
Golf Club Rental-18 holes	\$	10.00		
Outing Golf Fee McMillen Park (12+players pre-booked with Golf Mgr.)	\$	23.00	\$	23.00/per player
Outing Golf Fee Shoaff Park (12+players pre-booked with Golf Mgr.)	\$	25.00	\$	25.00/per player
Outing Golf Fee Foster Park (12+players pre-booked with Golf Mgr.)	\$	29.00	\$	29.00/per player
PROMOTIONS				
McMillen\$ 5.00 Fridays: Play 9 holes for \$ 5.00 (cart not included)		N/A		N/A

McMillen: "Weekday Combo" Monday through Friday Open - Noon: 18 holes and a cart. Does not include league, tournament or outing play.	**Open - Noon / \$20.00	
Shoaff: "Weekday Combo" Monday through Friday Open - Noon: 18 holes and a cart. Does not include league, tournament or outing play.	**Open - Noon / \$22.00	
FOSTER: "Weekday Combo" Monday through Friday Open - Noon: 18 holes and a cart. Does not include league, tournament or outing play.	**Open - Noon / \$24.00	
FOSTER "Weekday Twilight Special" Monday through Friday after 6:00PM: Nine Hole Green Fee. Does not include league, tournament or outing play.	\$ 8.00	\$ 8.00
SHOAFF: "Weekday Twilight Special" Monday through Friday after 6:00PM: Nine Hole Green Fee. Does not include league, tournament or outing play.	\$ 7.00	\$ 7.00
Frequent Player Card / 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, Shoaff or McMillen.	McMillen - \$30.00 Shoaff - \$50.00 Foster - \$60.00	
"Kids Play Free" One child (14 and under) plays free with each paying adult. Foster, McMillen and Shoaff after 6:00 pm daily and anytime on the Mad Anthony Threes- subject to availability based on Lifetime Sports Academy Programs.	FREE	
"Student Discounts" Students receive \$2.00 off greens fee on nine or eighteen holes at Foster and Shoaff. Students must show current school identification.		
"Ladies Day" Ladies play 1/2 half price green fee - Mondays at Foster & Friday's at Shoaff - Open play only/Leagues not included/ Tee off before 3:00pm.	*Ladies Play Half Price (insead of 2 for 1)	
Ladies / "Lets Get Started" Lessons Program \$45-Includes: four lessons/beginning lesson free/free play sessions for your class/ and making the game simple and fun for you.	\$ 45.00	

Other Fees may be approved with written permission of Deputy Director
The Golf Pro/ Manager 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. Nine-hole players wishing to play an additional nine holes may pay the difference between the nine-hole rate and the eighteen-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 on or before March 15 through the second weekend in November (weather permitting). A course may be open other days at the discretion of the pro-manager.
5. Rain check policy: 5 holes played is the same as 9; 14 holes played is the same as 18.
6. Anyone taking clubs onto the course will be defined as a player and charged the appropriate fee. Clubs must be in a golf bag.

SEASON MEMBERSHIP USER POLICIES:

1. Season memberships are valid only for the course purchased and only on the days the course is open for play.
2. Season membership holders must show the season ticket to the cashier and scan into the system
3. Family membership 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 membership 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 weekend and holidays.
5. Senior membership holders do not have any restrictions on weekdays, and must play after 2:00 pm on Sundays and Holidays. There is no Saturday play at Foster and Shoaff. Saturday Play at McMillen is after 2:00 pm only. 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 golf courses.
6. Season memberships are not transferable from one person to another.
7. Season memberships will be sold at ½ price after July 15.
8. Season membership holders may play either of the other two golf courses at a discounted rate of \$6.00/9 holes.

High School Golf Team Membership

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 Pro/Manager is included.
3. Teams will be limited to 12 players and 1 coach.
4. All home matches must be scheduled with the pro-manager and opponents will be allowed to play without charge.

Corporate Membership

1. Is available only to businesses, 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-SHOAFF/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 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 may implement incremental price markdowns to move less popular stock. Markdowns 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 rates will be negotiated by Manager of Golf Operations and approved by Deputy Director.

Alcohol

Manager of Golf Operations may adjust pricing after 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 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 no 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.