

PR.30.040



INTEROFFICE MEMORANDUM

TO: Board of Representatives
FROM: David R. Martin, Mayor 
DATE: December 6, 2019
RE: E. G. Brennan Municipal Golf Course Rate Change:
Greens Fees for the 2020 Golf Season

The attached copy of the E. G. Brennan Municipal Golf Course Rate Change submission for your review and approval.

Kindly place this item on the agenda for your next scheduled meeting.

Thank you.

Enc.



Mayor
David Martin



Director of Operations
Mark McGrath

Superintendent of Recreation
Laurie Albano

Golf Course Superintendent
Hidalgo Nagashima CGCS

Office of Operations
E. Gaynor Brennan Municipal Golf Course
451 Stillwater Road
Stamford, CT 06902

Golf Commission
Robert Tyska, Chairman
Thomas Birkett
Michael Briscoe
Andrea Brantner
Robert Judge

To: David Martin, Mayor

CC: Mark McGrath, Director of Operations
Hidalgo Nagashima, Golf Course Superintendent EGB
Bekim Ukperaj, Customer Service Specialist EGB

From: Laurie Albano, Superintendent of Recreation
Rob Tyska, Chairman EGB Golf Commission

Date: December 4, 2019

Re: E. G. Brennan Municipal Golf Course Rate Change



The E. Gaynor Brennan Golf Commission, during a scheduled meeting November 19, 2019, voted (4-0) to change the rates for Greens Fees at E. Gaynor Brennan Golf Course for the 2020 Golf Season. The rate change involves a raise in Green Fee rates and a decrease in the Monday Tournament rate. The rate revamping was passed with the sustainability of the Golf Course in mind as well as to remain competitive with other Golf Courses in the area. The last time Green Fee rates were increased at E. Gaynor Brennan was for the 2018 Golf Season.

I respectfully request that you review the information and upon your approval, forward the information to the Park and Recreation Committee of the Board of Representatives for their approval. Attached, you will find the rate proposal presented at the meeting, with changes for the 2020 Golf Season highlighted. Thank you, in advance, for your review of this request.

2020 E. G. Brennan Course Rate Proposal

Class	Mon - Wed						Thu - Fri						Sat- Sun/ Hol					
	Pri		Mid		Twi		Prime		Mid		Twi		Prime		Mid		Twi	
	19	20	19	20	19	20	19	20	19	20	19	20	19	20	19	20	19	20
Res-18	\$27	-	\$23	-	\$19	-	\$29	\$31	\$24	\$26	\$20	\$21	\$32	\$34	\$27	\$29	\$22	\$24
Re-9	\$19	-	\$19	-	\$19	-	\$20	\$21	\$20	\$21	\$20	\$21	\$22	\$24	\$22	\$24	\$22	\$24
Senior	\$18	-	\$18	-	\$18	-	\$19	\$20	\$19	\$20	\$19	\$20	\$32	\$34	\$21	\$23	\$21	\$23
Sr Pass	\$11	\$12	\$11	\$12	\$11	\$12	\$12	\$13	\$12	\$13	\$12	\$13	\$32	\$34	\$13	\$15	\$13	\$15
Junior	\$11	\$12	\$11	\$12	\$11	\$12	\$12	\$13	\$12	\$13	\$12	\$13	\$32	\$34	\$13	\$15	\$13	\$15
NR-18	\$41	-	\$35	-	\$29	-	\$43	\$46	\$37	\$39	\$30	\$32	\$50	\$51	\$43	\$43	\$35	\$36
NR-9	\$29	-	\$29	-	\$29	-	\$30	\$32	\$30	\$32	\$30	\$32	\$33	\$36	\$33	\$36	\$33	\$36
NR Sr	\$27	-	\$27	-	\$27	-	\$29	\$31	\$29	\$31	\$29	\$31	\$50	\$51	\$32	\$34	\$32	\$34
NR Jr	\$20	-	\$20	-	\$20	-	\$22	\$23	\$22	\$23	\$22	\$23	\$50	\$51	\$25	\$26	\$25	\$26

Carts are additional \$12/Rider for 9 Holes and \$17/Rider for 18 Holes

9 hole rate on Saturday & Sunday Prime is available off back 9 only

Monday Tournaments - \$52 per player, shotgun starts, includes cart

Monday Tournaments Proposed - Resident Green Fee plus 18 Hole Cart Fee

Permits

Resident Adult, Senior & Junior Permits - \$50

Resident Senior Pass \$70 (must also buy permit) (valid only at E. Gaynor Brennan)

Annual Locker Rental \$35 (tax included)

Non-Resident PAR Pass (Play As Resident) Reg \$200 Senior \$150 Junior \$100

PAR Pass only valid at E. Gaynor Brennan

Rate Comparison: Brennan/Sterling Farms /Oak Hills/Griff/Ridgefield/Westchester/Fairchild Wheeler

	BG	SF	OH	Griff	Ridge	Westchester*	Fairchild	Richter
Res Permit	50	50	40/80	75/110/120/165	25/125/1475	90	25	35/40
Non-Res P.	100/150/200	150/200/250	40/180	165(Town Employee)	275/1475	n/a	230/330	350
	Jr/Sr/Adult	Jr/Sr/Adult	Jr/Sr+Adult	Jr/Sr/Y Adult/Adult	Silver/Gold/Platin.	Park Pass	Adult/Sr	

*Westchester includes Saxon Woods, Maple Moor, Sprain Lake, Mohansic, Dunwoodie and Hudson Hills

WEEKEND/HOLIDAY FEES

Resident	2019 Proposed Rates Highlighted								
	BG	BG	SF	OH	Griff	R Slvr/Gld/Plat.	West.	Fair	Richter
18 Grn Fee	32	34	35	35	36	33/28/0	40	23	48
Cart Fee 18	17	17	15	18	36/22	17	20	17	18
w/Cart	49	51	50	53	54/58	50/45/17	60	40	66

**Sterling, Oak Hills & Richter includes Fridays as Weekend for Adult Rates

***All Westchester courses share the same Pass rates except Hudson Hill's is \$25 more

****Richter - carts are mandatory Thurs-Sun for play before noon

Non Res	BG	BG	SF	OH	Griff	Ridge	West.	Fair	Richter
18 Grn Fee	50	51	58	58	56	50	50	36	83
w/Cart	67	68	73	76	74/78	67	70	53	83

***All Westchester courses share the same rates for Non Res except Hudson Hills is \$35 more

****Richter - Non Residents receive complimentary cart

WEEKDAY SENIOR FEES

Senior Permit	BG Sr	BG Sr	BG SP	BG SP	SF	OH	Griff	Ridge	West	Fair	Richter
18 Grn Fee	18/19	18/20	11/12	12/13	23	21/35	23	18/23	26	15	32/48
w/Cart	35/36	35/37	28/29	29/30	38	39/53	41/45	35/40	46	32	50/66
Non Res Senior	BG	BG	SF	OH	Griff	Ridge	West	Fair	Richter		
18 Grn Fee	27/29	27/31	49/58	37/58	46	35	44	24	63/83		
w/Cart	44/46	44/48	64/73	55/76	64/68	52	64	41	63/83		

SF and Griff do NOT have Senior Rates for Non Residents

Westchester Seniors are 60 and over

Tournaments/Outings

Brennan - Mon \$52/golfer (35 GF & 17 Cart) 8 am w/ 60 min. or 1 pm w/ 80 min.

Proposed: Resident Adult Monday Prime Rate plus 18 Hole Cart Fee \$44 (\$27 Green Fee + \$17 Cart Fee)

SF - Thursdays \$5,250 8 am up to 120 golfers includes small bucket range balls,
gift certificate, scoring, proximity prizes and registration.

\$3,250 8 am 1/2 shotgun 60 golfers max small bucket range balls,
gift certificate, scoring, proximity prizes and registration.

\$100/golfer 8 am up to 120, 100 min. All Inclusive
cont breakfast & lunch., gift certificate, 4-\$100, 4-\$75, 4-\$50 Shop
certificates, full set of golf clubs, scoring, proximity prizes and reg.

\$62.50/golfer 1:30 pm 100 min. includes small bucket range balls,
gift certificate, scoring, proximity prizes and registration.

\$11,000 All Day 8 am & 1:30 pm Outing **OR**

9, 10, 11 am or 12 pm Shotgun Start Outing for up to 144 golfers

OH - M & W \$63/golfer 80 min. 128 max, includes cart and green fee

Griff - M & W \$69/golfer 8 am 60 min.

\$69/golfer 1:30 pm 72 min.

includes cart and green fee, bag service, scoring.

Projected Revenue Increase 2020 Rate Proposal

Based upon average round breakdown on 32,000 round projection w/ New Rates

Class: Resident	Round Breakdown	% of Total Rounds	2019 Rate	2019 Revenue	Proposed 2020 Rate	Projected Revenue	Revenue Gain
Adult M-W Prime	361	1.1%	\$27	\$9,747	\$27	\$9,747	\$0
Adult M-W Mid	418	1.3%	\$23	\$9,614	\$23	\$9,614	\$0
Adult M-W Twi	569	1.8%	\$19	\$10,811	\$19	\$10,811	\$0
Adult M-W 9 Holes	641	2.0%	\$19	\$12,179	\$19	\$12,179	\$0
Adult Th-Fr Prime	978	3.1%	\$29	\$28,362	\$31	\$30,318	\$1,956
Adult Th-Fr Mid	525	1.6%	\$24	\$12,600	\$26	\$13,650	\$1,050
Adult Th-Fr Twi	490	1.5%	\$20	\$9,800	\$21	\$10,290	\$490
Adult Th-Fr 9 Holes	876	2.7%	\$20	\$17,520	\$21	\$18,396	\$876
Adult S-S Prime	4274	13.4%	\$32	\$136,768	\$34	\$145,316	\$8,548
Adult S-S Mid	866	2.7%	\$27	\$23,382	\$29	\$25,114	\$1,732
Adult S-S Twi	517	1.6%	\$22	\$11,374	\$24	\$12,408	\$1,034
Adult S-S 9 Holes	738	2.3%	\$22	\$16,236	\$24	\$17,712	\$1,476
Senior M-W	697	2.2%	\$18	\$12,546	\$18	\$12,546	\$0
Senior Th-Fr	724	2.3%	\$19	\$13,756	\$20	\$14,480	\$724
Senior S-S Prime	893	2.8%	\$32	\$28,576	\$34	\$30,362	\$1,786
Senior S-S Mid	154	0.5%	\$21	\$3,234	\$23	\$3,542	\$308
Senior S-S Twi	0	0.0%	\$21	\$0	\$23	\$0	\$0
Senior S-S 9 Holes	75	0.2%	\$22	\$1,650	\$23	\$1,725	\$75
Sr Pass M-W	2527	7.9%	\$11	\$27,797	\$12	\$30,324	\$2,527
Sr Pass Th-Fr	2305	7.2%	\$12	\$27,660	\$13	\$29,965	\$2,305
Sr Pass S-S Prime	642	2.0%	\$32	\$20,544	\$34	\$21,828	\$1,284
Sr Pass S-S Mid	198	0.6%	\$13	\$2,574	\$15	\$2,970	\$396
Sr Pass S-S Twi	0	0.0%	\$13	\$0	\$15	\$0	\$0
Sr Pass S-S 9 Holes	106	0.3%	\$22	\$2,332	\$23	\$2,438	\$106
Junior M-W	61	0.2%	\$11	\$671	\$12	\$732	\$61
Junior Th-Fr	42	0.1%	\$12	\$504	\$13	\$546	\$42
Junior S-S Prime	44	0.1%	\$32	\$1,408	\$34	\$1,496	\$88
Junior S-S Mid	43	0.1%	\$13	\$559	\$15	\$645	\$86
Junior S-S Twi	0	0.0%	\$13	\$0	\$15	\$0	\$0
Junior S-S 9 Holes	21	0.1%	\$22	\$462	\$23	\$483	\$21
PAR Pass (Play as Resident Permit for Non Residents)							
Adult M-W Prime	40	0.1%	\$27	\$1,080	\$27	\$1,080	\$0
Adult M-W Mid	33	0.1%	\$23	\$759	\$23	\$759	\$0
Adult M-W Twi	33	0.1%	\$19	\$627	\$19	\$627	\$0
Adult M-W 9 Holes	44	0.1%	\$19	\$836	\$19	\$836	\$0
Adult Th-Fr Prime	33	0.1%	\$29	\$957	\$31	\$1,023	\$66
Adult Th-Fr Mid	20	0.1%	\$24	\$480	\$26	\$520	\$40
Adult Th-Fr Twi	15	0.0%	\$20	\$300	\$21	\$315	\$15
Adult Th-Fr 9 Holes	47	0.1%	\$20	\$940	\$21	\$987	\$47
Adult S-S Prime	150	0.5%	\$32	\$4,800	\$34	\$5,100	\$300
Adult S-S Mid	39	0.1%	\$27	\$1,053	\$29	\$1,131	\$78
Adult S-S Twi	33	0.1%	\$22	\$726	\$24	\$792	\$66
Adult S-S 9 Holes	111	0.3%	\$22	\$2,442	\$24	\$2,664	\$222
Senior M-W	244	0.8%	\$18	\$4,392	\$18	\$4,392	\$0
Senior Th-Fr	171	0.5%	\$19	\$3,249	\$20	\$3,420	\$171
Senior S-S Prime	194	0.6%	\$32	\$6,208	\$34	\$6,596	\$388
Senior S-S Mid	51	0.2%	\$21	\$1,071	\$23	\$1,173	\$102

Senior S-S Twi	2	0.0%	\$21	\$42	\$23	\$46	\$4
Senior S-S 9 Holes	2	0.0%	\$22	\$44	\$24	\$48	\$4
Non Resident							
Adult M-W Prime	749	2.3%	\$41	\$30,709	\$41	\$30,709	\$0
Adult M-W Mid	538	1.7%	\$35	\$18,830	\$35	\$18,830	\$0
Adult M-W Twi	539	1.7%	\$29	\$15,631	\$29	\$15,631	\$0
Adult M-W 9 Holes	893	2.8%	\$29	\$25,897	\$29	\$25,897	\$0
Adult Th-Fr Prime	904	2.8%	\$43	\$38,872	\$46	\$41,584	\$2,712
Adult Th-Fr Mid	442	1.4%	\$37	\$16,354	\$39	\$17,238	\$884
Adult Th-Fr Twi	512	1.6%	\$30	\$15,360	\$32	\$16,384	\$1,024
Adult Th-Fr 9 Holes	1008	3.1%	\$30	\$30,240	\$32	\$32,256	\$2,016
Adult S-S Prime	3030	9.5%	\$50	\$151,500	\$51	\$154,530	\$3,030
Adult S-S Mid	704	2.2%	\$43	\$30,272	\$43	\$30,272	\$0
Adult S-S Twi	613	1.9%	\$35	\$21,455	\$36	\$22,068	\$613
Adult S-S 9 holes	655	2.0%	\$33	\$21,615	\$36	\$23,580	\$1,965
Senior M-W	88	0.3%	\$27	\$2,376	\$27	\$2,376	\$0
Senior Th-Fr	48	0.1%	\$29	\$1,392	\$31	\$1,488	\$96
Senior S-S Prime	9	0.0%	\$50	\$450	\$51	\$459	\$9
Senior S-S Mid	1	0.0%	\$32	\$32	\$34	\$34	\$2
Senior S-S Twi	0	0.0%	\$32	\$0	\$34	\$0	\$0
Senior S-S 9 Holes	0	0.0%	\$33	\$0	\$36	\$0	\$0
Junior M-W	33	0.1%	\$20	\$660	\$20	\$660	\$0
Junior Th-Fr	12	0.0%	\$22	\$264	\$23	\$276	\$12
Junior S-S Prime	13	0.0%	\$50	\$650	\$51	\$663	\$13
Junior S-S Mid	7	0.0%	\$25	\$175	\$26	\$182	\$7
Junior S-S Twi	0	0.0%	\$25	\$0	\$26	\$0	\$0
Junior S-S 9 Holes	5	0.0%	\$33	\$165	\$36	\$180	\$15
Totals	31850	99.5%		\$895,571		\$936,443	\$40,872

*Tournament Rounds are not included in Breakdown.

Projected Revenue Increase based on 32,000 round projection with 2020 Rate Proposal will be an estimated \$40,872

Class Totals	Round Breakdown	% of Total Rounds	2019 Revenue	Projected Revenue	Revenue Gain
Resident	19785	61.8%	\$442,666	\$469,637	\$26,971
Par Pass	1262	3.9%	\$30,006	\$31,509	\$1,503
Non Resident	10803	33.8%	\$422,899	\$435,297	\$12,398
Total	31850	99.5%	\$895,571	\$936,443	\$40,872

Tournament Round Trends:

Tournament Rounds	2016	2017	2018	2019
	953	560	834	319

Tournament Outings are held on Mondays

Current Tournament Rate \$52/player (\$35 Green Fee + \$17 Cart Fee).

Proposed Tournament Rate of Resident Adult Prime Rate + 18 Hole Cart Fee.

If rate changes in effect, Tournament Rate for 2020 would become \$44 (\$27 Green Fee + \$17 Cart Fee).

In 2019, avg Green Fee for all players on a Monday was \$22.27.