

**Buffalo Run Golf Course
2020 Annual Pass
PRG Advisory Committee
Sept. 17, 2019**



City Council Request for Information

- Staff was asked to explore the option of annual golf passes for 2020
- A presentation to City Council is scheduled for October, 2019
- Information gathered will form the basis of the decision



Overview of Annual Pass Categories

- Private Country Club
- Semi-Private Golf Course
- Public/Daily Fee Golf Course
- Municipal Golf Course



Buffalo Run Corporate Memberships

- One tee time per day Monday – Friday (excluding holidays)
- Complimentary golf carts
- Complimentary range balls on the day of play
- 10 Sunday foursomes (after 12:00 noon)



Individual Passes in the Metro Area

- Public/daily fee golf courses
- Municipal golf courses
- Multi-site golf courses



Typical Annual Pass Options for Public/Daily Fee Golf Courses

- Five day passes
- Seven day passes
- Five day passes with cart
- Seven day passes with cart



Common Pros & Cons with Annual Passes

Pros

- Fees are paid in advance
- Creates customer loyalty
- Encourages regular play & practice
- Provides additional revenue for restaurant

- Frequently only purchased by high-volume users
- Can create a false sense of entitlement
- Perception of a municipal facility could change

Cons



Discussion

