



**TOURISM
INFRASTRUCTURE AND
ENTERPRISE
ZONE
AUTHORITY**

6th & 7th Floors, Tower 1
DoubleDragon Plaza
DD Meridian Park
Macapagal Avenue corner
EDSA Extension
1302 Bay Area, Pasay City

(+632) 82495900 loc. 739
sales@tieza.gov.ph
www.tieza.gov.ph

MEMO FOR : **THE ASST. CHIEF OPERATING OFFICER**
Assets Management Sector

FROM : **THE MANAGER**
Business Development Department

SUBJECT : **MARKET SCAN OF GOVERNMENT GOLF COURSES**

DATE : March 9, 2020

*noted
7/28. let's increase
rates 2021-2022.
Aug 7/28*

Sir, per your instruction, hereunder is the market scan on the different golf courses in Metro Manila as basis for the proposed green fees of Club Intramuros Golf Course (CIGC).

Coverage : Villamor Golf Club
Camp Aguinaldo Golf Club
Philippine Navy Golf Club
Veterans Memorial Medical Center Golf Club

Competitor Analysis :

Membership Fees

The annual fees range from P 25,000 (Camp Aguinaldo) up to P31,200 (Veteran's Golf Club). No monthly dues are imposed , however, players have to pay the registration fee which ranges from P 250.00 to P400.00. The Veteran's Golf Club charges P 700/730 for members.

Note: Villamor Golf Club has no data on membership fees .The contact numbers of Villamor Airbase Golf Club cannot be reached.

Caddy Fee

Veterans Golf Club has the lowest Caddy fee of P 300.

Driving Range

Three of the surveyed golf courses has Driving Range Fee of P 55 per bucket. CIGC which has the highest fee at P 90 has 80 balls in the bucket.

of balls? 40 balls

Accessibility : All are located in Metro Manila and is accessible by any type of vehicle.

General Findings

Club Intramuros Golf Course, compared with these golf facilities, has the highest tourism value. Located at the heart of Manila and within the historic Intramuros, makes it distinct from the other golf courses. The opening of the night golf as well as the on-going rehabilitation and improvement have added value on what CIGC can offer to the golfing community.

*CIGC - increase
rates
for 2021 (April - 2022)*

*new Fee - \$1,000.-
my Golf < 1,500.-*

Night Golf - \$1,500.-

*July 30, 2020
Banjie / Meliza,
Please see Sir Jet's
instructions.
Please give a copy to
Atty. Jess.
Thanks,
Bing*

*Received.
Jonathan E. 04-2020
2:45 PM*

TIEZA WORKS



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Further, CIGC has the lowest green fee among the government owned golf courses surveyed. Members of Veterans Golf Club have to pay P 700, almost the same rate as Club Intramuros' weekday green fee for residents.

For the ACOO's information.

Thank you.


MA. EVELYNE A. FRANCISCO

Attachment: Matrix of fees of government golf courses