

# FEE RECOMMENDATION

**FOR: Salomon Farm Park**

**COST CENTER: 439-R530**

**EFFECTIVE: 10/9/2025**

## Financial Objective and Justification Statement

The financial objective of Salomon Farm Park is to be fully self-sustaining, with 100% of operating costs recovered through programs and rental fees. Our revenue sources include facility and outdoor space rentals, programs such as Farmin' Fun Day Camp, flower sales, and special events. Old Barn rentals remain in particularly high demand and are often booked nearly every weekend during the season. As our rental program has expanded over the last several years, operating and staffing costs have increased as well. To remain competitive in the industry and to ensure these costs are covered, we are proposing updates to our rental pricing structure. At this stage, two rental coordinators are required to manage operations—one serving as lead administrator and the other providing direct support during rentals.

We are proposing a \$25 increase for the Wolf Family Learning Center. This adjustment will help offset staffing expenses while keeping the rates lower than many comparable facilities. In addition, we would like to establish a full-day rental option at \$750, which includes a \$50 incentive for those who choose to reserve the facility for the entire day. The Old Barn weekday rental would increase from \$375 to \$400, and weekend non-peak and peak rentals would each increase by \$25. Combination pricing that includes the Old Barn and Homestead would be adjusted accordingly, while rentals that include all three facilities—the Old Barn, Homestead, and Learning Center—would include a \$50 discount incentive for booking the full property.

We also propose redefining the rental calendar to better reflect actual demand. Weekend non-peak months would be April, July, and November, as these have historically been the slowest periods. Weekend peak months would be adjusted to include May, June, and August through October, recognizing the growing popularity of those months in recent years. Security costs for rentals will also increase beginning in 2026, and this change is reflected in the updated pricing structure. We also recommend increasing the rental rates for the rustic chairs and rustic wood tables. Our current pricing is lower than that of competitors, and an adjustment would help better cover the costs associated with staff setup and storage.

We are also seeking approval to update the Fall Harvest Festival admission per car to a more general title of Special Event admission per car. In addition, we would like to add a new option for Special Event Admission per person.

Finally, we recommend increasing both farmers market and single-day vendor fees. Even with this increase, our pricing remains lower than several comparable events and will help us remain competitive while continuing to support operational needs.

|                                                                                                                                | Rental Rate<br>(Effective<br>11/14/2024) | Proposed Rate<br>(Effective<br>10/9/2025) | Catering<br>Rates |
|--------------------------------------------------------------------------------------------------------------------------------|------------------------------------------|-------------------------------------------|-------------------|
| <b><u>Rental Fees</u></b>                                                                                                      |                                          |                                           |                   |
| <b>6-hour Rental</b>                                                                                                           |                                          |                                           |                   |
| <del>Learning Center (Year-round/Monday-Sunday)</del> Wolf Family Learning Center Daily (9 am-3 pm or 4 pm-10 pm)              | \$375                                    | \$400                                     | \$75              |
| Wolf Family Learning Center full day (9 am-10 pm)                                                                              |                                          | \$750                                     | \$75              |
| Old Barn (Monday - Thursday)                                                                                                   | \$375                                    | \$400                                     | \$75              |
| Homestead (Monday - Thursday)                                                                                                  | \$200                                    |                                           | \$0               |
|                                                                                                                                |                                          |                                           |                   |
| <b><u>Weekend Non-Peak (<del>Apr-Aug</del>) (April, July &amp; November) 8-Hour Rental (Fri, Sat, Sunday)</u></b>              |                                          |                                           |                   |
| Old Barn                                                                                                                       | \$1,200                                  | \$1,225                                   | \$350             |
| Old Barn + Homestead                                                                                                           | \$1,500                                  | \$1,425                                   | \$400             |
| Full Facility (all three buildings)                                                                                            | \$1,900                                  | \$2,125                                   | \$400             |
|                                                                                                                                |                                          |                                           |                   |
| <b><u>Weekend Peak (<del>Sept-Nov</del>) (May, June, August, September &amp; October)-8-hour Rental (Fri, Sat, Sunday)</u></b> |                                          |                                           |                   |
| Old Barn                                                                                                                       | \$1,700                                  | \$1,725                                   | \$350             |
| Old Barn + Homestead                                                                                                           | \$2,100                                  | \$1,925                                   | \$400             |
| Full Facility (all three buildings)                                                                                            | \$2,300                                  | \$2,625                                   | \$400             |
|                                                                                                                                |                                          |                                           |                   |
| <b><u>Other Rental Fees</u></b>                                                                                                |                                          |                                           |                   |
| Security Fee (per hour, subject to **market rate) & minimum of 4 hours                                                         | \$55                                     | \$58                                      |                   |
| Wedding Arch                                                                                                                   | \$110                                    |                                           |                   |
| Wagon ride for up to 20 18-people to and from the covered bridge                                                               | \$200                                    |                                           |                   |
| Covered Bridge Space Rentals 50 people (Monday - Thursday only) 2-hour block                                                   | \$100                                    |                                           |                   |
| Covered Bridge Space Rental for up to 50 people (Friday - Sunday), 2-hour block                                                | \$150                                    |                                           |                   |
| Covered Bridge Space Rental, additional time per hour (for set-up and tear-down)                                               | \$25                                     |                                           |                   |
| Stanchioned event space set-up (stanchion area outside- 30x30 space)                                                           | \$60                                     |                                           |                   |
| *Additional Time (per hour) - Applicable only to Old Barn 8-hour rentals                                                       | \$100                                    |                                           |                   |
| North Flower Garden Rental - \$75/hour with a 3-hour minimum                                                                   | \$225                                    |                                           |                   |
| Single Rustic / Farm Chair per chair/ day - limited to 50 chairs                                                               | \$4.00                                   | \$5.00                                    |                   |
| Single Rustic Table 8' per table/day                                                                                           | \$40                                     | \$50                                      |                   |



|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |              |        |  |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|--------|--|
| Outdoor Dinner Set-Up ( in North Flower Space Garden Area - includes tables and chairs for 50 guests, lighting, and 3 hours of outdoor space rental)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$590        |        |  |
| <p><i>*Available only on Friday, Saturday, or Sunday, Old Barn rentals. No additional time may be added to Old Barn weekday (Monday-Thursday) or any Learning Center or Homestead rentals.</i></p> <p><i>Friday-Sunday standard 8-hour Old Barn rental includes 3 hours of set up, 4 hours for the event, and 1 hour of clean-up. Set up is consecutive with the rental time. During Monday-Thursday rentals, the hours of time are consecutive and can be used as needed by the renter.</i></p> <p><i>**Market rate is the fee charged for the service at the time of a signed rental agreement and minimum deposit. Required security levels are determined by FWPRD.</i></p> |              |        |  |
| <b>Other Salomon Farm Fees</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |              |        |  |
| Single Stem - Sunflower & Dahlias                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | \$2.00       |        |  |
| Single Stem - Misc. Flower                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | \$1.00       |        |  |
| Bundle of Corn Stalks                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$15.00      |        |  |
| Take-home ball jar with u-pick flower fill                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | \$25.00      |        |  |
| Pre-Made Wide Mouth Mason Jar Bouquets 32 oz.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | \$30.00      |        |  |
| 5-Gallon Bucket Fill of u-pick flowers                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$75.00      |        |  |
| Professional Photography Annual Pass                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$50.00      |        |  |
| Wagon Ride - 15 minutes, children 2 & under Free                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | \$5 / person |        |  |
| Face Painting per person                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | \$5          |        |  |
| Goat Interaction during Rentals - 1 Hour                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | \$100.00     |        |  |
| Popcorn - Small Bag                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | \$2.00       |        |  |
| Popcorn- Large Bag                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$4.00       |        |  |
| Bottled Water                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | \$1.00       |        |  |
| Animal Photography Photo Session - Professional Photographers (4-hour block)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | \$600.00     |        |  |
| Fall Harvest Festival Special Event Admission per car                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$5.00       |        |  |
| Special Even Admission per person                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |              | \$5.00 |  |
| <b>Vendor Fees - Booth Rental</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |              |        |  |
| Farmer's Market - Full Season - 14 Markets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | \$130        | \$135  |  |
| Farmer's Market - Half Season - 7 Markets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$65         | \$70   |  |
| Farmer's Market - Daily - 1 Market                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$25         | \$35   |  |
| Special Event Single Day Booth Rental Fee                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$30         | \$35   |  |
| <b>Field Trips or Guided Tours</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | -            | -      |  |
| Per person - 1 hour or less                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | \$4.00       |        |  |
| Per person - 1.5 hours (1-hour tour with 30 min wagon ride)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | \$5.50       |        |  |
| Per person - 2 hours                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$7.00       |        |  |

|                                                                                                                                                                       |  |  |  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|--|
| There is a minimum group fee of \$30 / hour. The maximum group size is 30. School groups: Teachers/chaperones may attend at no charge. Adult / Student ratio is 1:10. |  |  |  |
|                                                                                                                                                                       |  |  |  |

### **Merchandise Pricing**

Merchandise is items or goods purchased to be resold on their own or to create items for resale. The farm will follow industry standards in retail operations. For most merchandise, the farm will use a multiplier between the range of 1.25 to 3.00, or round up to the nearest dollar. Pricing will include any applicable sales tax, labor, or other costs.

### **Produce Pricing**

Prices of products, florals, crops, and other goods produced or grown at Salomon Farm Park are sold by staff and volunteers at Salomon Farm Park.

### **Farmers' Market Pricing**

Pricing varies for each type of produce. Produce prices are evaluated each year at supermarkets and farmers' markets to determine pricing. Produce prices vary between 25 cents to 10 per item.

Merchandise, produce, and farmers' market pricing will be set in writing by the Manager of Salomon Farm Park, Outdoor Recreation, and Boating. No item price shall exceed \$25 without written approval from the Deputy Director or Director.

**Price changes and other pricing may be approved in writing by the Deputy Director or the Director.**

### **Competitor Pricing for Comparison**

- The Lodge at Camp Red Cedar – Allen County, Indiana
  - 250+ guests
  - January – March Fridays and Saturdays \$3,250 and Thursdays \$2,250
  - April - Saturdays \$4,250, Fridays \$3,250, and Thursdays \$2,250
  - May – Saturdays \$5,250, Fridays \$4,250, and Thursdays \$2,250
  - June – July – Saturdays \$6,250
  - August – October – Saturdays \$6,250, Fridays \$4,250, and Thursdays \$2,250
  - November – Saturdays \$5,250, Fridays \$4,250, and Thursdays \$2,250
  - December – Saturdays \$4,250, Fridays \$4,250, and Thursdays \$2,250
- The Legacy Barn – Kokomo, Indiana
  - 150-250 guests
  - Starting rates of \$3,500
- The Barn on the Boundary – Eaton, Indiana

- 300 guests
- Open April through 1<sup>st</sup> weekend in November
- Weekend access – Friday 2 pm-8 pm, Saturday 8 am – midnight, and Sunday 8 am-12 pm
- \$5,800
- White Rock Barn and Terrace – Ossian, Indiana
  - 250 people
  - Open May through mid-November
  - Friday \$3,800, Saturday \$4,800, Friday + Saturday \$5,800 and Sunday \$3,000

### **Banquet and Meeting Room Comparison**

- Community Center – Fort Wayne Parks
  - Banquet room for up to 200 guests
  - \$250-\$645
- Botanical Conservatory – Fort Wayne Room & Banquet Rentals
  - Tuesday – Sunday 9 am – 3 pm - \$450
  - Tuesday – Sunday 5 pm – 11 pm - \$550
- Quimby Hall – Fort Wayne
  - Up to 200 guests
  - Starting at \$1,250

### **Chair and Table Rental**

- A Party Apart
  - Rustic farm chair \$12.00/day
  - Harvest table \$90.75/day
- Mutton Rentals
  - Black Plywood chair \$4.80/day
  - Farm table \$60.50/day
- Summit City Rental
  - Chiavari gold chair \$8.00/day
  - Rustic farm table \$100/day

### **Vendor Fees**

#### **YLNI Farmers Market**

- \$15 application fee
- \$30 per 10x10 space per Saturday
- \$50 late fee if payment is not received by the due date

#### **Eco Fest Fort Wayne**

- \$70 for a single 10x10 space
- \$100 for a double 10x20 space
- Farmers' booth: \$35 for single

#### **Artlink Winter Market**

- \$60 booth fee and \$15 application fee