



Tennis, Squash and Hockey

4 Percy Drive, Giffnock, Glasgow, G46 6PA

25th January 2022

Dear member,

I am not sure any of us could have predicted that a global pandemic would boost membership numbers to the extent that Covid-19 has. The Management Committee of the club has been striving to balance all the competing demands associated with the large, and unexpected, rise in membership with the need to provide facilities that meet long-term member demands after the effects of this pandemic become a new norm.

Having pursued a 2-court tennis indoor development over the past 6 years, with associated squash and clubhouse improvements, a substantial change to the post-pandemic funding of sports, the immediate need for additional court capacity and an urgent need to resolve issues in the clubhouse led the Management Committee to pursue alternative development proposals. We believe these are deliverable now and add substantial value to members. The 2-court indoor tennis court development previously proposed is no longer likely to attract Tennis Scotland TSIT funding, with a 3 indoor court minimum now applicable, unless in areas of social deprivation.

Working with Tennis Scotland, alternative short-term and long-term plans to develop tennis court capacity, to provide access to indoor courts and to upgrade the clubhouse have been proposed, the first parts of which will be voted on at the Annual General Meeting.

The purpose of our AGM proposals is for the Management Committee to seek authority from members to pursue each project and approval of specific funding facilities proposals. To enable members to make proper assessment of each project we are providing as much detail of each project as possible, including funding proposals and the rationale as to how each project helps meet existing member demand.

Below you will find a table for each project describing the project in some detail, the impact it will have on addressing issues raised by our recent member survey, the cost of the project and how we intend to fund it. We hope this provides sufficient information but will supplement this on the website in due course.

The projects the committee are seeking approval for are:

- 1) To canopy the mini courts, with associated lighting, along with resurfacing of these the courts
- 2) To build a new Padel Tennis court in the car park, with associated reconfiguration of the car park in order to maintain overall car parking spaces
- 3) To change use of the clubroom into a strength and conditioning gymnasium
- 4) To canopy, with associated lighting, 2 or 3 of the main tennis courts at the time these courts are next resurfaced (likely no earlier than 2024/2025)

Giffnock

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The motions before you at the AGM will be as follows:

- 1) **The Annual General Meeting of Giffnock Tennis Squash & Hockey Club held on Thursday 24th February 2022 hereby instructs the club management committee to pursue Bowling Club approval and planning permission to upgrade the mini court area with a canopy, LED lighting and a new surface, subject to a maximum spend of £175,000, on the basis that eligible elements of the project will be funded by an interest free loan provided by the Lawn Tennis Association.**
- 2) **The Annual General Meeting of Giffnock Tennis Squash & Hockey Club held on Thursday 24th February 2022 hereby authorises the club management committee to pursue and, subject to Bowling Club approval and planning permission, to build a Padel Tennis court in the area of the lower car park, subject to a maximum of £160,000, on the basis that eligible elements of the project will be funded by an interest free loan provided by the Lawn Tennis Association.**
- 3) ****Advisory Vote** This meeting approves change use of the clubroom into a strength and conditioning suite, expansion of the lounge bar and expansion of bar storage.**

Note: While the expected spend does not require formal approval by members, the Management Committee wishes to receive members' approval to what is a significant change to the clubhouse use. Subject to that approval, the 2022 AGM will introduce a new gym membership category to generate additional income from this facility.

- 4) ****Advisory Vote** This meeting instructs the Management Committee of Giffnock Tennis Squash & Hockey Club to pursue plans to provide a canopy to as many tennis courts as is possible at the point tennis courts are due to be resurfaced, to pursue associated planning permissions and to pursue agreement in principle to interest free loan funding provided by the Lawn Tennis Association. For the avoidance of doubt, a decision to formally pursue this project will be subject to approval by a General Meeting of the club.**

Giffnock Tennis Squash & Hockey Club has a proud tradition of providing a terrific environment for its members within which we provide a terrific atmosphere. Current pressures on court time and the clubhouse mean we can do better, and the Management Committee believe these projects will deliver the vital additional resource we need as a result of our unexpected Covid membership dividend. Please see our Affordability Analysis for details as to how we meet the cost of these projects without risk to our club.

Thank you in anticipation for your attendance at this vital meeting. Your continued support of Giffnock Tennis Squash & Hockey Club is very much appreciated by your committee, and I look forward to seeing you soon.

Yours sincerely,



Vivienne MacLaren
President
Giffnock Tennis, Squash & Hockey Club



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PROJECT SUMMARIES

DESCRIPTION	REASON
<p>PROJECT 1 MINI COURT UPGRADE</p> <p><u>Summary of Benefits</u></p> <ul style="list-style-type: none"> • Vast majority of orange ball tennis transfers to mini courts from main tennis courts • Creates additional court capacity on both main tennis courts and on mini tennis courts • Provides for all year round mini court play at club – no more reliance on use of main courts or external hires for red or orange winter play. • Opens up additional opportunities – a location for fitness sessions and/or external hires <p>The club and Tennis Scotland propose that this facility be upgraded with a canopy to protect it from inclement weather, LED lighting to enable play until 9pm and a replacement carpet.</p> <p>The new carpet will incorporate lines for both the existing 3 x Mini Red Courts and 2 x Mini Orange Courts</p> <ul style="list-style-type: none"> • DOE Mono Pro Surface - £21,270 (inclusive of VAT and sub-surface contingency of £3,000) • Mini Court Canopy - £148,350 (inclusive VAT and a groundworks contingency) <p>Total project cost is estimated at £175,000, inclusive of professional costs and planning fees.</p> <p>FUNDING</p> <p>To fund this project Tennis Scotland will support an application by the Club to the LTA Quick Access Loan Scheme, this providing a 10-year interest free loan.</p> <p>Standard LTA loan terms for the total £169,620 eligible cost of this project will cost the club £16,962 per annum.</p> <p>An application for loan funding takes around 6 weeks to be decided. The club is encouraged to make appropriate plans to lodge the necessary planning application and to schedule works for early 2022 given the need for groundworks including concrete pours.</p> <p>OTHER BENEFITS</p> <p>Once this project is complete the club will provide weekly school term disability tennis sessions in conjunction with SupERkids, sessions which are currently suspended due to the condition of the facility.</p>	<p>Our 3 dedicated mini tennis courts already support one of the largest and most successful mini red player programmes in Scotland.</p> <p>The facility is now some 22 years old, with a carpet no longer fit for purpose. It is not lit, so is not able to be used after school during winter months (generically October week to Easter). It is also exposed to the elements, leaving the youngest players exposed to Scottish weather that is not conducive to development of skills.</p> <p>Our recent member survey showed that adult tennis playing members most valued (in order):</p> <ol style="list-style-type: none"> 1. Court availability 2. Group coaching 3. Team play <p>While these are largely mutually exclusive of each other, the proposal to upgrade the mini courts will provide a total of 661 hours per annum of additional tennis court time for booking by members between 4pm and 8pm during school terms. During winter months this amounts to 20 hours per week.</p> <p>Along with reconfiguration of other squads times, and subject to coach availability, we envisage this will ensure not less than 2 courts per hour availability for member booking. More specifically, this represents an increase of 14.1% in weekday court capacity between 4pm and 8pm during school terms.</p> <p>ASSOCIATED CONDITIONS</p> <p>The LTA, like all governing bodies, receive government funding in return for which they are required to “grow the game”. Put simply the LTA are asked to get more people playing tennis more often.</p> <p>To meet this element of funding eligibility, the club may increase its constitution maximum for mini members by 10 persons, at its AGM in February 2022.</p> <p>The tennis coaching team will also move to 6-day a week provision of pay-to-play mini red and orange coaching, targeted at producing substantial additional revenues on an ongoing basis.</p> <p>Mini membership currently contributes around £18,000 per annum in net subscription revenue, with Saturday coaching costing around £11,700 per annum. With this facility having contributed significantly to club funds, and having been neglected for some considerable time, repayment of the associated loan is affordable within existing club finances.</p>



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PROJECT 2 PADEL TENNIS COURT INSTALLATION

Summary of Benefits

- Increases court capacity by 16.7% - 4,680 hours per annum or 1,300 hours at peak demand (weekdays 4pm to 9pm)
- Will bring tennis playing members and squash playing members together

The club has been working to establish options for a Padel tennis court in the car park, with a detailed proposal for a single court having now been developed.

As with the mini courts, playing on an exposed surface in the car park (which is itself exposed) would reduce this courts availability to members. A canopy with LED lighting is therefore proposed to make the court available for play all year round.

Located in the lower car park, such a scheme requires reconfiguration of car park spaces to maintain car park space numbers. This will require groundworks in the car park, (in addition to those to form a Padel tennis court), in order to reconfigure it in a manner which does not reduce the number of car parking spaces available to members – this being a planning requirement.

The Padel tennis court and car park reconfiguration project will require bowling club approval and consists of:

- Padel Tech Padel Tennis Court - £42,000 (inclusive of VAT)
- Groundworks - £42,000 (inclusive VAT and provision for car park reconfiguration)
- Padel Court Canopy - £69,470 (inclusive of VAT)

Total project cost is estimated at £160,000.

FUNDING

To fund this project Tennis Scotland will support an application by the Club to the LTA Quick Access Loan Scheme, this providing a 10-year interest free loan.

Standard LTA loan terms for the total £153,470 eligible cost of this project will cost the club £15,347 per annum.

An application for loan funding takes around 6 weeks to be decided. The club is encouraged to make appropriate plans to lodge the necessary planning application and to schedule works for early 2022 given the need for groundworks including concrete pours.

Padel tennis is one of the fastest growing sports worldwide, with a number of Giffnock members having experienced it while abroad and having expressed an interest in a Padel court at Giffnock.

Available on a court booking fee basis, this facility provides an immediate 16.7% increase to court capacity at the club.

Our research with tennis and squash clubs who have installed Padel courts shows that the single largest benefit to club members of court installation has been to club cohesion, with tennis players and squash player brought together to play a shared sport. East Glos Club in Cheltenham specifically credit their Padel tennis courts with having brought tennis and squash members who never previously interacted together – playing Padel tennis. Players of both sports now participate in shared WhatsApp groups to arrange Padel games and meet for drinks at the bar. Their club now has more tennis members trying squash as a result of new relationships formed over Padel tennis.

ASSOCIATED CONDITIONS

The LTA, like all governing bodies, receive government funding in return for which they are required to “grow the game”. Put simply the LTA are asked to get more people playing tennis more often.

To meet LTA funding criteria the management committee proposes the Padel tennis court be charged to members in tennis and squash playing categories at £5 per hour and to non-members at £25 per hour. At 65% occupancy the court will raise £15,000+ per annum.

The management committee also believe the experience of East Glos Club in recording an increase in rackets membership as a result of installation of Padel tennis is a likely outcome, with a conservative increase of 25 senior members forecast for the purpose of our business model.



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PROJECT 3

PROVISION OF STRENGTH AND CONDITIONING SUITE IN CLUBROOM, LOUNGE BAR EXTENSION AND INCREASED BAR STORAGE

This project includes, reconfiguring an area of the main entrance to expand the lounge bar, expand much needed bar storage and to change use of the clubroom into a strength and conditioning gym. The cost of internals works is estimated at £15,000, inclusive of structural steel, lintels, partition walls, fire doors and a new carpet throughout the clubhouse (as movement of internal walls will render the current carpet redundant).

The gym proposed would have 11 pieces of rented equipment. Equipment proposed includes – 2 treadmills, 1 upright bike, 1 assault bike, 2 cross trainers, 2 fixed resistance machines, 2kg to 20kg dumbbells, 2 benches, 1 functional cable machine, as well as 2 mats and a medicine ball.

Based on 100 members paying a gym supplement of £10 per month, 50 people join a gym associate membership at £15 per month and 25 people join a student gym associate membership at £12 per month, the gym attracts £2,050 per month in revenue. By way of cost comparison, a Pure Gym standard subscription is £18.99 per month, with a 30% discount offered to students (£13.29 per month).

All three sports convenors support this project on the basis it will bring members of all three sports together and further promotes sporting activity in our sports club.

Members will not be generally aware of some significant structural issues around our aging clubhouse. In addition to being able to address such issues, provision of a gymnasium was the single most supported proposal in our original clubhouse development consultation in 2014.

Reconfiguration of the bar store will both expand much needed storage and allow the serious issue with the floor in this area (also present in other areas of the clubhouse) to be fully exposed and repaired. The expanded store will also enable all bar stock stored in the boiler room to be removed, this having been flagged as a fire risk in successive fire risk assessments. The safe and spirit store would be relocated into this store to enable the current cupboard to be reconfigured and the boiler to be isolated from flammable materials.

Expansion of the lounge is modest but removes the bottleneck experienced when entering the bar from the entrance corridor and expands capacity by at least 12 persons.

With new glass recycling rules coming into effect during 2022, there is an urgent need to optimize use of space in the bar, which this expansion will help to facilitate.



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PROJECT 4

MAIN TENNIS COURT CANOPY

The club undertook consultation with neighbours as to their attitude towards options to bubble and cover tennis courts. Responses were mixed, with several options ruled out unless the club chooses to fight neighbours through a protracted planning process. Based on what may be supported, it is proposed that the club pursue a canopy over courts 4, 5 and 6 or courts 5 and 6 at the point the tennis carpet is next renewed (circa 2024/2025).

The cost of the canopy will be dictated by the exact requirements of a successful planning application, making quotes obtained to date somewhat speculative. A 2-court canopy is the least likely to receive substantive planning objections. Such a canopy, conforming to LTA regulations, is priced at £283,510 + VAT. This includes groundworks, canopy, installation, LED lighting and associated groundworks.

Due to the courts being land locked in terms of land beyond fencing (neighbours/public right of way), support columns will need to be located at the back of courts, at the existing fence line. The club will also take the opportunity to put POE cables to all 6 net posts, to replace faulty net post sockets and will move the four floodlight columns currently off court onto court in order to avoid future issues should the club decide to redevelop.

LTA interest free loan funding will be available for this project on the same basis as outlined previously. This again protects the club's cash in the form of sinking funds – enabling the clubs management committee and membership to decide whether to deploy it on loan repayments, development of existing clubhouse facilities or to fund future expansion of facilities on, or off, site.



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AFFORDABILITY ANALYSIS

The objective of Tennis Scotland in proposing the club accesses LTA interest free loan funding is to enable us to fully protect our £250,000 cash reserves with a view to future Tennis Scotland Indoor Tennis (TSIT) Fund application for indoor courts.

Members may have read media comment as to a lack of delivery from the TSIT Fund, in terms of actually delivery of indoor courts. While this is true at face value, the reasons for there being fewer courts than anticipated delivered by this funding mechanism vary on a project-by-project basis. In terms of local authority courts, post pandemic finances of Council's means insufficient funding is available to meet the one-third funding requirement of TSIT.

TSIT Fund conditions set by sportscotland regardless of being for Council or Club use but now require a minimum 3 indoor courts be built, unless facilities are proposed in an area of social deprivation, which currently means our landlocked 2 court proposal does not meet minimum funding requirements. While massively disappointing, Tennis Scotland and the club are engaged in assessing and pursuing various options for a Tennis Scotland/Giffnock TSIT application for a 4 court indoor facility, within 1 mile of our current location.

In terms of the proposals before members for immediate provision of additional court capacity for member play, Tennis Scotland propose that the club benefits from LTA Easy Access Interest Free Loan funding.

LTA Interest Free Loan fund objectives are:

- To provide indoor or floodlit and year round playing facilities to encourage community accessible play all year
- Enhance facilities to create better playing environments to encourage play all year (link to 'what we will fund')
- Retain and increase the number of participants at the venue
- Offer and increase both non-member pay and play usage and coaching opportunities
- Grow the numbers of adults and juniors on the coaching programme
- Provide online booking through ClubSpark with courts available through LTA Rally.

The management committees proposals, as outlined above, enable the club to access funding for both projects compliant with objectives 2, 3, 4 and 5, with booking of the Padel court to be compliant with objective 6.

As a club, we are also fortunate to have been in a strong financial position pre-Covid, and to have benefited significantly in terms of membership number from the pandemic. Being one of a few sports which was able to be played from 28 May 2020 through to the end of restrictions on sports in Scotland helped grow our club significantly.

While our 2020/2021 accounts are not yet finalised, we expect them to show a cash surplus for the year of around £45,000 to £50,000, and cash reserves of around £250,000.



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With our SGM notification we provide an LTA case study for East Glos Club, who installed Padel Tennis courts to increase court capacity available to members. Their Padel tennis model is pretty much what we propose. After one year of them having 3 Padel courts they are at 65% court capacity and are reporting membership growth associated with Padel tennis.

While on a single court we can reasonably expect a larger occupancy rate, we are however basing forecasts on the same 65% as the case study. We propose the court is available to members at £5 per hour and non-members at £25 per hour. If only members book and we have 65% occupancy the court brings in £15,379.

If provision of Padel tennis attracts 25 member net growth that brings in £9,825 per annum (£393 x 25). This meets objectives 3 of the loan funding requirements.

We also propose to increase the ceiling for mini members by 10 persons, brings in a net £1,000 per annum. This also meets objective 3 of loan funding requirements.

In addition to this we are looking to attract 20 Learning Difficulty members, which will bring in a net £2,000 per annum. It may be that this is not a membership category but delivered on a pay-per-play basis, although the same £2,000 net revenue is projected on either model.

Our final additional income stream is income from midweek tennis programmes on the newly canopied mini courts. Again a conservative estimate for this is a net £2,500 growth in revenue. A detailed model for this has been created to ensure this number is robust and achievable.

The grand total of above net revenue and new revenue streams is £30,704 per annum, against total annual repayment for the mini and Padel tennis projects expected to be no more than £32,309.

The balance is projected to be paid from existing club finances given the club continues to record very substantial annual profit,

Given the urgent needs for additional court capacity to service existing members the management committee unanimously believes these two projects are the only two viable options available today.