

# GENERATING INCOME FROM COMPETITION

The examples below show how you can generate income from different types of competitions. All organisers & officials should carefully consider the tournament finances to ensure the competition can be sustainable. It is important to add these are only examples as income and expenditure items will be different at each venue.

## RED BALL HALF DAY COMPETITION

<b>Number of players</b>	12 players
<b>Event Format</b>	Round Robin + Play Off 2 groups of 6 players + Play off (1v1, 2v2, 3v3, 4v4, 5v5, 6v6)
<b>Number of matches per player</b>	6
<b>Scoring Format/Time per match</b>	Match tie-break (first to 10 points) 10 minutes per match
<b>Number of courts</b>	1 full size court with 4 mini red courts marked out
<b>Court time required</b>	2 hours

Income		Expenditure	
Player Entry	8.00	12 sponge red balls	20.00
		12 certificates and one medal	2.50
		Indoor Court Hire (£10 per court per hour)	20.00
		Referee/Competition Organiser (£12.50 per hour)	25.00
		Court helpers (no charge as volunteers)	0.00
<b>Total</b>	<b>96.00</b>	<b>Total</b>	<b>67.50</b>

**Profit = £28.50**

## ORANGE/GREEN BALL MATCHPLAY

<b>Number of players</b>	8 players
<b>Event Format</b>	1 x compass draw
<b>Number of matches per player</b>	3
<b>Scoring Format/Time per match</b>	Best of three standard tiebreaks (orange only) or one short set to 4 with a tiebreak at 4-4
<b>Number of courts</b>	2
<b>Court time required</b>	4 hours

Income		Expenditure	
Player Entry	12.00	6 mini tennis balls	8.00
		8 certificates and one medal	2.50
		Outdoor court hire (free of charge at club)	0.00
		Referee/Competition Organiser (£12.50 per hour)	50.00
		Court helpers (no charge as volunteers)	0.00
<b>Total (8 players)</b>	<b>96.00</b>	<b>Total</b>	<b>60.50</b>

**Profit = £35.50**

# GENERATING INCOME FROM COMPETITION

## YELLOW BALL MATCHPLAY

<b>Number of players</b>	16 players
<b>Event Format</b>	Matchplay
<b>Number of matches per player</b>	2
<b>Scoring Format/Time per match</b>	Two sets to 6 with a tie break at 6-6 and match tiebreak Approx 75 to 90 minutes per match
<b>Number of courts</b>	4 courts
<b>Court time required</b>	6-7 hours

Income		Expenditure	
Player Entry	15.00	36 yellow tennis balls	24.00
		Outdoor court hire (£3 per court per hour)	84.00
		Referee/Competition Organiser	75.00
<b>Total (8 players)</b>	<b>240.00</b>	<b>Total</b>	<b>183.00</b>

**Profit = £57.00**

## ADULT/JUNIOR BOX LEAGUE

<b>Number of players</b>	Unlimited but this example is based on 30 players in 6 boxes
<b>Event Format</b>	Box leagues run over a 3 month period. Competitors organise their own matches so minimal administration required. Match results can count towards a player's rating.
<b>Number of matches per player</b>	5 players per box, so 4 matches per player
<b>Scoring Format/Time per match</b>	Two short sets to 4 with a tie break at 4-4 and match tiebreak (first to 10 points) if score reaches 1-set all
<b>Number of courts</b>	None need to be allocated as players arrange their own Matches

Income		Expenditure	
Player entry per quarter	10.00	Balls (players provide their own)	0.00
		Prizes and Certificates for all	£60.00
		Court hire (players arrange matches)	0.00
		Administrator	100.00
<b>Total (8 players)</b>	<b>300.00</b>	<b>Total</b>	<b>160.00</b>

**Profit = £140.00**

# GENERATING INCOME FROM COMPETITION

## GRADE 4 LTA APPROVED JUNIOR TOURNAMENT

<b>Facility needed</b>	Use of 6 outdoor courts at a club for 5 days
<b>Events</b>	Boys & Girls 10&U, 12&U, 14&U, 16&U, 18&U Mini-orange, red and adult/OPEN events may be considered too.
<b>Number of event applications</b>	112 yellow ball; 16 green ball.
<b>Event Format</b>	Knockout with optional consolation (all yellow ball events) 1 x Compass draws (mini-green)
<b>Number of matches per player</b>	2 (minimum); 3 (mini-green)
<b>Scoring Format/Time per match</b>	Yellow ball matches – Two sets to 6 with a tie break at 6–6 and match tiebreak. Green ball matches – Two sets to 4 with a tiebreak at 4–4 and match tiebreak.
<b>Court time required</b>	6 courts from 9:00am to 8:00pm

Income		Expenditure	
Entry fees (£13.50 per player per event)	1,728.00	Balls (18 dozen yellow + 2 dozen green)	160.00
		Referee: £75 per day	375.00
		Organisers/Entry Secretary	175.00
		Advertising, printing stationery	50.00
		Trophies for winners and runners up	150.00
		PayPal transaction fees (if using LTA online entry/payment)	85.00
<b>Total</b>	<b>1,728.00</b>	<b>Total</b>	<b>995.00</b>

**Profit = £733.00** + revenue from catering, club shop and other venue facilities

# GENERATING INCOME FROM COMPETITION

## GRADE 4 LTA APPROVED JUNIOR TOURNAMENT (LOWER ENTRY NUMBERS)

<b>Facility needed</b>	Use of 6 outdoor courts at a club for 4 days
<b>Events</b>	Boys & Girls 10&U, 12&U, 14&U, 16&U, 18&U Mini-orange, red and adult/OPEN events may be considered too.
<b>Number of event applications</b>	8 players in all boys events, 5 players in girls events
<b>Event Format</b>	Knockout with optional consolation (all yellow ball events) 1 x Compass draws (mini-green)
<b>Number of matches per player</b>	2 (minimum); 3 (mini-green)
<b>Scoring Format/Time per match</b>	Yellow ball matches – Two sets to 6 with a tie break at 6–6 and match tiebreak. Green ball matches – Two sets to 4 with a tiebreak at 4–4 and match tiebreak.
<b>Court time required</b>	6 courts from 9:00am to 8:00pm

Income		Expenditure	
Entry fees (£13.50 per player per event, 65 players in total)	877.50	Balls (18 dozen yellow + 2 dozen green)	160.00
		Referee: £75 per day	300.00
		Advertising, printing stationery	50.00
		Trophies for winners and runners up	100.00
		PayPal transaction fees (if using LTA online entry/payment)	45.00
<b>Total</b>	<b>877.50</b>	<b>Total</b>	<b>655.00</b>

**Profit = £222.50** + revenue from catering, club shop and other venue facilities

# GENERATING INCOME FROM COMPETITION

## GRADE 3 LTA APPROVED MINI, JUNIOR & OPEN TOURNAMENT

<b>Facility needed</b>	Use of 10-12 outdoor courts at a club for 7 days
<b>Events</b>	Boys & Girls 8&U, 9&U, 10&U, 12&U, 14&U, 16&U, 18&U, Mens/Ladies Open, Doubles and singles consolation
<b>Number of event applications</b>	250 yellow ball; 24 green ball, 24 orange, 16 red <b>Event</b>
<b>Format</b>	Knockout with optional consolation (all yellow ball events) Mini events – round robin elimination with knockout main draw
<b>Number of matches per player</b>	2 (minimum); 3 (mini-events)
<b>Scoring Format/Time per match</b>	Yellow ball matches – Two sets to 6 with a tie break at 6–6 and match tiebreak. Mini events – approved abbreviated scoring methods.
<b>Court time required</b>	10 courts from 9am to 9pm

Income		Expenditure	
Entry Fees:		Balls (40 dozen yellow)	320.00
Yellow: 250 x £14.00	3500.00	Balls (3 dozen green)	24.00
Green: 24 x £12.00	288.00	Balls (3 dozen orange)	30.00
Orange: 24 x £10.00	240.00	Balls (2 dozen red)	20.00
Red: 16 x £8.00	128.00	Referee: £75.00 per day	525.00
Doubles: 24 x £14.00	336.00	Organisers/Entry Secretary	300.00
		Mini-tennis referee 2 days x £75 per day	150.00
		Court supervisors x 2 (first 6 days) x £50 per day	600.00
		Finals day umpires x 8	200.00
		Advertising, printing stationery	75.00
		Trophies for winners and runners up	250.00
		Mens and ladies open singles prize money	220.00
		PayPal transaction fees (if using LTA online entry/payment)	230.00
<b>Total</b>	<b>4,492.00</b>	<b>Total</b>	<b>2,944.00</b>

**Profit = £1,548** + sponsorship income, revenue from catering, club shop and other venue facilities