



LOW COST INDOOR STRUCTURES

Provide year round facilities and grow your membership

- Please stay on mute
- Ask questions in chat
- Webinar - recorded and shared

AGENDA

- 1. BENEFITS OF INDOOR COURTS**
- 2. CASE STUDY**
- 3. CONSTRUCTION OPTIONS AND COSTS**
- 4. FUNDING AND OPERATIONAL MANAGEMENT**
- 5. PLANNING AND PROJECT MANAGEMENT**
- 6. NEXT STEPS**
- 7. Q&A**

BENEFITS OF INDOOR COURTS

- Year round playing opportunities
- Membership growth and retention
- Attractive offer for potential members
- Grow and retain coaching programme
- Income generator



CASE STUDY

Shotley and Benfieldside Tennis Club

CASE STUDY

Benefit of Indoor Courts

- *Membership growth and retention*
- *Improved the coaching programme*

Airhall has delivered

- *164% increase in club income*
- *65% growth in membership*

Shotley and Benfieldside Tennis Club, Durham



- 6 court club (1 indoor, 3 floodlit)
- Double Skin Cable Dome Airhall available year round
- Unheated
- 40,000 population within 20 minutes
- Exposed location
- 280 members
- Partnership funding – Club reserves, LTA, Sport England

CASE STUDY

Shotley and Benfieldside Tennis Club, Durham

Income / expenditure

- £2,650 - operating cost
- £2,000 – sinking fund
- £8,152 – income 2020 (6 months)
- Members - £8ph/£5ph
- Non members - £12ph/£8ph
- Lights additional - £4ph (evening)

Management and operation

- Clubspark and gate access
- App control to manage the airhall
- Secure entrance and plant room
- Used for other activities (5% of time – netball / parties / volleyball)



CONSTRUCTION OPTIONS

SINGLE SKIN TRANSPARENT MEMBRANE AIRHALL

Cheapest way to cover courts

- *Transparent single membrane structure attached to reinforced concrete ring beam*
- *External floodlighting*
- *Year round or seasonal*
- *Requires 1m clear space around outside of dome*

Advantages

- *Low cost*
- *Floodlights not needed during the day*

Disadvantages

- *Potential vandalism*
- *Condensation – issue for acrylic courts*
- *Can't be heated*
- *Membrane replacement 5-7 years*

Annual running costs

- *£5-10k per annum*
- *Sinking fund - £5-8k*



SINGLE SKIN TRANSPARENT MEMBRANCE AIRHALL



No. of courts	Length (m)*	Width (m)*	Cost (£)
2	37.77	34.92	£135k - £155k covering existing courts with either using new or existing lights. To cover new macadam courts add £40k per court.
3	37.77	49.55	£170k - £195k covering existing courts with either using new or existing lights. To cover new macadam courts add £40k per court.
4	37.77	64.18	£200k - £235k covering existing courts with either using new or existing lights. To cover new macadam courts add £40k per court.

*These are minimum dimensions that can be used for recreational play and low level competition. If possible the length and siderun should be extended by 1m to enable a better playing environment. These measurements allow for 1 m width outside of the dome for ring beam drainage and fencing. These costs do not include fees (8%), contingencies (10%) utilities or VAT.

DOUBLE SKIN TRANSPARENT MEMBRANE AIRHALL

- *Year round or seasonal*
- *5 grades of thickness that can be tailored to each site*
- *More robust membrane*
- *Superior playing environment*
- *Requires 1m clear space around outside of dome*
- *Lit internally*
- *Structural engineer to design ring beam*

Advantages

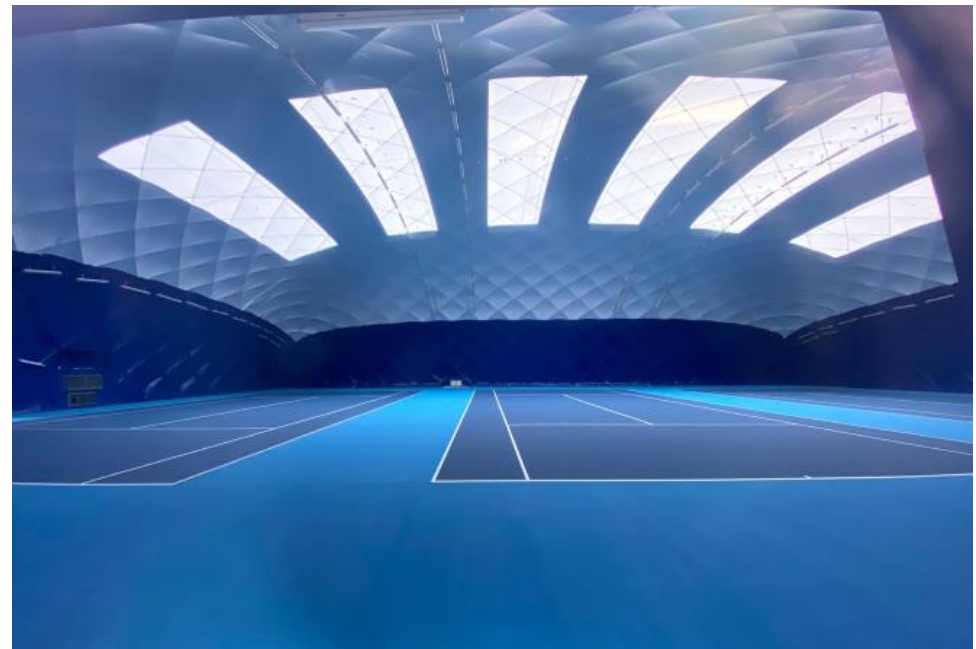
- *Can be heated - £15k additional cost*
- *Accommodates any surface*
- *10 – 15 year lifespan*
- *Better controls – monitoring from phone app*
- *Greater lighting flexibility and choice*

Disadvantages

- *Potential vandalism – stronger than single skin*
- *More difficult to take down for seasonal use*

Annual costs

- *£10-15k running cost*
- *Sinking fund - £7k*



DOUBLE SKIN TRANSPARENT MEMBRANCE AIRHALL



No. of courts	Length (m)*	Width (m)*	Cost (£)**
2	37.77	34.92	£250k. This cost is to cover existing courts. To cover new macadam courts add £40k per court.
3	37.77	49.55	£330k. This cost is to cover existing courts. To cover new macadam courts add £40k per court.
4	37.77	64.18	£400k. This cost is to cover existing courts. To cover new macadam courts add £40k per court.

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** These costs are for a double skin dome and do not include heating.

FRAMED FABRIC STRUCTURES

- *Steel or timber frame with fabric covering.*
- *More robust structure.*
- *Cannot be heated unless insulated.*
- *Dehumidification equipment to reduce condensation.*

Advantages

- *Low running cost*
- *Accommodates any surface*
- *Membrane 15 – 20 year lifespan*
- *Frame 50 year lifespan*
- *Side elevations can be opened to provide ventilation*
- *Greater lighting flexibility and choice*

Disadvantages

- *Can't be heated*

Annual costs

- *Sinking fund - £8k*



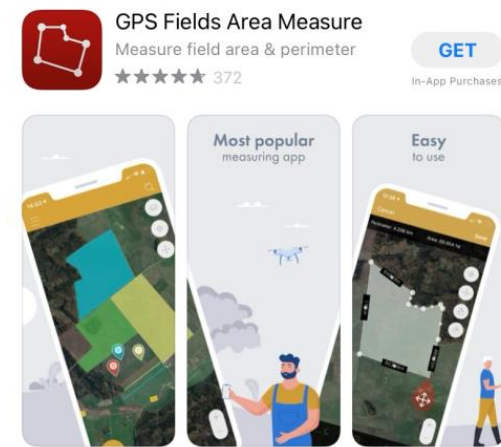
FRAMED FABRIC STRUCTURES



No. of courts	Length (m)*	Width (m)*	Cost (£)
2	36.75	33.70	£480 - 620k. This cost is to cover existing courts and is dependent upon frame design. To cover new macadam courts add £40k per court.
3	36.75	48.33	£650k - 800k. This cost is to cover existing courts and is dependent upon frame design. To cover new macadam courts add £40k per court.
4	36.75	62.96	800k - £1.2m This cost is to cover existing courts and is dependent upon frame design. To cover new macadam courts add £40k per court.

HOW TO APPROACH YOUR PROJECT

1. Measure your proposed site to see if the structure can fit.
2. Develop cost plan and funding plan.
3. Engage funding partners ensuring criteria can be met.
4. Engage consultants to develop a project specification and apply for planning permission.
5. Obtain 3 quotations from SAPCA members. It is recommended that a main contractor is used to construct the entire project and this will provide the venue with a single warranty for the whole development.
6. Finalise all funding for the project and if funders require security then engage solicitors to establish legal security on site.
7. Gain written permission from funders to start on site and ensure planning permission has been discharged.
8. Operate and maintain the structure inline with manufacturer guidance.



FUNDING

LTA QUICK ACCESS LOANS

- Quick Access Loan (QAL) provides interest free loans from £25,001 up to £250,000.
- Affordable repayment term (5-10 years).
- Funding from LTA Trust – projects must clearly demonstrate community accessibility and participation growth.
- Priorities – low cost indoor structures and floodlights.
- Applicants to contribute towards the project cost through reserves, fundraising, applying for other funding sources.
- LTA take security in the form of a legal charge on projects over £100,000.
- Visit the LTA website for further information - Webinar 7th April (recorded).

FUNDING SOURCES

- Sport England
- Crowdfunding
- Charitable trusts
- Landfill trusts – entrust, Biffa
- CSR funding - Aviva
- Local Authority - s106/CIL funding
- Conduct local searches in your area

OPERATIONAL MANAGEMENT AND VIABILITY

OPERATIONAL CONSIDERATIONS

Managing bookings / programming

- Balance programme and pay and play bookings
- Court booking - member and non member online booking
- Court hire costs (member, non member, coaches)
- Access to the courts - members and non members

Security

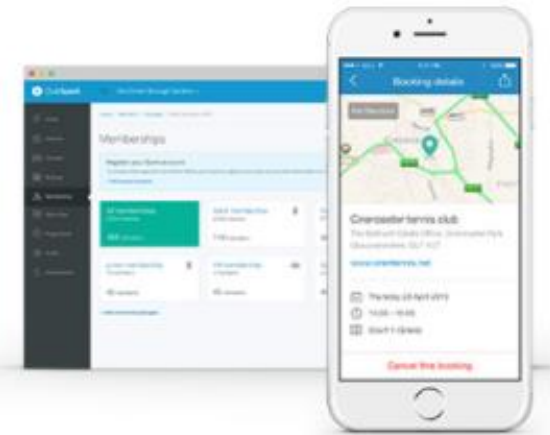
- Site security
- Who locks up

Management / sustainability

- Phone alerts – risk of bad weather.
- Running costs and sinking fund requirements

Maintenance

- Annual maintenance
- Storage – seasonal airhalls



ClubSpark for LTA registered venues

Simple set up for booking, memberships and more.
Find out what ClubSpark can offer your venue.

OPERATIONAL CONSIDERATIONS - INSURANCE

- Insurers will typically charge a rate of 2% on airhalls.
- £50,000 airhall would be £1,000 + insurance premium tax (£1,120 total).
- Loss of income can also be covered.

They are seen as higher risk structures, so insurers require additional information to provide cover:-

- Replacement value
- Make/model/manufacture and date erected
- Maintenance plan followed - heating/lighting/ventilation
- What contingency/risk management plan is in place to protect the structure in the event of poor/extreme weather?
- What wind speed is the structure built to withstand?
- What security is in place? Is an alert sent to key holders if it starts deflating?

PLANNING PERMISSION

PLANNING PERMISSION

1. Consult the Local Planning Authority to:-

- Check what types of approval are required
- Appoint consultants
- Determine the cost of an application
- Identify potential problems about the proposals
- Consult the relevant Development plan
- Identify whether there are any relevant SPD's



2. Communicate and consult on your ideas for the project/proposal

- Local Planning Authority
- Club Members and programme participants
- Local residents and interest groups
- Local Councillors, the Parish, Town or Community Council and your MP

3. Obtain and complete the relevant application documentation and enclose the necessary fee and allow time in your overall project development programme for the planning process to take place.

FOLLOW UP ADVICE

TENNIS & PADEL TENNIS FACILITY FUNDING AND ADVICE

- **Quick access loan scheme** - Criteria, funding application process
- **Technical guidance** – Indoor courts, Padel Tennis, floodlights, court surfaces
- **Funding sources**
- **Sinking fund calculator**
- **Case studies**
- **Webinars**
- <https://www.lta.org.uk/workforce-venues/tennis-venue-support/tennis-and-padel-facility-funding-and-advice/>

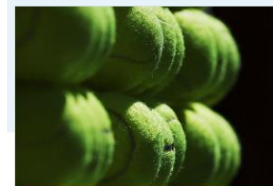
VENUE SUPPORT TOOLKIT

LTA's venue support hub - providing information, resources and support to help you manage, develop and grow your tennis venue and get more people playing tennis.

- **Club Management** – Succeed with the right structure, leadership and plan.
- **Membership Growth** - Understanding your members and visitors needs and wants is key to the creation of new products and playing opportunities at your club
- **Membership Retention** –Resources to help you focus on strategy to retain members, build loyalty and how you can start tracking your own attrition or churn rate.
- **Financial Sustainability** - assure your club's future through strong financial management.
- **Programming and Court Utilisation** – Maximise court usage; sweating your assets
- <https://www.lta.org.uk/workforce-venues/tennis-venue-support/>
- Venue Registration and the benefits of registration
- Dedicated delivery network and [venue webinars](#)

Venue Support Toolkit

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Coronavirus (COVID-19) - Advice for venues

This page aims to answer some of the key questions being asked by our venues and will be



Venue Registration

Learn more about our annual scheme for tennis venues across Great Britain to become a member of LTA.



Club Forum Webinars

We are delivering a calendar of webinars across all the topics within the LTA Club Support Toolkit. You'll get an overview of the topic,

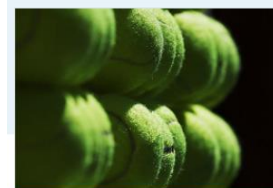
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Q&A