

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

Number of players	12 players
Event Format	Round Robin + Play Off 2 groups of 6 players + Play off (1v1, 2v2, 3v3, 4v4, 5v5, 6v6)
Number of matches per player	6
Scoring Format/Time per match	Match tie break (first to 10 points) 10 minutes per match
Number of courts	1 full size court with 4 mini red courts marked out.
Court time required	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)	N/A
Total (12 players)	£96.00	Total	£67.50

Profit = £28.50

Orange/Green Ball Matchplay

Number of players	8 players
Event Format	1 x compass draw
Number of matches per player	3
Scoring Format/Time per match	Best of three standard tiebreaks (orange only) or one short set to 4 with a tiebreak at 4-4
Number of courts	2
Court time required	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)	NA
		Referee/Competition Organiser (£12.50 per hour)	£50.00
		Court helpers (no charge as volunteers)	N/A
Total (8 players)	£96.00	Total	£60.50

Profit = £35.50



Yellow Ball Matchplay

Number of players	16 players
Event Format	Matchplay
Number of matches per player	2
Scoring Format/Time per match	Two sets to 6 with a tie break at 6-6 and match tiebreak Approx 75 to 90 minutes per match
Number of courts	4 courts
Court time required	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
Total (8 players)	£240.00	Total	£183.00

Profit = £57.00

Adult/Junior Box League

Number of players	Unlimited but this example is based on 30 players in 6 boxes
Event Format	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.
Number of matches per player	5 players per box, so 4 matches per player
Scoring Format/Time per match	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
Number of courts	None need to be allocated as players arrange their own matches

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

Profit = £140.00

Grade 4 LTA Approved Junior Tournament

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

Income		Expenditure	
Entry fees (£13.50 per player per event)	£1728	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
Total	£1728	Total	£995.00

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

Grade 4 LTA Approved Junior Tournament (lower entry numbers)

Facility needed	Use of 6 outdoor courts at a club for 4 days
Events	Boys & Girls 10&U, 12&U, 14&U, 16&U, 18&U Mini-orange, red and adult/OPEN events may be considered too.
Number of event applications	8 players in all boys events, 5 players in girls events
Event Format	Knockout with optional consolation (all yellow ball events) 1 x Compass draws (mini-green)
Number of matches per player	2 (minimum); 3 (mini-green)
Scoring Format/Time per match	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.
Court time required	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
Total	£877.50	Total	£655.00

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

Grade 3 LTA Approved Mini, Junior & Open Tournament

Facility needed

Events

Number of event applications

Event Format

Number of matches per player

Scoring Format/Time per match

Court time required

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

Income		Expenditure	
Entry Fees:		Balls (40 dozen yellow)	£320.00
Yellow: 250 x £14.00	£3500	Balls (3 dozen green)	£24.00
Green: 24 x £12.00	£288	Balls (3 dozen orange)	£30.00
Orange: 24 x £10.00	£240	Balls (2 dozen red)	£20.00
Red: 16 x £8.00	£128	Referee: £75.00 per day	£525.00
Doubles: 24 x £14.00	£336	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
Total	£4492	Total	£2944

Profit = £1548 + sponsorship income, revenue from catering, club shop and other venue facilities

