

Indoor Facility Assessment – Fall 2024

November 26th, 2024



Summary of Respondents

45 respondents consented to participate in the survey

- Ontario and Quebec received 12 submissions each (24 out of 45)
- British Columbia represents 10 out of 45 responses
- Alberta (5), Nova Scotia (4), Manitoba (1), and Saskatchewan (1) complete the regional breakdown

Facility or club operation model:

- Owned and operated by members: 13
- Owned and operated by commercial: 9
- Public/Commercial partnership: 9
- Owned and operated by municipality: 3
- Community club: 2
- 10 submissions indicated 'Other'



'Other' Models of Facility Operation

Owned by university. Member and public pay & play.

Owner, membership dues & fees with limited public access

Owned/privately operated

Run by a not-for-profit

OBNL or OSBL

Private seasonal bubble on land leased from city



Facility Operation

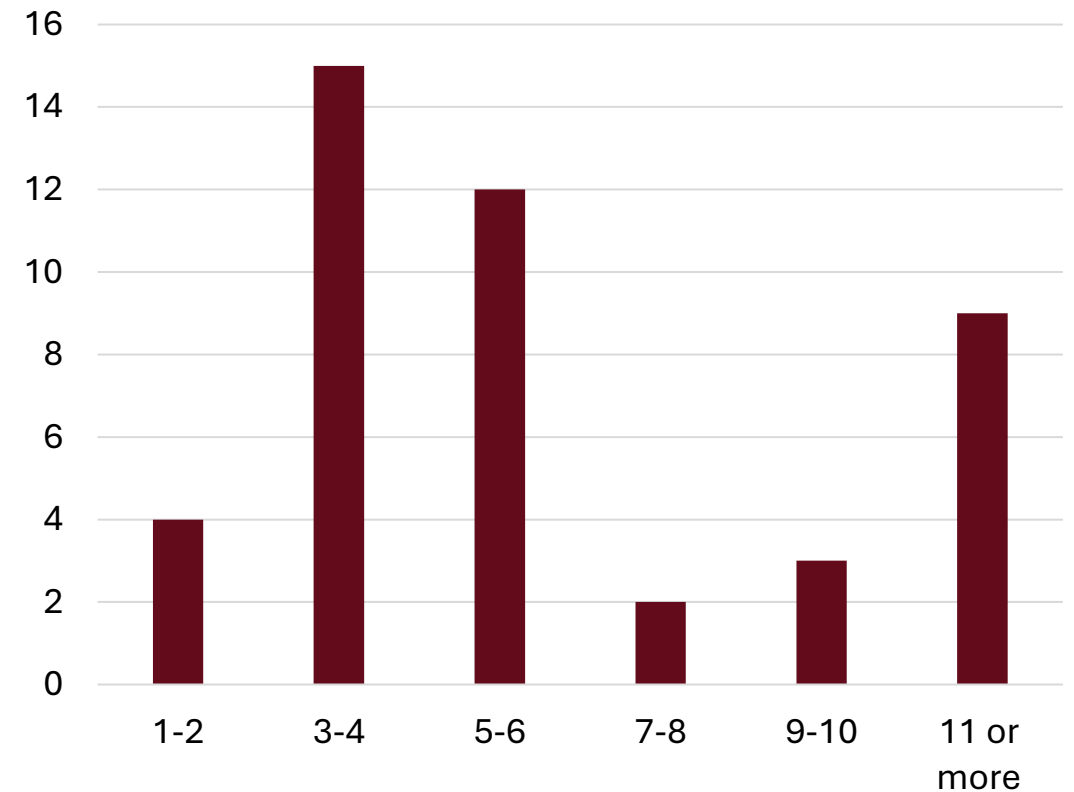
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Indoor Court Utilization

Percentage of court usage being used by membership base:

- 90%-99% and 80%-89% received 15 indications each
- 70%-79% received 9 indications

Number of Courts at Indoor Facility



Percentage of Court Utilization During the Following Periods

Time Period	Closed	Less than 30%	30-39%	40-49%	50-59%	60-69%	70-79%	80-89%	90-99%	100%
Weekday 7am-6pm	1	0	2	0	2	6	10	13	10	1
Weekday 6pm-close	0	1	0	0	0	1	4	11	23	5
Weekend 7am-6pm	0	1	1	0	1	2	10	9	15	5
Weekend 6pm-close	2	2	2	2	4	5	6	10	8	2

Majority of respondents fall in the 70% to 99% range



Change in Court Utilization Compared to the 2023/2024 Indoor Season

Time Period	Increased	No change	Decreased
Weekday 7am-6pm	16	22	6
Weekday 6pm-close	10	32	2
Weekend 7am-6pm	9	33	2
Weekend 6pm-close	7	30	6

Indoor tennis facilities are seeing the same amount of court utilization for 2024/2025 or an increase

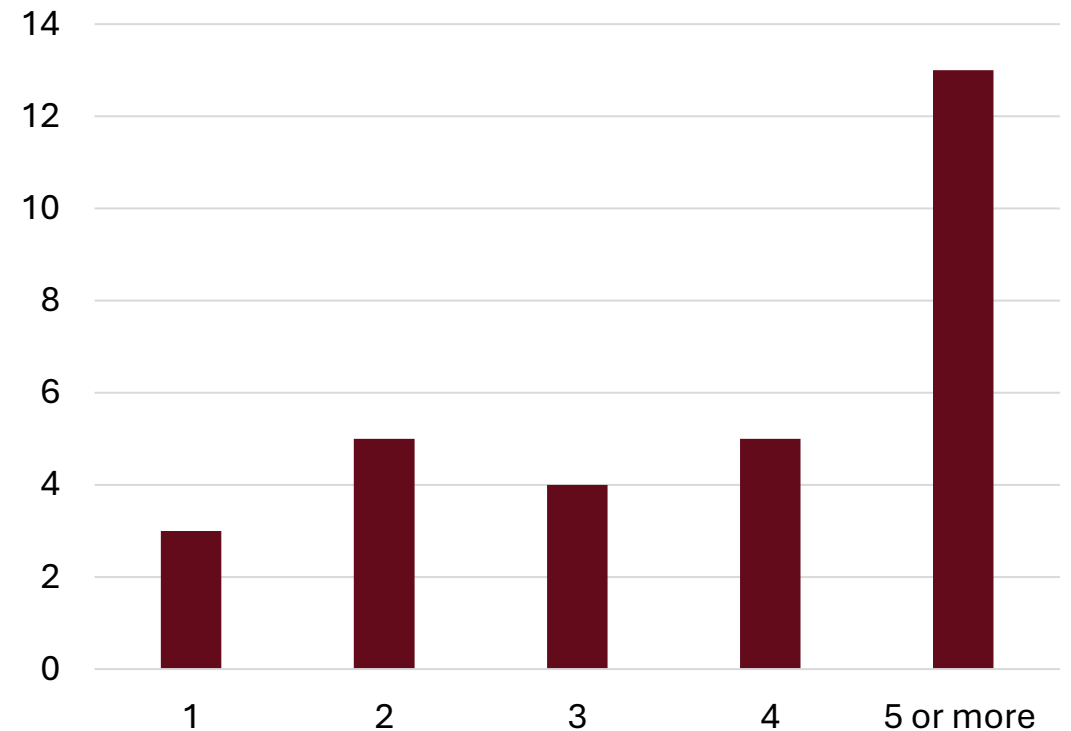


Indoor Court Availability

30 out of 45 respondents (66%) indicated that they could use more indoor courts for the 2024/2025 season

No respondents indicated that they could use less indoor courts

How many more indoor courts should your club have?



Indoor Tennis Facility Staff Insights

59% of respondents indicated their facility operates with a salary scale

Of those respondents above, 86% indicated their **salary scale is based on BOTH experience and level of certification**

Staffing Capacity Compared to the 2023/2024 Indoor Season

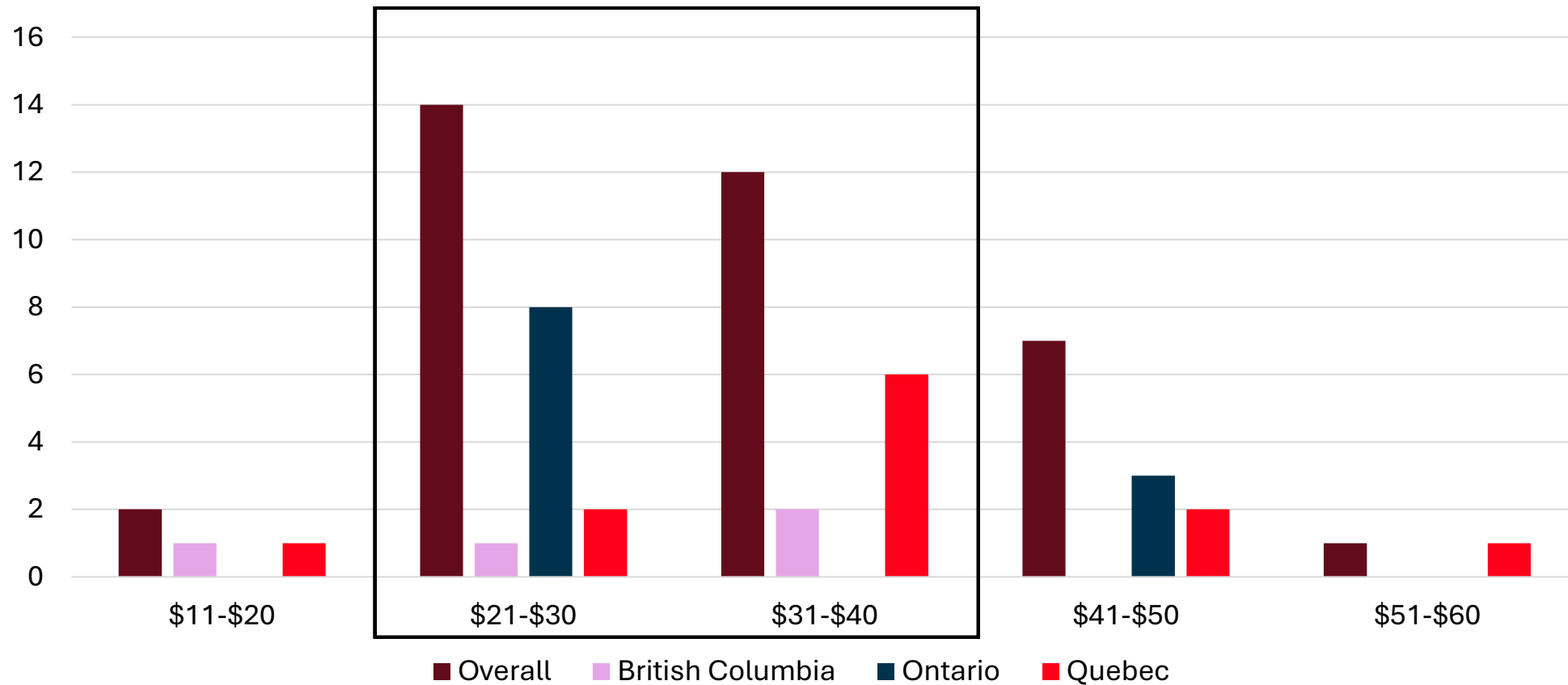
Staff Type	Increased	No change	Decreased
Full-time staff focused on tennis	15	28	6
Part-time staff focused on tennis	14	29	0
Full-time women staff focused on tennis	9	29	0
Part-time women staff focused on tennis	10	28	2



Facility Programming

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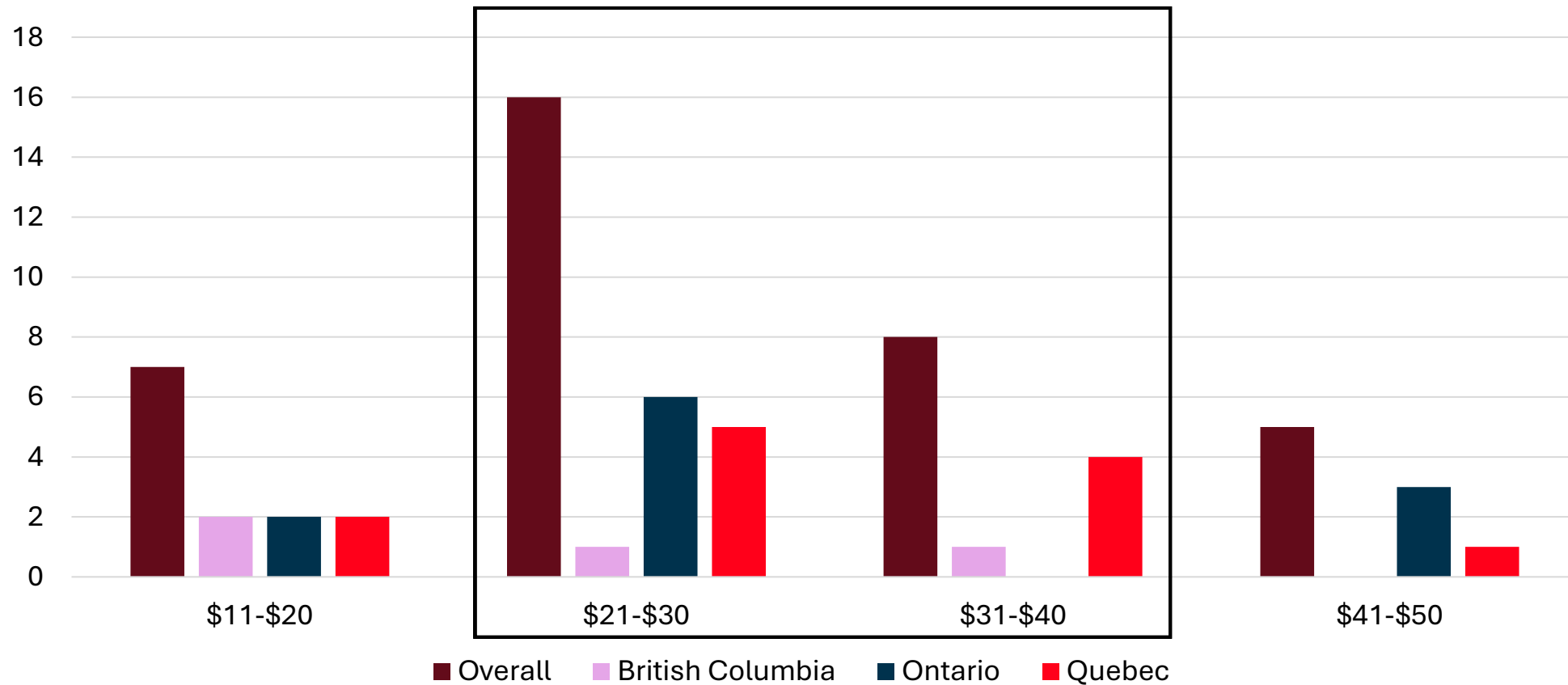
Average Indoor Court Fee (per hour) During Prime Booking Hours



*No respondents indicated courts fees of \$61 or higher



Average Indoor Court Fee (per hour) During Non-Prime Booking Hours



*No respondents indicated courts fees of \$51 or higher



Profile of Club Membership

Percentage of Junior players that identify as girls or women tennis players:

- 40%-49% received 14 indications
- 30%-39% received 12 indications
- Together the two above points represent 59% of survey responses

75% of respondents indicated that the proportion of Junior players who identify as girl or women tennis players **stayed the same compared to the 2023/2024 season**

Change in Overall Membership and Number of Unique Individuals in Organizations Compared to the 2023/2024 Season

Age Category	Increased	No change	Decreased
Adults (18+)	10	32	4
Juniors (U18)	13	28	2



Average Percentage of Court Hours Dedicated to the Following Programming

Regular adult programming: 22.79%

Regular Junior programming (under 12): 15.87%

Regular Junior programming (12 & older): 13.01%

Wheelchair tennis: 0.51%

Lesson time and/or free bookings: 40.07%



Level of Capacity in Which Programming is Operating

Program	Less than 50%	50-59%	60-69%	70-79%	80-89%	90-99%	100%
Regular adult	4	0	0	4	5	23	9
Regular Junior under 12	3	2	2	1	9	20	8
Regular Junior 12 and older	3	2	2	2	8	18	8
Wheelchair tennis	9	0	0	0	1	2	1

*29 respondents indicated that wheelchair tennis was not applicable



Comparison of Revenue Generation by Programmed Court Hours and Regular Court Bookings

Revenue Generated by Programmed Courts Hours	Percentage of Respondents
The same amount as RCB	9%
1.25x more than RCB	9%
1.5x more than RCB	21%
1.75x more than RCB	7%
2x more than RCB	17%
Less revenue than RCB	12%
Other	24%

Responses submitted from those who indicated 'other':

Only guests are charged by the hour and members play free

Revenue generation comes only from lessons and programs

No court fees in private club

60% more revenue

30% more revenue

15% more revenue

*RCB: Regular court bookings

