

SEASONAL TENNIS BUBBLES

December 10, 2019

AGENDA:

- 1) Unsolicited proposal
- 2) Background - Tennis in Canada and in Markham
- 3) Site considerations
- 4) Benefits of Outsourcing
- 5) Community Consultation
- 6) Vendor Bio
- 7) Financial Considerations
- 8) Next Steps

1. Unsolicited Proposal

- In April of 2019, the City received an unsolicited proposal to build seasonal tennis bubbles over an existing Markham tennis facility
- Proposal came from Karl Hale, one of Canada's leading teaching professionals and tournament director of the Rogers Cup
- Staff have been investigating the feasibility of the opportunity

Tennis in Canada

- There are currently 750 accessible covered courts in all of Canada, which results in one court for every 50,000 Canadians
- With a number of rising Canadian stars on the ATP and WTA tours, tennis is continuing to grow nationwide, especially among youth and teens
- Participation in tennis across Canada has grown by 14% between 2015-2016
- 2019 ILMP recommends an additional indoor tennis facility in partnership with a third party
- There is a significant need for covered courts in Canada

Source: Tennis Canada

Tennis in Markham

- The City of Markham currently provides 61 tennis courts, 30 are operated by 6 tennis clubs
- The municipal tennis court supply has increased by six courts since the 2010 ILMP was prepared, including the indoor four-court tennis facility at the Angus Glen Tennis Centre
- The City's current level of provision is approximately one court per 5,800 residents, which is similar to the municipal comparator group
- As outdoor tennis season typically runs between May – September (5 months), a seasonal tennis bubble over an existing court would allow for year round use of the facility (October to April would be the season for the tennis bubble)
- In addition, there are four privately owned tennis facilities: Mayfair Clubs (Parkway and East locations), Bayview Golf and Country Club, and Adventure Valley
- There are 30 privately owned courts in total, 24 of which are indoor (18 indoor at Mayfair, 6 seasonal at Bayview GCC)

Enhancing community participation through the building of seasonal tennis bubbles in a space not currently being used for 7 months of the year

3. Site Considerations

- Staff conducted a study of three sites and the Markham Tennis Club site located in Reesor Park was the recommended location
- Other sites considered were Pomona Valley Tennis Club (located near Bayview and John) and German Mills Tennis Club (located near Don Mills and Simonston Blvd)
- The Pomona Valley has 6 courts, however the Toronto and Region Conservation Authority (TRCA) did not support the build of a seasonal bubble in this location
- The German Mills Tennis Club only has 4 courts and the property is not owned by the City

Facility target opening date is October 2020

3. Site Considerations



Site Features

- Located within Reesor Park in Ward 4 on Wooten Way North which is west of Ninth line and north of Hwy 7
- Next to Reesor Park Public School
- Outdoor tennis club with six courts
- Operations are Mon-Sun 8AM – 10PM from May to September
- Clubhouse features two washrooms, kitchenette and viewing area

3. Site Considerations

Requirements

- 2 bubbles to accommodate the 2 separate playing court surfaces between early October and late April
- Grade beam surrounding each separate playing court surface
- Pathway from the current tennis parking lot to the tennis bubble and relocation of pathway on west side of court
- Site Servicing (utilities), fireproofing of clubhouse and fire access route
- Indoor washrooms, change rooms, and area for administrative functions (winterization of existing clubhouse)



3. Site Considerations



City's Capital Site Costs

- Pathway north to south on east side (lighting, grading) and relocation of pathway on west side
- Site servicing (utilities) and winterization of clubhouse
- Clubhouse fireproofing
- Fire access route
- Site survey and geotechnical requirements
- Architect and Engineering consulting fees
- Separate metering for utilities
- Tree removal, stumping and replanting

Total Cost = \$936,300

3. Site Considerations

Proponent's Capital Costs

- 2 bubbles to accommodate the 2 separate playing court surfaces between early October and late April
- Grade beam surrounding each separate playing court surface
- Alterations to the fencing to reduce the build-up of snow around the perimeter of the bubble
- City related permit fees

**Total Cost Range between
\$1,200,000 to \$1,500,000**



4. Benefits of Outsourcing

1) **Cost Avoidance:**

- i) **Bubbles, grade beam, and fencing**
- ii) **Management, staffing and administration**
- iii) **Setup and take down of bubble**
- iv) **Bill 108 changes** - If, as expected, Bill 108 results in less capital funding for recreation facilities, partnerships can be a financially prudent method of providing amenities to Markham residents

2) **Risk Avoidance:**

- i) **Booking of court time and associated revenue**

3) **ILMP – “Engage the local tennis community (P3) to facilitate the development of an additional indoor tennis facility (eg. seasonal bubble) in response to demonstrated demand, favourable site conditions and sustainable partnership conditions”**

5. Community Consultation

- Community consultation meeting with the Ward 4 Councillor on November 20th at Reesor Park Public School
- Approximately 30 people attended the meeting, 13 of which were residents of the area, with the remainder of those attending being from the Markham tennis community
- Presentation discussing the proposal including the conceptual view of the structure the sound impact of the HVAC units, lighting and pathways
- Followed by a question and answer period for the residents to voice any concerns
- There was very little opposition to the tennis bubbles, the community made a number of suggestions on common themes concerning: noise levels, lighting of the bubbles and new pathways, parking and traffic, operating model for the tennis bubble (membership vs. drop-in model), tree removal, and connectivity of the pathways

The responses provided satisfied the residents' concerns

6. Vendor Biography

Karl Hale

- Over 35 Years in tennis industry
- Recognized as one of the most respected people in the tennis business as a player, coach, administrator and event organizer
 - Rogers Cup Director since 2006. World's largest 1 week professional tennis event
 - President PTR (Professional Tennis Registry) - 20,000 tennis coaches worldwide
 - Board member TPA (Tennis Professional Association) - 5,000 coaches in Canada
 - Former Davis Cup Player and coach
 - Former #1 in the world over 40
 - Level 4 coach (highest in Canada, approximately 30 coaches have this standing)
- Raised over \$3,000,000 from charity events to build schools in Jamaica and NYGH North York General Hospital
- Manages the bubble at the Donalda Club for the past 17 years including all operational aspects (also facilitated the addition of 2 new courts and a new 6 court bubble)

6. Vendor Biography

Karl Hale Proposal

The following is the description Karl Hale has provided of the proposed tennis centre:

- Self-sustaining facility with no additional ongoing maintenance or operational costs to the City

This will be a leading tennis centre:

- Endorsed by Tennis Canada
- A charity event to raise funds for a community
- Exhibitions year-round with top Canadian players and some international players
- Opening launch event with players from Rogers Cup
- Wheelchair tennis tournaments
- Hosting International Tennis, Tennis Canada and Ontario Tennis Association events
- Top junior program
- Lower membership rates will be offered to Markham residents

1) Capital Bubble Costs (Proponent's Costs)

Total Cost: \$1,200,000 to \$1,500,000

2) Capital Site Costs (City's Costs)

Total Cost: \$936,300

3) Lease Terms

Negotiations in progress

Financial return will be well above City's financial investment

Terms to be disclosed upon finalization of the lease

City's capital site costs will be more than offset by annual lease revenue

8. Next Steps

- Staff to finalize lease agreement with the proponent
- Commence site work to facilitate the opening by October 2020. Site work may need to commence before the lease agreement is finalized
- Staff will report back in the first quarter of 2020 with a recommendation on whether the tennis bubbles may be declared a Municipal Capital Facility