

**Ad Hoc Tennis Committee Meeting  
Monday, January 6, 2020 Minutes  
VoM Regatta Conference Room**

**Attendees:**

- Committee Members: Sally Cantwell, Jeff Carpenter, Manny Enes, Rhett Thurman, Barbara Werber.
- (Absent: Jeff Harwin, Martin Oppenheimer)
- Liaison to the Board of Trustees: Kelly Wenstrup
- VoM Manager: Jerry Barberio
- Claude Okin (Sportime CEO), Jeff Crowne (Sportime Managing Director of Business Planning and Chief Administrative Officer), Carlos Campo (Sportime General Manager, Westchester)

The next meeting will be held Monday, January 21st at 7pm at the Regatta Conference Room (To be Confirmed)

1. Minutes from the November 5, 2019 meeting were approved.
2. Sportime has withdrawn litigation with the Village. Sportime expects to bid in any upcoming RFP process.
3. Claude Okin discussed Sportime operations across 13 tennis and sports facilities in New York state, and provided information regarding Sportime's management of the Harbor Island tennis facility.
  - a. Sportime works with communities to create solutions to business and community challenges involving tennis and sports facilities. Sportime currently has licenses with New York City (just extended term to 25 years and total investment of more than \$40 million), Town of Eastchester (20 year license and investment of almost \$7 million), Village of Mamaroneck (on final year extension term of 2002 license) and Town of East Hampton (15 year license on investment to date of about \$700,000). He said that fitness and tennis facilities run by municipalities and public organizations have track records of costing taxpayers substantially, both in capital and annual operating budgets, rather than generating revenue, and that the Harbor Island courts were losing money when previously run by the Village.
  - b. License fees paid by Sportime to the Village of Mamaroneck were discussed. Since the agreement began in 2002, Sportime has paid approx. \$5 million in fees to the Village (average annual license fee is \$284,779). The highest annual fee of \$439,517 was paid in 2012. For 2019, approx. \$250K is estimated.
  - c. Westchester is now the second lowest performing market for the Sportime Clubs (after eastern Suffolk County) given the recent over development of tennis facilities in the area.
  - d. Since the current Harbor Island courts/bubble were built in the 1960s the flooding issues have gotten worse. The courts and clubhouse currently floods 4-8 times/year and 1-2 feet of flooding can occur. During the

indoor season, the bubbles protect the courts but the flooding still impacts the clubhouse and it is sometimes not safe to walk between the bubbles when the water is at its highest. This is really not a problem that can be solved at the current location, which is barely above sea level, and since the water is rising. Surface run-off into the harbor is unavoidable, though it is being mitigated by Sportime, but long-term solutions all involve relocating the facility and/or major drainage infrastructure.

- e. During periods of heaviest rain, the courts need to be manned 24/7 to run the pumps that redirect the water from the flooded catch basins to the fields so that it does not run into the harbor. Approx. 10 man hours/week are needed over the rainy season during the summer.
- f. Options have been reviewed and it would be difficult, if not impossible, to rebuild the facility at its current location and mitigate the flooding. The new facility would have to be raised substantially above the current grade, creating a hill, and infrastructure like air handlers, HVAC units, generators and more, would have to be built on raised platforms. This would be expensive, unsightly and wasteful. Since Sportime entered into the license 17 years ago, there has been little discussion about keeping the facility in its current location long-term as no expert, architect or government official, including those who participated in the Master Planning project, thought it was a good idea. And there are County effluent pipes and access easements that run underground, through the existing facility. But the plans to move the facility in the park never went forward.
- g. Surface options that could reduce the run-off issue and improve the facility include changing the courts to hard-surface (painted asphalt), which would be the best solution from a cost and environmental perspective, but hardcourts are harder on the body than soft courts and not as popular in Lower Westchester or with longtime resident players. The red clay courts in place today are made from a manufactured crushed brick material that is not harmful but which stains the water. Har-tru, American green clay, also a manufactured crush stone surface, is the preferred clay surface since it drains better, dries faster, and would not stain the water like red clay.
- h. The wetness of clay courts depends on personal preference “like scrambled eggs”. Wetter courts can make balls heavier while drier courts can be more slippery.
- i. Currently a catenary cable system is used to support the bubble. A modern grade beam is preferred and the new foundations needed for that would allow the courts to be finished a bit higher above the water line, but the entire facility would still be well below the post Sandy flood level.
- j. There is a giant effluent pipe running under the clubhouse and two pipes to which the County has access easements. Any future development needs to consider these pipes since they may need to be dug up in the future.
- k. Prior proposed plans for a new facility were discussed. These plans moved the facility in front of the treatment plant and included 5-9 courts, depending on whether the facility included other sports as well. Efforts were made to minimize the impact of the effluent pipes on the facility and to address short-term costs if they needed to be dug up.

- l. During prior discussions between Sportime and the Village, the Village would not provide financing or guarantee bonds for the new facility, so Sportime would have needed to borrow at higher rates and provide collateral other than the facility, since anything built under a license becomes the property of the Village as soon as it is completed. Sportime's view is that it would have been better for the Village to provide financing, taking advantage of lower municipal financing rates, and then receiving higher license fees.
- m. The Sportime facilities at Lake Isle, which seasonally enclosed and modernized an existing facility there, cost almost \$7 million to build and were completed a week before Hurricane Sandy in 2012. Sportime believes the per court costs discussed at the October 21<sup>st</sup> Ad-hoc tennis committee meeting were greatly underestimated. A modern grade beam would cost between \$600,000 and \$1.2 million to meet codes relating to the water table and 2020 wind load standards, much higher than the \$400K estimate as per the minutes from Oct 21<sup>st</sup>. The likely full cost of a new facility including a 1200-2000 square foot clubhouse would be approx. \$6 million - \$8 million the current location, and \$8 million or more in the proposed new location.
- n. A new facility would take 18 months to build and, if built in the new proposed location, could be completed before the current facility was demolished and converted to fields.
- o. The lighting of a new facility should be upgraded to LED.
- p. At the Westchester Sportime facilities, and at most commercial tennis facilities today, most of the tennis programming includes pros/coaches on the courts for lessons, leagues, clinics, team competitions, etc. 60% -80% of revenue comes from programs that have substantial direct costs. The business has become a "talent management" business and tennis pros are expensive, with an average of 40% of revenues going to the pros.
- q. Tennis clubs are now competing against other fitness and sports facilities that allow people to exercise efficiently, cheaply and on their schedules. To balance and adjust its commitment to tennis, which is at the heart of all Sportime does, with modern business realities, many Sportime clubs have added sports facilities and programs, summer and holiday camps, turf sports, and other diversification of revenue. This diversification is particularly helpful in outreaching families and the inclusion of soccer and volleyball effectively welcomes more of the expanding Latino population.
- r. Sportime is committed to supporting economic access and diversity at its clubs, camps and academies, and partners with the Johnny Mac Tennis Project, which offers free, school-based community programs, transitional programs to prepare neighborhood kids for academy style training, and scholarships to the John McEnroe Tennis Academy. 34 Johnny Mac Tennis Project kids have graduated to full 4-year college scholarships since 2012. Sportime also offers sliding scale costs for programs and camps.
- s. The payment of membership fees at Sportime clubs, including Harbor Island, is more of a discount plan, since it is not necessary or required to be a member to play on the courts. Sportime is open to addressing any issues with the current membership fee structure and views them as relatively less complicated to address than other issues under discussion.

4. The committee agreed to propose to the Board of Trustees a 2-3 year extension to the current Sportime Harbor Island license to ensure there is continuous tennis in the Village during the RFP process, architectural planning and licensing, and construction of new facilities.