



## 9.1.b

Thank you Mr. Chairman for the opportunity to address you and the Board.

My name is Mathieu Koevoets and I am the President of the Ancaster Tennis Club and we are here to ask you for help in establishing a winter tennis facility in Village Green Park on the existing five tennis courts.

The Ancaster Tennis Club has been in operation since the early 1930's and it was incorporated 7 years ago as a not-for-profit community entity. We had a membership last year of 580 of which 32% are Juniors (18 and under).

A large portion, namely 24.6% of the membership, do not reside in Ancaster. These members live in Waterdown, Dundas, Mount Hope, Flamborough and the West Mountain and a few outside the Greater Hamilton Area.

I will not only be speaking on behalf of our members, but also for tennis players who are members of other local tennis clubs living across the whole western portion of the City, including Flamborough, Dundas, Waterdown, Greensville and not just Ancaster.

Our goal is to have an air-supported structure (Dome/Bubble) installed during the Winter over the 5 existing tennis courts in Village Green Park behind the Ancaster Library. We started to work on this in 2016, completing our first business plan, detailed cost estimates and our first meeting with Councillor Lloyd Ferguson. The basics that are involved in installing a Dome are: upgraded utility services, a large concrete foundation (grade beam), an inflation and heating system as well as the inflated membrane that form the structure itself.

The overall objective of the Club is to provide all community members the opportunity to participate in recreational and competitive tennis, and to promote fellowship, exercise, friendship and fair play. The Club will offer programs of instruction and development for players of all levels and ages, including the underprivileged (e.g. Hamilton CityKidz) and those with physical disabilities. The Tennis Dome will make available 13,800 court hours every winter the equivalent of over 30,000-person hours of physical activity

We are confident that once up and running the Winter facility will be self funding. We are mainly looking for some help to get started and to keep our loans to a minimum.

As tennis grows in Canada, the use of Domes/Bubbles over Municipally owned lands makes all the economic sense as the needs for exercise and to develop our junior players are 12 month a year requirements, and we must provide the most economical means possible to fill the need locally.



There are only 6 indoor courts in the Greater Hamilton Area, 2 of which are at the former Lada Tennis School in Ancaster (private) and 4 at the Rosedale Tennis Club in Gage Park. As I am sure you know the Rosedale club operates in a very similar way to Ancaster. The Lada Tennis School was last year purchased by Burlington Fitness and Racquets.

So, the Greater Hamilton Area with a population of 550,000 has 6 indoor tennis courts. In contrast to those numbers our neighbour, the City of Burlington with a population of 195,000, has, we believe, at least 18 indoor courts.

Before the closing of the 4 indoor courts at the Jewish Community Centre (JCC), there were 10 indoor courts in Hamilton. Since this closure there has been an increase in demand which has swamped the Rosedale Tennis Club and Aldershot Tennis Club.

So, this is the right time to install a Dome in Ancaster. We receive almost daily inquiries from Hamilton area citizens, who play at other summer clubs, asking when the Dome will be ready for playing tennis.

The Outdoor Recreation Facilities & Sports Field Provision Plan states : The City should work with the Ancaster Tennis Club in order to identify funding, operational, and other arrangements specific to their proposals for investments on municipal lands (Village Green Park).

City staff retained a local Architect to submit a feasibility report and this report also indicates that the City lacks indoor tennis facilities.

Over the last 3 years we have seen a significant increase in our family memberships with a corresponding increase in our Junior category. Confirming our belief that we ought to provide a winter facility as soon as possible.

Based on our in-club survey and response to our loan program we are confident that a winter facility at the Ancaster Tennis Club would have great starting base of at least 300 playing members, which is enough to make the club financially self sustaining. Right from the start the new Dome will be a major draw to all tennis players in this area. It is estimated that we will grow, over the first 3 years to 500 winter members, which would essentially fill the club. Growth will come quickly from new tennis players, and existing players from other local summer clubs who will appreciate our “friendly” atmosphere, our pricing, new facilities and first-class lighting.

A detailed Business Plan for the Dome project was prepared by two of our members, a retired Business Professor and a Chartered Accountant.



It was decided that our approach will likely have to be a 10 year lease to purchase agreement for the removable portions of the Dome for 10 years. As you probably saw in our applications this will be more costly than outright purchase by over \$300,000 because of the high interest rates on the leasing.

Our work has estimated that our total up-front start-up project cost, including a 15% contingency, is \$587,650. This amount also includes Consulting fees and the payment for non-recoverable lease items.

Last Fall, we applied for an Ontario Trillium Foundation (OTF) grant in the amount of \$150,000. The decision was delayed due to Provincial Budget discussions and when we received the decision in the Spring of this year, the Grant office commented that our application lacked some statistical information. Our application was declined; and the Grant office indicated that their budget had been reduced by \$15 million.

We have re-applied and the application was sent before the application deadline of June 12, 2019.

We initiated a Fundraiser/Temporary loan program, whereby a member or non-member can loan the Club \$2000. As an incentive they will receive several free summer memberships, and we received \$100,000 in post dated cheques.

As indicated in our detailed submission to the Board of Governors, we are asking from the Hamilton Future Fund a grant in the amount of \$205,911.

Thank you Mr. Chairman

Cc. Three Power Point slides.