

**RippnerTennis**

**Proposal for Management: Addendum**

**Southwest Williamson County**

**Regional Park Tennis Center**

Reference Number 22RFP112

Williamson County | August 12, 2022

# Addendum

Based on discussions with Williamson County Parks and Recreation, RippnerTennis proposes the following changes to section C (Business Plan), subsection iii (Revenue Sharing Proposal) as follows:

## | iii | Revenue Sharing Proposal

- 1) RippnerTennis court fees reduced:  
We propose to pay \$1 per court hour for RippnerTennis programming (e.g., private lessons, clinics, junior programs, camps, Rippner tournaments and leagues, etc.).
- 2) 100% of court fees sent to Williamson County, up to \$25,000:  
100% of the first \$25,000 of collected court fees are sent to Williamson County on a monthly basis.
- 3) 50% of court fees sent to Williamson County, after initial \$25,000:  
We propose that any amount of court fees in excess of \$25,000 be split between Williamson County and RippnerTennis. For example, if \$25,000 has already been sent to Williamson County, any remainder would be split 50%, with Williamson County's 50% being sent on a monthly basis and RippnerTennis retaining its 50%.
- 4) Suggested Modifications to Court Fees:  
As a result of the above, court fees are largely in the purview of Williamson County. Based on our understanding of local pricing and dynamics, we suggest that Williamson County consider the following court fees:

All Public Court Reservations	\$4.00 per person
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Commentary on suggested court fees:

Currently, there are five different sets of court fees (per person): \$2 for Juniors, \$3 for Seniors, \$4 for Adults, \$2 for doubles public leagues, and \$3 for singles public leagues.

These fees for Juniors, Seniors, and Adults are the same for public tennis centers in the Austin area; however, these fees have not changed for over a decade, and as everyone is aware, inflation has had a large impact on fixed costs (e.g., court maintenance, electricity, water, etc.) and wages. We also note that private reservations can cost as much as \$20 for a half hour (e.g., private pickleball courts). Accordingly, we believe \$4 per person is already an affordable price for adults and could be expanded to \$5 per person. We further suggest at least making the

category of Juniors and Seniors the same and increasing the fee to \$4 or more. A simpler solution (as indicated above) might be to charge based on court usage instead of discounting based on age.

Fees for leagues are extremely low for a number of reasons. First, this is below the going rate for leagues in Austin; we have been told repeatedly by our league patrons that we are significantly cheaper than reservations available elsewhere (e.g., country clubs, UT, and even City of Austin courts). Second, we note that currently, if four adults reserved a doubles court at Williamson County, it would cost \$16 (\$4 per person). Leagues currently only pay \$8. Finally, we note that the amount of interaction, scheduling and rescheduling, and customer service provided for leagues is by far the most time consuming single activity performed by RippnerTennis (and at times Williamson County). For these reasons, we believe the fees should increase substantially. We suggest that they move at least to \$4 per person. Similar to above, a simpler solution is to charge a flat per person rate for all public reservations.

Again, we note that these court fees will largely go to Williamson County, so these are provided as suggestions for Williamson County to set the appropriate fees given the costs sustained by the County to provide public courts.