

Fee background

When we reviewed the fee structure we started with some simple objectives:

1. Simple to administer.
2. Simple to understand.
3. Low barriers to new members.
4. "Fair".
5. Difficult to "game".
6. Encourage tennis players to play squash, and vice versa.

Focussing only on tennis and "tennis and squash" members, the adult single members paid a disproportionate amount compared to couples, families and seniors. The **average** adult across all these groups paid £191 each, yet single members paid £220 each.

The system overall took a lot of administrative time and effort, and we struggled to get juniors and adults-in-coaching to join.

2021 fee Structure

The following will apply from 1st April 2021.

Where applicable, annual memberships will renew on the date of joining, or if existing members, at the start of April.

Tennis

The basis of the membership will be an adult tennis *and squash* membership at £16.50 / month, £198 / year, with no long-term commitment. But the fee is on the understanding that you are a member all year round – not just for the summer months.

U25 students who have a parent as a member and who are living away from home for term time pay £30 / year.

If someone leaves and then re-joins within 12 months they pay an enhanced rate of £22.50 / month for the first 12 months of their re-joining.

Juniors

Juniors are in 4 categories and pay an annual fee as follows:

- U12 child of an adult member - £15
- U12 child of a non-member - £25
- U18 child of a member - £30
- U18 child of a non-member - £50

Conditions attached to junior membership is as follows:

- Anyone still U18 in April gets the following year at the junior rate and then moves to either adult or U25 student membership the following April.
- U12 are limited to coaching sessions or play with their parents. So, children on non-members will be limited to just coaching sessions.
- U18 will be able to book courts and play independently.
- When courts 5&6 are back in use then all juniors will be limited to these courts unless playing with their member parents.

- Juniors are allowed 3 taster coaching sessions before they must become members.
- The membership rate that applies at joining / renewal is based on the age at the time. A junior who turns 12 may assume the rights of the U18 membership.
- Junior tennis membership also have full junior squash membership rights – see below
- Juniors of adult tennis members are free but must register as members.

Guests

Guest of members fees, or squash only members who want to play tennis:

- Per hour session = £6
- Per week = £10
- Per month = £40

Squash only

We have reduced the annual fee to £35 / year (from £70) but we will charge more per session: £7 increased from £6.

We calculate this to be revenue neutral based on existing squash members, but hopefully will encourage more to play squash as tennis members are now squash members by default.

Junior squash members and U25 students living away pay £10 / year plus court fees.

Coaching and Cardio membership

We want to achieve a balance with regard to adults who want to come to tennis through a coaching route. We want to encourage this, whilst also recognising that coaching takes court time and capacity and contributes to wear and tear. Coaching therefore needs to contribute to club finances.

Adult Coaching and Cardio (C&C) Membership will be available as follows.

- Monthly fee of £10, through Clubspark.
- No limits on joining and leaving, but no refunds or credits for unused proportions of months when leaving.
- Limit of 3 taster sessions in total for anyone before they must become members (full members or C&C members).
- When courts 5&6 are back in use, C&C members will be limited to play on these courts.
- C&C members are only allowed to attend organised C&C sessions. They cannot book courts or play with members outside C&C unless they attend as guests.
- C&C members are allowed up to 3 club night taster sessions before joining as full members.
- C&C members are allowed to come to all social events and use the clubhouse facilities.

Non-playing members

None-playing or social members will be welcomed, especially former full members who would like to continue to come to social events and our neighbours. The cost will be £5 *per year* and available through Clubspark.