

NO: **R064**

COUNCIL DATE: **April 2, 2012**

---

## REGULAR COUNCIL

TO: **Mayor & Council**

DATE: **March 26, 2012**

FROM: **General Manager, Parks, Recreation and Culture**

FILE: **6140-20/T**

SUBJECT: **Proposed Tennis Training Facility**

---

## RECOMMENDATION

The Parks, Recreation and Culture Department recommends that Council receive this report as information.

## INTENT

The purpose of this report is to provide information about the results of a Request for Expressions of Interest (RFEOI) that was issued in relation to the development of a Tennis Training Facility in Surrey.

## BACKGROUND

The Parks Recreation and Culture Strategic Plan (2008-2017) states that “the City should work with community organizations to assist in the development of program opportunities and facilities (e.g. tennis and squash courts)”.

In the fall of 2011 the Parks, Recreation and Culture (PRC) Department received an unsolicited proposal from Laurus Coaching Solutions to develop a Tennis Training Facility on City-owned lands. With a view to determining more precisely the market interest in partnering with the City to develop such a facility, the PRC Department decided that the issuance of an RFEOI would be the next reasonable step. As such, in October 2011 the staff submitted a report complete with recommendations to the Parks, Recreation and Culture Committee (see the memorandum dated October 3, 2011 attached as **Appendix 1** to this report). After considering the report, the Committee adopted the following recommendation:

*“That the Parks, Recreation and Culture Committee recommend that Council authorize staff to prepare a Request for Proposals (RFP) for the development of a Tennis Training Facility in Surrey.”*

At its Regular meeting on November 7, 2011, Council considered and adopted the recommendation of the Committee.

An RFEOI was issued in February 2012 and was advertised on the BC Bid website. The RFEOI closed on March 9<sup>th</sup>, 2012. Only one response was received by the City, that response being from the original proponent, Laurus Coaching Solutions.

## DISCUSSION

Laurus Coaching Solutions (LCS) has refined their original proposal to better respond to the terms outlined in the RFEOI. The LCS proposal articulates the following vision:

*“Growing the game of tennis in Surrey and BC by stimulating participation and excellence in tennis.”*

The proposal cites an increasing demand for tennis lessons in Surrey and the benefits of tennis as a healthy, positive activity for all community members. The proposal envisions a tennis training facility that provides lessons and court time to Surrey residents new to the sport of tennis and also enhanced training through professional staff for those who are aspiring to a higher level of competition.

The proposal includes sections on the philosophy and strategy for developing the facility. It also includes preliminary detailed information on the project timeline and project financing. The proponent envisions opening the facility by January 2013. The total estimated cost of the proposed facility is \$2.33 million. Laurus Coaching Solutions has assembled a team of consultants and contractors that are experienced in the area of developing such facilities.

The proposal from LCS includes a letter of support from each of Tennis BC and Tennis Canada that express an interest in using the facility for provincial and national programs and for hosting tournaments.

### Next Steps

Given the merit of the LCS proposal staff intends to negotiate a Memorandum of Understanding (MOU) with LCS with a view to developing the proposal in more depth. This will include building a better understanding of the location of the facility, the contributions of each of the parties to the proposed facility and the availability of the facility for use by the general public. Subject to successful negotiations, the draft MOU is expected to be presented to Council for consideration during the summer of 2012.

## CONCLUSION

The Parks, Recreation and Culture Department has received a proposal from Laurus Coaching Solutions to develop a Surrey Tennis Training Facility. From staff's perspective the proposal has sufficient merit to pursue further. Staff will develop an MOU with the proponent for the purpose of advancing the proposal with more details regarding its location, design and operation. It is expected that such an MOU will be presented to Council for consideration during the summer of 2012.

Laurie Cavan  
General Manager  
Parks, Recreation and Culture Department

**Appendix 1:** Memorandum, dated October 3, 2011 titled “Development of a Tennis Centre in Newton”



INTER-OFFICE MEMO **E.4**

---

**TO:** Parks, Recreation and Culture Committee

**FROM:** Manager, Park Planning, Research and Design

**DATE:** October 3, 2011 **FILE:** 6140 - 20/

---

**RE:** Development of a Tennis Centre in Newton

**RECOMMENDATIONS**

It is recommended that the Parks, Recreation and Culture Committee recommend that Council authorize staff to prepare a Request for Proposals (RFP) for the development of a Tennis Training Facility in Surrey.

**BACKGROUND**

The Parks, Recreation and Culture Strategic Plan (2008-2017) recommends that the Department "Work with community organizations to assist in the development of program opportunities and facilities (e.g. tennis and squash courts, lawn bowling greens)". The Department has received unsolicited proposals from two groups based in Surrey who hope to develop tennis training facilities on city-owned parkland. Since that time, the two groups indicated that they have joined together to work towards a partnership with the City.

**DISCUSSION**

Department staff met with representatives for the proposed tennis training facility to better understand their proposal. The proposal is for a tennis facility that would be phased. In Phase 1, the facility as proposed would provide six covered and six outdoor tennis courts, with an amenity building and required parking. The 7,000 square foot Phase 1 building is proposed to contain change rooms, concession and a sports science suite, including workout gym, physiotherapy and treatment rooms. Phase 2 of the proposal envisions adding twelve more tennis courts, additional programming and greater capacity for the sports science suite.

The development of a partnership for a tennis training facility is aligned with the recommendation of the Parks Recreation and Culture Strategic Plan, which indicates that the City should work with organizations to assist in the development of facilities and program opportunities. The group proposes to provide a combination of publicly accessible programs and membership-based programs. The proposal cites the increasing demand for tennis lessons in a growing community and the benefits of tennis as a healthy, positive activity for children, youth and all community members. The proposal envisions a tennis training facility that provides lessons to Surrey residents new to the sport of tennis and also a location to provide enhanced training through professional staff for those who are aspiring to a higher level of competition. The proponents include tennis professionals with experience managing similar facilities in Canada. The proponents are working with both Tennis BC and Tennis Canada to create a facility that those groups would support and utilize for their area specific programs.

The proponents are interested in finding a location on publicly owned lands in Surrey that is centrally located, adjacent to compatible uses and on major transportation routes. A location in Newton has been identified in relation to this potential development. This site is described and illustrated in Appendix 1.

Staff has determined that there are three steps that need to be taken in relation to further exploring this opportunity. These are:

1. Issue a Request for Proposals for a tennis training facility;
2. Should a viable proposal be received, the City would work with the proponent to engage in a public process related to the location of the proposed facility; and
3. Negotiate a Letter of understanding (LOU) between the City and the successful proponents that would form the basis for an agreement with the facility proponents regarding the contribution of land by the City, the construction, operation, programming and maintenance of the facility and related parking, the terms in relation to public access to the facility and the terms of ownership of the proposed facility.

Subject to the Committee supporting the recommendations of this report, staff will develop an RFP for the project and would report the results of the RFP to the Committee and Council in due course.

#### SUMMARY

Based on the above discussion, it is recommended that the Parks, Recreation and Culture Committee recommend that Council authorize staff to prepare a Request for Proposals (RFP) for the development of a Tennis Training Facility in Surrey.



Ted Uhrich  
Manager, Park Planning, Research and Design

Appendix 1 - Potential Site for the Tennis Training Facility

Potential Site for the Tennis Training Facility

