

MEMORANDUM

To: Charles Strome, Interim Village Manager
Dan Sarnoff, Deputy Village Manager

From: Jason Pinto, Superintendent of Recreation

Re: Sportime Contract Extension

Date: May 20, 2024



Village of Mamaroneck
Parks & Recreation

P 914-777-7784

recreation@vomny.org

www.villageofmamaroneck.org

On Friday, May 17, 2024, I met with Sportime regarding the proposed license agreement extension with Sportime. The discussion was based around the refurbishment of the outdoor tennis courts into Pickleball courts, additional low-cost/free programs to the community, and Village of Mamaroneck Day Camp having instructional tennis/pickleball opportunities. Provided below are three key areas which were focused on during the meeting. This is not a complete review of all items put forth in the proposal provided by Sportime.

Sportime is requesting to renovate the outdoor hard tennis court to a first-class condition, including repair and resurfacing, and converting its use from a single outdoor tennis court to four dedicated outdoor pickleball courts. In recent discussions, there was a concern among the Parks & Recreation Commission and residents that there would be a “pay to play” issue with regard to Pickleball, where residents would be “priced out” of affordability to play pickleball. With the proposed pricing structure, the rates are affordable and are below what the market would bear within comparable markets. Please see below pricing structure proposed by Sportime for the Harbor Island Pickleball membership.

Proposed Sportime Pickleball Membership Pricing:

VOM RESIDENT RATE: Resident rates below are offered to all Village of Mamaroneck residents.

\$18 per month: Member benefits Include:

- *7-day advanced court-time reservation privileges*
- *50% off all court-rental fees and social open play sessions at SPORTIME Harbor Island only*
- *10% off instructional clinics and lessons at SPORTIME Harbor Island only*
- *Designated complimentary monthly clinics and court time.*

NON-RESIDENT RATE: \$20 per month

Court-Rental and Program Pricing: 2024 Outdoor Season

Open Court Time Rates:

- *Non-Resident Rate: \$24.00/hr.*

- **VOM Resident Rate: \$12.00/hr.**

Instructional Clinics:

- *Four, 1-Hour Sessions: Non-Member Rate | \$185.00*
- *Four, 1-Hour Sessions: Member Rate | \$100.00*
- ***Four, 1-Hour Sessions: VOM Resident Rate | \$90.00***
- *1-Hour, Drop-In Drill Session: Non-Member Rate | \$40.00*
- *1-Hour, Drop-In Drill Session: Member Rate | \$30.00*
- ***1-Hour, Drop-In Drill Session: VOM Resident Rate: | \$27.00***

Social Programs:

- *Pickleball Open Play: 2-Hour Drop-In Session Non-Member Rate | \$30.00*
- *Pickleball Open Play: 2-Hour Drop-In Session Member Rate | \$20.00*
- ***Pickleball Open Play: 2-Hour Drop-In Session VOM Resident Rate | \$10***

Private Lessons:

- *Pickleball Private Lesson: 1-Hour | Non-Member Rate | \$100.00*
- *Pickleball Private Lesson: 1-Hour | Member Rate | \$90.00*
- ***Pickleball Private Lesson: 1-Hour | VOM Resident Rate | \$81.00***
- *Pickleball Semi-Private Lesson (2 players) 1-Hour | Non-Member Rate | \$60.00 per player*
- *Pickleball Semi-Private Lesson (2 players) 1-Hour | Member Rate | \$50.00 per player*
- ***Pickleball Semi-Private Lesson (2 players) 1-Hour | VOM Resident Rate | \$45.00 per player***

I recommend Sportime be given permission to commence with proposed renovations to the outdoor tennis courts on the condition that the above fee schedule is adhered to and that the renovations shall come at no cost to the Village.

As part of our discussions, I wanted to implement the summer camp program with Sportime programming in a way that the campers can utilize the existing and newly renovated facilities in the harbor. Sportime has proposed the following for summer camp for the term of contract extension.

Summer Camp Programming Commitment: SPORTIME will work with the VOM Recreation Department to make sure that, starting during summer 2024, all Harbor Island Park Village campers will receive 45-60 minutes of professional tennis and/or pickleball instruction each week, subject to adjustment for weather.

The VMDC has approximately 320 registered campers. During the summer of 2024, they will receive 45-60 minutes of professional tennis instruction each week. This instruction is at no cost to the Village and would provide supplemental programming to our campers. I am in favor of this proposal from Sportime.

Our discussions regarding the summer tennis membership pricing remained unchanged from previous contracts. Sportime is not recommending any changes to the summer pricing. Pricing has not changed since 2002 and the Junior and Senior membership pricing has decreased. Summer fee schedule is listed below.

Summer Tennis Membership Pricing (in place/going forward) - this is established and subject to the existing License Agreement extension. Includes unlimited court time play, based on availability, on 8 red clay courts.

VOM RESIDENT: Resident rates below are offered to all Village of Mamaroneck residents.

- *Family \$450.00*
- *Couple \$350.00*
- *Individual \$250.00*
- *Junior/Senior \$175.00*
- *Senior Couple \$275.00*

NON-RESIDENT

- *Family \$875.00*
- *Couple \$675.00*
- *Individual \$475.00*
- *Junior/Senior \$325.00*
- *Senior Couple \$525.00*

The combination of nearly a 50% discount off summer tennis membership pricing and fees remaining unchanged makes this a beneficial and affordable program for the Village and its residents.

Supplemental Requested Items:

I would like to ensure that Section 13 I. (ix, x, and xi) of the 2020 contract are included and adhered to (operation and management) listed below.

ix - Work with the Village Recreation Department to provide a free weekly group tennis clinic to children under the age of 18 who are residents or the Village, during the summer season of each tennis year.

x. - Provide a free introductory tennis clinic to Village residents on four dates each term year.

xi - Offer a "scholarship program" providing instruction, practice and facility use to children below the age of 18 who demonstrate financial need, in accordance with a mutually agreeable procedure to qualify residents for the scholarship program that is administered by the Village.

In summary, I believe that this two-year extension agreement will benefit the residents of the Village in both affordability and accessibility. Considering the time sensitivity for this contract, the agreement

put forth is acceptable to both parties. In future discussions of contract renewals, I would request that any review being made and any issues put forth, should be done so in a more timely manner as to give staff and the public adequate time to review negotiable issues.