

23<sup>rd</sup> May 2022

Attn: Andrew McCartan  
Wirral Council  
PO Box 290  
Wallasey  
CH27 9FQ

Dear Andrew,

Further to our recent discussions regarding Wirral Tennis & Sports Centre and the submission of our detailed proposal to retain six indoor tennis courts, I am writing to confirm:-

- The LTA agree to underwrite the delivery of the £114,000 savings for the 2022/23 financial year. Due to the reduced period, this amount is capped at £84,000. However, if the Council has made savings as a consequence of actions taken to close the facility from the period April – September (or up to the point at which the facility reopens) then the Council will reduce the impact of the underwriting of the saving. An open book and transparent accounting approach will be taken in order to determine the exact amount.
- The LTA will agree to enter into a licence with the Council and will be responsible for appointing an operator to exclusively manage the six indoor courts and three outdoor courts for the 2022/23 budget year ending March 31st. The Council will then grant and enter into a licence with an-appointed partner subject to terms & conditions being agreed. The appointed LTA delivery partner will possess a track record in the management of highly successful tennis programmes, including increasing local community participation that will deliver a financially sustainable model for the centre. This approach will maximise year-round utilisation and participation at the centre.
- Provide support in identifying an LTA approved delivery partner that will provide 100% capital (circa £200k) to install Padel Tennis courts on the site. Padel tennis is one of the fastest growing sports in continental Europe and will help to attract a wider participation base to encourage members of the community to get active.
- In addition to our commitment to Wirral Tennis & Sports Centre, the LTA seek to invest up to £300,000 grant funding into the refurbishment of 13 identified Wirral parks supporting the enhancement of the council's Open Spaces strategy. This investment will create additional demand for tennis and further the need to retain all six indoor tennis courts at Wirral Tennis & Sports Centre in providing a comprehensive year round tennis offer to all members of the community

The exact terms and conditions of licence are to be determined but will include:-

1. The Council will exclusively licence the use of 6 indoor and 3 outdoor courts to the LTA appointed delivery partner. The exact days / times / periods are to be negotiated flexibly but will be determined to accommodate the delivery partner's needs to achieve its tennis and financial outcomes, and to accommodate such events, planned or unforeseen, where the Council may need to utilise the space occupied by the LTA's delivery partner, to accommodate the business

needs of the Council. Examples of such events could be the delivery of local elections, or emergency situations, where the centre is used to accommodate displaced residents / supplies as a result of environmental, pandemic or other natural disasters. Such requirements will be kept to a minimum and the operator will be compensated for any loss of income, as is reasonable, as a consequence of the use of the space by the Council.

2. Subject to final agreement the Council will accept responsibility for any “centre” costs such as utilities, rates etc however the approved LTA delivery partner will assume responsibility for any “tennis” related costs such as equipment, court maintenance, nets etc. The exact details are to be agreed by The Council / LTA / operator
3. The LTA and / or delivery partner will not be responsible or liable for any existing Council employees and no staff will transfer to the LTA and / or delivery partner.
4. The Council will offer to provide the approved delivery partner with a system by which bookings can be made to facilitate their operation. Likewise, any supplementary facilities required by the delivery partner – car parking, changing rooms, office space, welfare etc – will be made available by the Council, to the Operator at no charge.
5. The Council will support the delivery partner in the development of Padel Tennis at WTSC and will endeavour to provide any assistance in the installation of any necessary infrastructure to accommodate this. The Capital costs and ongoing maintenance will be the responsibility of the appointed delivery partner.
6. Subject to agreement, the Council will be permitted use of the courts or the space occupied by the courts (either individually or collectively) during times when use of the courts is not required by the appointed delivery partner. The exact details are to be agreed by The Council / LTA / operator and will remain negotiable subject to demand and or / seasonal variations.
7. A commitment by the Council, the LTA, the appointed delivery partner, and any other interested stakeholders as identified by the LTA or the Council to work in partnership to develop a strategic working group to develop a borough wide tennis strategy.
8. This document constitutes an “agreement in principle” on all parties to work together to deliver the desired outcomes contained within and is not binding on any party.

If you require any further information, please do not hesitate to contact me. I look forward to continuing our partnership and progressing a positive and sustainable future for Wirral Tennis & Sports Centre.



Scott Reid  
**Tennis Operations Manager**