



The Cheltenham Recreation Club

Real Tennis Business Plan

March 2021

Executive summary

The Cheltenham Recreation Club and Sydney Real Tennis Club are working together to reinvigorate CRC and improve community engagement through the development of a new multi-purpose sports hall, including a real tennis court

Section 1 - Reinvigoration plans and community engagement

CRC has established a real tennis section in order to dramatically transform and reinvigorate the club and improve its appeal to and interactions with the local community.

Section 2 – Sources of funding for construction costs

The cost of construction of the sports hall is approximately \$2.7 million. The majority of this is expected to be funded through private donations and sponsorships, however a grant is also being sought in order to support the project.

Section 3 – Sources of funding for ongoing lifecycle costs

The ongoing lifecycle costs of running, maintaining and renewing the infrastructure will all be financed through operational cash flows.

\$2.7 million

Initial investment
(63% privately funded)

\$0

Ongoing funding
requirements

Aims and objectives

- Dramatic transformation and reinvigoration of the Cheltenham Recreation Club to ensure its survival
- Encouraging older people to stay healthy and fit
- Serious pipeline into the local community:
 - Introducing Sydney residents to the wonderful game of real tennis
 - Developing a schools-based real tennis program
 - Re-establishing inter-university matches
 - Community engagement through alternative uses of the court (movie nights, Pilates, tai chee, yoga etc.)
- Providing a much needed real tennis court for players in Sydney (no court currently exists in NSW)
- Addition of real tennis is expected to more than double membership of CRC and to transform the other sections of the club



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Section 1 - Reinvigoration plans and community engagement

Key points

- The Cheltenham Recreation Club is an important community asset, having been donated to the local community in 1912 as a members' club to provide "a bowling green for the Dads, a croquet lawn for the Mums and tennis courts for the children".
- In recent years the membership of CRC has dwindled and the Board of Directors has resolved to rejuvenate the club and to improve the level of connection with the local community.
- The real tennis court will attract new members to the club as well as rekindling the interest of current members. The different sports sections will share their facilities and cross-pollenate players.
- Cheltenham is a heritage listed suburb and CRC has identified real tennis as a sport that will compliment existing sports, will be compatible with the character of the suburb and will appeal to the local community.
- Real tennis courts are typically highly utilised and will therefore increase the activity at CRC and provide a boost to the existing sports (tennis, croquet and bowls).
- The indoor real tennis court will provide year-round facility that can be used day and night..
- The court can be used for other activities when it is not being used for real tennis which would be used to attract people to the club and increase utilisation of the facilities.

What we plan to do

Competitions and tournaments

Weekly pennants, interstate matches, open and closed tournaments, possibility to host world champs.

Parents' group sessions

Daily clinics for parents dropping off or collecting kids from the day care centre next door.

Schools afternoon programme

A schools program for local schools (Cheltenham Girls, Arden, Knox) to bring youngsters into the sport.

Retirees' morning games

Real tennis is a game that can keep people active into their old age. Regular games for retirees will be offered during off-peak times.

Community social events

The court will be a magnificent backdrop for a range of community activities (Sausage sizzles, trivia evenings, movies, Sunday afternoon teas).

School holiday tennis

Programs offered during school holidays to a wider group of school kids.

Indoor strength & fitness classes

Various alternatives to real tennis: Pilates, tai chi, yoga, jazzercise, carpet bowls.

Duke of Edinburgh Award Scheme

Real tennis is already a DoE activity in Victoria and elsewhere in the world.

Inter-university matches

Re-introducing inter-university matches which were popular at nearby Macquarie University.

Discover real tennis

Regular programs will be run to introduce CRC members and other new players.

Real tennis centre of excellence

Elite coaching to create a strong club. Ambition to develop an Australian junior champion in 5 years.

Weekday pennant matches

Most evenings during the week the court will be used for pennant matches.



Section 1 – Recurring schedule of major events

Key points

- The real tennis court will attract international and interstate visitors
- A recurring program of events will improve the utilization of the club, increase the number of visitors and provide spectator opportunities

Calendar

January International Festival of Tennis (international tournament in conjunction with Melbourne, Hobart and Ballarat)	July Sydney vs Jesters inter-club match
February Sydney vs Hobart interclub match	August Annual CRC Trivia Evening
March NSW Open	September Sydney vs Royal Melbourne inter-club match
April Inter-university Cup	October Community Open Day CRC Club Championships
May Sydney vs Ballarat inter-club match	November Sydney vs MCC inter-club match
June Sydney Schools Challenge	December Annual CRC Tennis Challenge (Tennis vs Real Tennis Sections)



Section 1 – Regular weekly Program

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
AM	Yoga/ Pilates	Introduction to real tennis	Tai Che	Parents' Group tennis	Pickleball/ badminton	Regular bookings	Regular bookings
PM	Regular bookings	Regular bookings	Schools coaching	Regular bookings	Regular bookings	School matches	Regular bookings
Night	Pennants	Pennants	Pennants	Pennants	Pennants Community Sausage sizzle	Beanbag movies	Youth tennis/ Duke of Edinburgh



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OFFICE OF THE MAYOR
THE HONOURABLE CR PHILIP RUDDOCK

17 September 2019

Mr Chris Cooper
Club Secretary
The Sydney Real Tennis Club
71 Henrietta Street
WAVERLEY NSW 2024

To Whom It May Concern

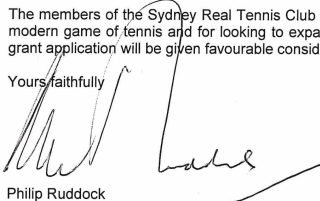
I write this letter in support of the grant application by the Cheltenham Recreation Club and Sydney Real Tennis Club for the development of a new purpose-built facility.

The Cheltenham Recreation Club site within the Hornsby Shire is currently being considered for this new facility and whilst this letter of support cannot be taken as confirming Council's position with respect to any future Development Application for this site, we are nevertheless very supportive of investment in new sporting facilities such as this within our Shire.

Hornsby Shire Council already encourages active participation in a broad range of sporting activities and a Real Tennis facility in our Shire would provide another avenue for genuine sporting and social engagement.

The members of the Sydney Real Tennis Club are to be commended for preserving this original form of the modern game of tennis and for looking to expand local participation in this sport. I trust our support for this grant application will be given favourable consideration in your evaluation process.

Yours faithfully


Philip Ruddock
Mayor

TRIM REF: F2004/07826-01

Hornsby Shire Council
ABN 20 706 996 972 PO Box 37, Hornsby NSW 1630 Phone 02 9847 6666 Email hsc@hornsby.nsw.gov.au
296 Peats Ferry Rd, Hornsby 2077 Fax 02 9847 6999 Web hornsby.nsw.gov.au



Ref: 690

Mr Chris Cooper
Club Secretary, The Sydney Real Tennis Club
71 Henrietta Street
WAVERLEY NSW 2024

23 August 2018

To Whom It May Concern,

Re: Real Tennis Australia | Application for Sports Grant

I write this letter in support of an application by the Australian Real Tennis Association (ARTA) in connection with an application that they have made for funding for the construction of a new real tennis court facility in Sydney.

I understand that the Cheltenham Recreation Club has made available land at the site on which the new real tennis court be constructed. I have read the application which accompanies the submission, as well as the project overview.

It is my view that the application represents a significant contribution to the electorate of Epping, and I hold the position that the combination of tennis, croquet, and lawn bowls opportunities which are currently available at the Cheltenham Recreation Club would only be further enhanced by the delivery of a real tennis court facility at the Cheltenham Recreation Club.

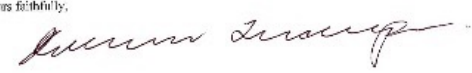
I am further encouraged in relation to the delivery of the real tennis court by the opportunity that it presents for the potential of other community events. The nature of a real tennis court delivers a significant indoor facility that could be used by other community groups for a variety of activities.

There is a definite synergy which exists between the tennis court facilities run by the Cheltenham Recreation Club and the historical connection with real tennis. Moreover, it appears to me that the heritage suburb of Cheltenham is ideally located to ensure the preservation of the historical development of tennis.

Real tennis is a significant sporting activity and the skill and expertise which is attached to engaging in the sport is well observed in the website links which are attached to the application.


I am entirely supportive of this project, and would be delighted if funding could be made available for the construction of the real tennis court facility at Cheltenham Recreation Club. Should you have any questions, queries, or doubtful points, please make no hesitation to contact my office on (02) 9877 0266 or via email correspondence at eppping@parliament.nsw.gov.au.

Yours faithfully,



Damien Tudehope MP
Member for Epping

Phone 02 9877 0266 Fax 02 9877 0405 @ damiemtudehope.com.au
Electoral Office Suite 303, Level 3, 51 Rawson Street, Epping NSW 2121 Email eppping@parliament.nsw.gov.au

Section 1 – support from the local community



Jonathan O'Dea MP
Member for Davidson



22 August 2018

The Hon Stuart Ayres MP
Minister for Sport
GPO Box 5341
SYDNEY NSW 2001

Dear Minister Ayres,

Re: Application for Sports Grant by Sydney Real Tennis Club

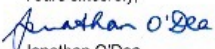
On behalf of my constituents, Claire and Chris Cooper and James Willis, I support the application by Sydney Real Tennis Club to build a real tennis court on The Cheltenham Recreation Club property.

With 180 members of diverse ages, fitness levels and backgrounds, The Sydney Real Tennis Club has been without a venue in Sydney or NSW for 13 years. The Club was recently approached by The Cheltenham Recreation Club with a proposition to build a real tennis facility on their private property.

The project would increase the type and number of sporting facilities in NSW, and produce mutually beneficial outcomes such as greater utilisation of The Cheltenham Recreation Club facilities. The project aims to become a hub for local community groups and school students, as well as attracting inter-state and international real tennis players.

The international real tennis community is tight-knit and the current top male and female real tennis athletes are Australian. There are only approximately 50 real tennis courts globally, with a high likelihood of Sydney hosting an international real tennis championship if these facilities are developed.

The project funding would include Sydney Real Tennis Club's self-fundraised expected contribution of \$500,000, to supplement a Greater Sports Facility Fund grant request of \$1-1.5 million. I am pleased to support Sydney Real Tennis Club's application for a Greater Sydney Sports Facility Fund grant for the building of a real tennis court at The Cheltenham Recreation Club, as I know does the local MP Damien Tudehope.

Yours sincerely,

Jonathan O'Dea
Member for Davidson

GLU00

Davidson BUILDING THE FUTURE NOW

Phone: (02) 9890 7400 Fax: (02) 9890 7488 Mail: PO Box 209, Lindfield NSW 2070
Electorate Office: Suite 6A, 12 Tryon Road, Lindfield NSW 2070 Email: davidson@parliament.nsw.gov.au



tennis
Australia's Favourite

5 January 2015

Attn – Chris Cooper
Club Secretary
Sydney Real Tennis Club Inc.
Via e-mail (chris.cooper@au.pwc.com)

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Sydney Olympic Park
Tennis Centre
Rod Laver Drive
Sydney Olympic Park NSW
PO Box 6204
Silverwater NSW 1811
T +61 2 9763 7644
F +61 2 9763 7655
www.tennis.com.au

To Whom It May Concern,

RE: A Real Tennis Development for Sydney

I am writing in support of the proposal to develop a Real Tennis facility in Sydney, NSW.

I understand that until only a few years ago, a well-used facility was occupied in Sydney, at Macquarie University, but was unfortunately lost for other purposes. Since that time, around 200 active users have been unable to find a home to play their tennis, and are forced to travel to Melbourne and Hobart to participate in competitions or even to play socially as there are no other facilities in NSW.

The Sydney Real Tennis Club has recently approached Tennis NSW to develop a suitable facility at an appropriate location in Sydney. Such a facility is seen as complimentary to Tennis NSW activities. Sites have already been explored across metropolitan Sydney, and most recently at Sydney Olympic Park Tennis Centre, which Tennis NSW occupies and leases from the Sydney Olympic Park Authority.

Tennis NSW thoroughly supports the endeavour to develop a Real Tennis facility in Sydney. Real tennis is a natural fit with tennis and would add a unique and exciting dimension to Sydney Olympic Park or any accompanying tennis club or centre. We understand that there is a strong interested playing base in NSW that would support high utilisation of a two-court facility (of upwards of 60%). We also understand that the Sydney Real Tennis Club is keen to explore multipurpose uses for the facilities which is of great interest to Tennis NSW.

Should you require further information please contact the Tennis NSW office.

Yours sincerely,

Alistair MacDonald
Chief Executive Officer
Tennis New South Wales

New South Wales Tennis Association Limited
ABN 30 000 011 558
Trading as Tennis New South Wales

Section 1 – support from the local community



1 Trafalgar Place
Marsfield NSW 2122

Tel: (02) 9868 1200
Fax: (02) 9868 1376

www.maash.com.au
admin@maash.com.au
ABN: 53 540 465 430

8 August 2018

Mr Chris Cooper
Club Secretary
Sydney Real Tennis Club
71 Henrietta Street
Waverley NSW 2024

Dear Chris

Letter of Support for a Real Tennis Court at The Cheltenham Recreation Club

Having heard so much from you over many years about the game of real tennis and your passion and determination to re-establish the sport in Sydney, I am excited to hear you have reached an agreement with The Cheltenham Recreation Club to build a real tennis court there.

What a great opportunity for Sydney and in particular those of us who are fortunate enough to be in the neighbouring suburbs to Cheltenham. As I run MAASH Sports & Fitness which is just a short distance from Cheltenham, I am certain that many of our squash players at MAASH will be as keen as mustard to have a go at real tennis when the court is built. We squash players know a thing or two about running around a court and chasing a ball that bounces off the walls, so I think we could have a bit of an advantage.

I would love to work with you in building a tournament scene here in Sydney, like I have with squash. Good luck with the project!

Yours sincerely

Jason McLauchlan
MAASH Sports & Fitness
Stellar Squash Pty Ltd
Squash Midlands NZ



Chris Cooper
Club Secretary
Sydney Real Tennis Club
71 Henrietta Street
Waverley, NSW 2024

7th August 2018

Dear Chris,

Letter of support for a real tennis court at The Cheltenham Recreation Club

Your efforts in getting this project up and running are to be congratulated.

While our priority is the sport of squash, I can envisage the crossover of players between squash and real tennis.

Squash NSW supports your efforts in this project and look forward to seeing how we can benefit each other.

Good luck with the project.

Yours sincerely,

Dawn Moggach OAM
President Squash NSW
dmoggach@bigpond.com



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Section 1 – Schools/ youth programme

- The real tennis court at Cheltenham will be used to develop a schools' program, similar to those that have been developed successfully elsewhere
- There is support for this from the local schools, particularly Cheltenham Girls, Arden and Knox
- The Duke of Edinburgh International Awards - Australia is also supportive

Case study 1: Canford School, England

Canford is a co-ed school in the south of England which runs a schools program for girls and boys to learn and play real tennis. During term time, the pupils use the court for a minimum of 19 hours per week and a further 10 hours is available if required. There is demand from several neighbouring schools to use the court also, but this is limited by the capacity of the court. Steve Ronaldson who is the head real tennis professional, says there are roughly equal numbers of boys and girls in the program currently, but the girls tend to come and go in groups, so their numbers tend to vary more over time by comparison to the boys.

Case study 2: Youth pennants, RMTc Melbourne

Edwina Happell runs a youth pennants group on a Sunday evening at the RMTc courts in Melbourne. It has been very popular and in spite of the impact of COVID-19 and has done a great deal to boost the number of young members at the club.

Case study 3: Rob Fahey, OBE

Rob Fahey is one of Australia's most successful elite sportsmen, and has held the Men's World Championship in real tennis for 24 of the past 26 years. In addition, Rob has a proven track record as a club professional and runs a real tennis court in the UK. Rob's philosophy is to seek out kids with an interest in real tennis at an early age. Rob also runs a real tennis program through the Duke of Edinburgh Scheme.



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Section 1 – Support for schools/ youth programme



Cheltenham Girls' High School

Principal: Mrs S M Bridge B.A., Dip.Ed.

The Promenade
Cheltenham NSW 2119 Australia
cheltenham-h.school@det.nsw.edu.au

Telephone: 61 2 9876 4481
61 2 9876 6147
Facsimile: 61 2 9869 8521

24th August, 2018

Michael Fitzgerald
Club President Sydney Real Tennis Club
71 Henrietta Street
WAVERLY NSW 2024

Dear Mr Fitzgerald,

Letter of support for a Real Tennis court at The Cheltenham Recreation Club

I am fascinated to hear of your efforts to increase the diversity of sporting facilities in Sydney through your plan to construct a real tennis court at The Cheltenham Recreation Club. We have used the club to supplement our own sports facilities for some years now, and it is wonderful to have the opportunity to further build this relationship with our community.

I am also delighted to hear that you propose to open up the court to local boys and girls schools in the area. It is particularly interesting and relevant to us, that real tennis is played using a handicapping system enabling fair, genuine competition between boys and girls. Opportunities for us to collaborate with our neighbouring schools are always welcome, so we thoroughly approve of and endorse this exciting project.

On behalf Cheltenham Girls High School, I am enthusiastic about the possibility of adding real tennis to the list of sports available to our students and I am very pleased to provide you this letter of support.

Good luck with this important project!

Yours sincerely,

Ms E Coggins
Head Teacher PDHPE

Mrs L Lawrence
Principal (Rel.)

Truth - Unity - Concord

ARDEN



Mr Chris Cooper
Club Secretary
Sydney Real Tennis Club
71 Henrietta Street
WAVERLY NSW 2024

15th August 2018

Dear Mr Cooper

Letter of support for a real tennis court at The Cheltenham Recreation Club

I am very excited to hear of your plans to build a real tennis court in Cheltenham. This is a great opportunity for Sydney and the local community, and for Arden with our two campuses located in the neighbouring suburbs of Beecroft and Epping.

There will be opportunities for the School to engage with the sport once the court is constructed, and participate in your tennis competitions. It will also provide a much needed boost to the amenities of The Cheltenham Recreation Club.

I am very happy to endorse your plans and wish you all the best with the project.

Yours sincerely

Graham Anderson
Principal

AN ANGLICAN SCHOOL
FOR GIRLS AND BOYS

PRE-SCHOOL AND
PRIMARY SCHOOL
39-43 Wongala Crescent
Beecroft NSW 2119
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SECONDARY
SCHOOL
50 Oxford Street
Epping NSW 2121
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F: 02 9869 2655

PO Box 23
Beecroft NSW 2119
www.arden.nsw.edu.au
ABN: 22 851 187 489



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Section 1 – Support for schools/ youth programme



KNOX GRAMMAR SCHOOL

Michael Fitzgerald
Club President
Sydney Real Tennis Club
71 Henrietta Street
Waverley, NSW 2024

29 August, 2018

Dear Mr Fitzgerald,

Letter of support for a real tennis court at The Cheltenham Recreation Club

I am fascinated to hear of your efforts to increase the diversity of sporting facilities in Sydney through your plan to build a real tennis court at The Cheltenham Recreation Club. What a thrilling prospect that we may have the chance to play such a unique and interesting game here in Sydney.

I am also delighted to hear that you propose to open up the court to local boys and girls' schools in the area and to run individual, inter-school and inter-state competitions as a way to encourage youngsters into the game.

Good luck in your endeavours, and I am very pleased to provide you this letter of support.

Yours sincerely,

Martin Haywood
Head of Sport
Knox Grammar School

Faith Wisdom Integrity Compassion

2 Borambil Street, Wahroonga 2076
T +61 2 9487 0122
W www.knox.nsw.edu.au



26 July, 2018

Mr Michael Fitzgerald
Club President
Sydney Real Tennis Club
71 Henrietta St,
Waverley, NSW, 2024

Dear Michael,

The Duke of Edinburgh International Award encourages youth and young adults, 14 to 25 years, to empower themselves and to fulfil their potential regardless of their circumstance. In completing an Award program Participants are required to develop new skills and improve their physical wellbeing.

Young people are constantly seeking new experiences with recent research indicating that at least 90% of Award Participants claimed that "the Award encouraged them to try something different". As we observed during the Real Tennis demonstration matches and master classes that were held in April at the Real Tennis courts in Victoria and Tasmania, Real Tennis will become a popular sport for Award Participants in Sydney.

The Duke of Edinburgh's International Award and Real Tennis have synergies with HRH Prince Edward being the Chair of Trustees or Patron of both entities and toured Australia in April to promote both the Award and the game of Real Tennis.

We understand the Sydney Real Tennis Club proposes to build a Real Tennis court in Sydney at the Cheltenham Recreation Club and we would like to support that venture.

We look forward to the possibility of developing sports and skills development programs with the Sydney Real Tennis Club to provide a unique sport and therefore an opportunity for a new experience for Participants of the Award.

We wish you all the best in your endeavours to raise the funds necessary to build a court in Sydney.

Yours sincerely,

Peter Kaye AM
National CEO

The Duke of Edinburgh's International Award - Australia

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Patron:

His Excellency General the Honourable
Sir Peter Cosgrove AK MC (Retd)
Governor General of the
Commonwealth of Australia



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Section 1 – Why is real tennis good for female players?

The Sydney Real Tennis Club
71 Henrietta Street
Waverley, NSW 2024



Attention: Chris Cooper, Club Secretary
13 August 2018

To whom it may concern,

RE: LETTER OF SUPPORT FOR A REAL TENNIS COURT AT CHELTENHAM

My name is Kate Leeming and I am an adventurer, an author, an educator and a real tennis professional. Considered as one of Australia's leading women explorers, I have cycled a distance equivalent to twice around the world at the Equator on my major expeditions. I am also a 5 time Australian Open singles champion and former 2nd ranked female player in the world, who is currently working as a senior professional at the Royal Melbourne Tennis Club.

Through my work I strive to use my passions, vision, skills and abilities to create positive impacts in Australia and globally. As a real tennis professional, in particular, I feel a strong responsibility to encourage more women and youth into the game. In my time working at clubs in the UK, France and Australia, I have initiated tournaments such as the Women's Under 25-age Handicap tournament (UK), coached many squads, clinics and women (and men) from 8-80+ years of age.

Real tennis is such a wonderful game to play and watch because it has so much going on. It is an especially great game for women to play because finesse and touch are far more important than brute strength. Strategy and tactics are also vital; more matches are won in real tennis through brains than brawn. The incredibly accurate global handicapping system ensures that women and men are able to compete on a level standing. A handicap is earned on results, with no concession to gender. This factor facilitates an inclusive, social environment where participants of all abilities and standards are welcomed by real tennis communities around the world. I would recommend real tennis to anyone who wants to train their mind as well as their body.

I am excited to hear of the prospect of a real tennis court at Cheltenham. Not only will it be a massive boost to real tennis in Australia, but I also think it will be a fantastic asset for the local community.

In particular, I commend the Sydney Real Tennis Club for their plans to involve local schools such as Cheltenham Girls High School in a schools programme. Real tennis is an excellent sport to teach to young girls.

Who knows, maybe the next women's world champion will be from Cheltenham!

Yours faithfully,

Dr. Kate Leeming

Honorary Doctorate of Education (The University of Western Australia)
Scout Ambassador (Australia)
Endorsed by the Duke of Edinburgh's International Award
Fellow of the Royal Geographic Society (UK)
Member of the Explorers Club (New York)
Bachelor of Physical Education, Graduate Diploma of Education (UWA)

Breaking the Cycle
6A Merrion Place, Kew, 3101 AUSTRALIA +61 (0)429 772222 Kate@KateLeeming.com
www.breakingthecycle.education
www.KateLeeming.com

Section 2 – Sources of funding for construction costs

Key points

- The Cheltenham Recreation Club contracted The Sydney Real Tennis Club to provide funding for the development of the court
- The real tennis community will fund most of the money required for construction of the real tennis court and facilities.
- Sydney Real Tennis Club funded the construction of the court at Macquarie.
- Grant funding is also being sought to supplement the private donations which have already been committed.

**Grants,
donations &
sponsorships**

Sources of funding

- **Sydney Real Tennis Club** – Under the Agreement to Lease, SRTC has agreed to fund the balance of the construction costs.
- **Australian Real Tennis Association** - The peak body for Real Tennis in Australia has provided financial support for Sydney's plans for a new court at Cheltenham and has pledged further support in the future.
- **Government grants** – Applications have been made for grant funding, including via the NSW Office of Sport's Greater Cities Sport Facility Fund.
- **Corporate sponsors** – Real Tennis is a niche sport that offers sponsors an ideal opportunity, at a reasonable cost, for their name to be introduced to a wide circle of people who follow racquet sports.
- **High net worth individuals** – Historically, the majority of funding required to build a real tennis court has come from the generosity of a small number of individuals.
- **International real tennis community** – There is good awareness of and support for a real tennis court in Sydney from the international real tennis community.



Section 2 – Sources of funding for construction costs (cont.)

Key points

- Plans have been prepared for a world-class real tennis court with two storey spectator areas
- A project has been established through the Australian Sports Foundation that provides tax deductibility to donors
- A trust account has also been set up for donations directly to SRTC
- Options exist to reduce the cost of the building if the target of \$2.7 million is not reached

**Project supported by
The Australian Sports
Foundation and the
real tennis community**

How is the capital expenditure being funded

The private funding commitments to date are through private donations and/or pledges from the real tennis community, and grant funding is being sought to bridge the gap.

At the time of writing the majority of the \$1.55m of community support has been pledged from 38 individuals, whereas the life memberships have not yet been advertised for sale.

	Number	Unit price	Total
1. Community support			
Major sponsors	1	1,000,000	1,000,000
Platinum donors	3	100,000	300,000
Gold donors	4	25,000	100,000
Silver donors	10	10,000	50,000
Bronze donors	20	5,000	100,000
	38		1,550,000
2. Life memberships			
Life member	3	20,000	60,000
Interstate life member	25	2,000	50,000
Overseas life member	20	2,000	40,000
	48		150,000
3. Government grant			
	1	1,000,000	1,000,000
Total capital contributions			2,700,000



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Section 2 – Australian Sports Foundation Grant



22 April 2015

Peter Estcourt
Sydney Real Tennis Club Capital Fund Trust
PO Box 3455
Sydney, NSW 2000
Australia

SPORT INCENTIVE PROGRAM - PROJECT APPROVAL

Thank you for your recent application on behalf of Sydney Real Tennis Club Capital Fund Trust for the Australian Sports Foundations' Sport Incentive Program. I am pleased to advise that the Sydney Real Tennis Club project has been approved and allocated the project number 000249.

The enclosed Grant Agreement (Agreement) between Sydney Real Tennis Club Capital Fund Trust and the Australian Sports Foundation (ASF) outlines obligations for the conduct of the project. Project details are set out in Schedule 1 of the Agreement. Two copies of the Agreement are enclosed. Both are to be signed and witnessed on the Execution page and returned to us. Upon receipt, we will sign both copies, returning one for your records.

The project registration process will be complete when the Agreements have been signed by both parties.

Below are some key points to note in relation to the project:

Donations

Once the project registration process is complete, you can commence promotion of donations to your project via the ASF. Processes relating to ASF donations, including a url link to a unique fundraising page for your project, will be provided to you with an executed copy of the Agreement.

Discretionary Grants

Donations to the ASF form a pool of funds which are granted at the discretion of the ASF Board six times per year. The Board takes into consideration preferences of all donors and project compliance with the Agreement when allocating grants.

It is important to note that funds are reduced by a 2% surcharge for credit card donations and grants cannot be applied retrospectively.

Acquittals

ASF grants must be acquitted twice a year via a Grant Expenditure Report to ensure funds received are used for the approved project purpose. The reporting requirements are detailed in Section 8 of the Agreement.

The ASF team and I are delighted to be working with Sydney Real Tennis Club Capital Fund Trust and wish you success with your fundraising. If you have not already visited our website, I encourage you to visit asf.org.au. There is some helpful information available to assist you with planning your fundraising activities.

If you have any questions or need anything clarified, please contact your Project Manager or any of the team on 02 6214 7868.

Yours sincerely

Patrick Walker
Chief Executive Officer



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AUSTRALIAN REAL TENNIS ASSOCIATION

Chris Cooper
Club Secretary
The Sydney Real Tennis Club
71 Henrietta Street
Waverley, NSW 2024

Dear Chris,

RE: LETTER OF SUPPORT FOR A REAL TENNIS COURT AT CHELTENHAM

Real Tennis is the original game of tennis and is currently having a resurgence in the other active countries, being England, United States and France. It is no accident that both codes of tennis share the four majors from these countries, namely, the US Open, the French Open, the Australian Open, and Wimbledon.

The Australian Real Tennis Association (ARTA) is the national representative body of the Australian Real Tennis Clubs active in Australia. Currently three real tennis clubs in Australia have courts (Royal Melbourne Tennis Club, Ballarat Real Tennis Club and the Hobart Real Tennis Club) and two newer clubs are actively looking to build (Melbourne Cricket Club and Sydney Real Tennis Club).

The prospect of a new court at Cheltenham is not only great news to the many enthusiasts of the game in Sydney but will also provide a huge lift to the sport's participation in Australia more generally. It is remarkable that Sydney maintains an active club, in spite of the fact they have no court. The club travels to Victoria or Tasmania to play its club championships and fields teams that compete every year against the other clubs in Australia.



AUSTRALIAN REAL TENNIS ASSOCIATION

The proposed development at Cheltenham has been designed to cater for competition up to an international level and, as such, it would be welcomed, not only by the national body but also by the international bodies. Unlike lawn tennis, where the Australian Open is always played in Melbourne, the Real Tennis Australian Open is currently shared amongst the other three clubs and the Sydney court would become one of the potential venues for this event.

From a national point of view the potential of a new facility cannot be overestimated. It will provide the potential for a 30 per cent increase in participation of the sport nationally and provide a training ground for new professionals ; which is greatly needed.

On an international level the current world champion is an Australian, Robert Fahey, who this year was awarded an MBE in England for his efforts to the game.

Accordingly, ARTA strongly supports the project as having national and international significance in the sport.

Yours faithfully

Graeme Bradfield
Chairman
ARTA



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27 August 2018

Michael Fitzgerald
President
Sydney Real Tennis Club
71 Henrietta St
Waverley, NSW 2024

Dear Michael,

Support for Sydney Real Tennis Court at Cheltenham

The Members and the Committee of the Royal Melbourne Tennis Club were delighted to hear of the proposed development of a real tennis court at the Cheltenham Recreation Club in Sydney.

The Royal Melbourne Tennis Club has become one of the most active real tennis clubs in the world, producing a stream of professionals for the sport, hosting world championships and international amateur events. Given the renown (and population) of a city such as Sydney, the opportunities offered at the Cheltenham Recreation Club and the dedication of the current SRTC members, we see exciting possibilities for the SRTC to create a thriving world-class real tennis club in Sydney.

Real tennis players are well disposed to travel to play real tennis. I know our members, and those from overseas clubs, will be very keen to participate in regular competitions and tournaments at a real tennis court in Sydney.

As you know, since 1995 when there was a Sydney real tennis court the SRTC and the RMTC have competed for the annual Barry Toates Trophy. It is a testament to the SRTC members that this competition has been played now for nearly 20 years in Melbourne, since the closure of the Sydney court. It will be wonderful when the Melbourne RMTC players can travel to Sydney to play the Barry Toates Trophy on the court of the Sydney Real Tennis Club.

A real tennis court and club based in Sydney will help all Australian real tennis clubs and the sport prosper, as has happened for real tennis in the UK and the US.

Sydney is one of the world's leading sporting cities and is ready for a real tennis club!

On behalf of the RMTC, I continue to offer our support to the SRTC. Please feel free to contact me for any further assistance that may be required by you or other members of the SRTC.

Kind regards

Greg Cornish

President



Mr Michael Fitzgerald
President
Sydney Real Tennis Club
71 Henrietta Street, Waverley NSW 2024
19th August, 2018

Dear Michael,

Re Proposed new real tennis court in Sydney

I am writing this letter in support of your planned development of a new Real Tennis Court in Sydney. A court in Sydney will prove very attractive for national and international tennis visitors and tournaments. Real tennis offers a superb way for the generations to mingle, with juniors able to play seniors due to the handicap system. It is also one of the few sports in the world that has opened its Men's Championships to women of a suitable standard – renaming the Open Titles.

On behalf of the Hobart Real Tennis Club I can assure you that we will be regular visitors and will support your efforts to build a court in Sydney. You have maintained your enthusiasm for many years without a court, and we commend your persistent efforts to establish a new court.

We know the sport exhibits strong attraction amongst those who are keen on the health and fitness attributes it brings and particularly for older people who enjoy the strategy and mind exercise it affords. The handicap system allows older people to play well into their 80's. This is why the court, long established in Hobart, is a huge and sustained success amongst a relatively small population of just 200,000 souls.

We recommend the original game of tennis to your fellow Sydney and NSW residents and look forward to young and old joining the ranks of real tennis players. The unique handicap system is a defining benefit of the inclusive sport and we at BTC, look forward to more inter-club events, and more visits to play here by your colleagues, as we look forward to playing on your court, at your club soon.

With very best wishes for your SRTC court establishment at Cheltenham,

Yours sincerely

Christine Stirling
President Hobart Real Tennis Club
45 Davey Street, Hobart, TAS 7000



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Print window

<https://mail.yahoo.com/d/folders/2/messages/AKJfAWFpigM3W4...>

Subject: BTC support for SRTC

From: robertjolly@yahoo.com.au
To: mfitzgerald@talliscivil.com.au; president@sydneyrealtennis.com.au
Cc: astrange@sovereignhl.com.au; pro@ballaratenniscub.com.au
Date: Sunday, 26 August 2018, 11:48:54 am AEST



Ballarat Tennis Club
37 Sporting Traditions

Mr Michael Fitzgerald
President
Sydney Real Tennis Club
71 Henrietta Street, Waverley NSW 2024

19th August, 2018

Dear Michael,

Re Proposed new real tennis court in Sydney

The Directors of Ballarat Tennis Club applaud your efforts and whole heartedly support your endeavours to develop a real tennis court in Sydney.

We know the sport exhibits strong attraction amongst those who are keen on the health and fitness attributes it brings to human endeavour, to those who enjoy the strategy and mind exercise it affords, as well as the off court company and well-being which spreads around the world to wherever the sport is played.

This is why the court, long established in Hobart, is a huge and sustained success amongst a relatively small population of just 200,000 souls.

That Sydney does not currently have this facility and outlet to enjoy the game must be a disappointment to many.

Print window

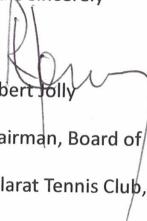
<https://mail.yahoo.com/d/folders/2/messages/AKJfAWFpigM3W4...>

Yet, you seem to be on the cusp of turning that around and we commend your efforts and as a Club will support you whenever we can, if required. We are just a small part of the real tennis fraternity. However, I am sure that we do represent a typical, very positive, welcoming response to your progress.

We recommend the original game of tennis to your fellow Sydney and NSW residents and look forward to young and old joining the ranks of real tennis players. The unique handicap system is a defining benefit of the inclusive sport and we, at BTC, look forward to more inter-club events, and more visits to play here by your colleagues, as we look forward to playing on your court, at your club soon.

With very best wishes for your SRTC court establishment at Cheltenham,

Yours sincerely



Robert Jolly

Chairman, Board of Directors

Ballarat Tennis Club, 388 Larter Street, Canadian, Ballarat



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PATTON: F1111 THE LAKE OF WESSLE, XRG 00V0 A0C

Michael Fitzgerald
Club President
Sydney Real Tennis Club
71 Henrietta Street
Waverley
NSW 2024

31st July 2018

Dear Michael!

Letter of support – Real tennis Club at The Cheltenham recreation Club

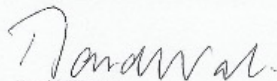
I was delighted to hear that the great city of Sydney has the exciting prospect of, once again, being home to a Real Tennis Court and Club.

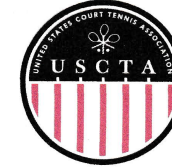
As Chairman of the Tennis & Rackets Association, the Governing Body for the sports of Real Tennis & Rackets in the UK, it has been a sadness that Sydney did not offer a Real Tennis Court. The other three Real Tennis playing nations all host major Tournaments in their capital cities. Whilst I appreciate that Sydney is not the nation's capital, it certainly is the National heart and Touristic capital and I am excited that Real Tennis is again to be amongst its facilities.

Although Real Tennis has ancient origins, it is a strong and growing sport actively played in the four "Grand Slam" countries. New Courts are planned or already in development in the USA and France and now hopefully in Australia while the UK has built two new facilities within the last decade. The sport attracts an educated and energetic clientele and has, over the last 25 years, seen a significant increase in participation across the world. Most notable in this time has been the rapid increase in Women and Juniors playing and competing at all levels.

Real Tennis players are, in the main, enthusiastic travellers who actively seek the opportunity to play on different courts since, despite modern building techniques, the speed, angles and degree of cut/bounce inevitably vary hence each court offers unique challenges. I have no doubt that a Court in Sydney would attract significant international patronage.

I wish you every success with this exciting new venture.


David Watson
Chairman



25 July 2018

Dear Michael Fitzgerald
President, Sydney Real Tennis Club,
71 Henrietta Street
Waverly, NSW 2024

Dear Mr. Fitzgerald,

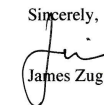
I am writing in support of your admirable efforts to consider building a real tennis court in Sydney.

I am president of the USCTA, the national governing body in the U.S. The game is flourishing across the world today. We have eleven hundred members of our association in America, a rise of 300% in just a decade. Women and juniors are playing much more. The old Gould court at Georgian Court University has now been revived and is active again, bringing alive the collegiate game. Tennis is expanding even further: we are on the verge later this year of breaking ground with a new court in Charleston, South Carolina. This will be the second American court to open recently—after Chicago in 2012—giving the U.S. a even dozen playable courts.

Real tennis is a game with a future. It has a great, storied history but what is happening tomorrow is what is truly exciting about the game. Its intrinsic values of sportsmanship and integrity are critical in our modern culture. The game teaches respect and fair play. It asks for athleticism and strategy in equal measure. The challenge of the game is unique for a racquet sport.

Moreover, real tennis is one of the most vibrant and close-knit sporting communities. The game has wonderful global breadth, with courts in England, France, Scotland and the U.S., but it also has great depth. We all know each other well. We all regularly travel to each other's countries for tournaments, particularly global ones like the Boomerang Cup in Melbourne, the Bathurst Cup, the World Masters and the World Championships, etc. One of my fondest tennis memories I have is coming out to the old Macquarie court very early on a New Year's Day (in 2003) and a couple of local Sydneysiders came out at that ungodly hour to play tennis with us. The intercontinental friendships are a core reason why so many people are passionate about the game.

We are extremely pleased to hear about the possibilities of a court going up at the Cheltenham Recreation Club and can't wait to see it come to fruition.

Sincerely,

James Zug

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UNITED STATES COURT TENNIS ASSOCIATION
C/O TENNIS & RACQUET CLUB
939 BOYLSTON ST. BOSTON, MA 02115
WWW.USCTA.ORG

Section 2 – Support from the real tennis community



July 16th 2018

Michael Fitzgerald
Club President
Sydney Real Tennis Club
71 Henrietta Street
Waverly, NSW 2024

Dear Mr Fitzgerald,

Letter of support for a real tennis court at The Cheltenham Recreation Club

On behalf of the French Real Tennis Committee (CFCP), thank you for taking a moment to read this letter regarding the plans for a new real tennis court in Sydney.

Regarding our sport, it is as you know one of the oldest games still in activity in the world. It is the original game of Tennis. France is redeveloping this sport, and new courts are to come. Bordeaux will reopen a court in 2019, and Pau shall normally also be having its Real Tennis court soon. Chinon Court has just been bought and we are now looking into rebuilding it.

England, and the United States are also developing the game. So having a new court in Sydney would be fantastic for our sport and for Sydney.

The French CFCP supports any effort that can bring new courts for the good of the game.

No doubt Sydney could then hold important tournaments such as the Bathurst Cup (Real Tennis Davies Cup) and others. French players would no doubt make the trip to come and defeat local players and visit. I would most likely be the first to do so.

The CFCP hopes that you'll give a chance to bring back this fantastic game to your City. We are very supportive of the Australian Real Tennis Association and all projects of new courts.

Good luck with this important project,

Yours sincerely,

Tim Batten, President CFCP
batten.tim@gmail.com



23 July, 2018

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James W. Zaig, Jr.

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William L. Van Aalen

Michael Fitzgerald
Club President
Sydney Real Tennis Club
71 Henrietta Street
Waverly, NSW 2024

Dear Mr Fitzgerald,

Letter of support for a real tennis court at The Cheltenham Recreation Club

The United States Court Tennis Preservation Foundation is delighted to hear about the plans for a new real tennis court in Sydney.

With Real Tennis experiencing a global resurgence amongst players and a renewed interest in building new courts, this is an opportune time to begin a new project.

Also our new connected world means you are more likely than ever before to find you have visitors from abroad coming to play. All of this is wonderful for the game of Real Tennis.

Good luck with this important project!

Yours sincerely,

Bill

William F. McLaughlin, Jr.

U.S. Court Tennis Preservation Foundation, Board Chairman

United States Court Tennis Preservation Foundation
P.O. Box 194
Jamestown, RI 02835



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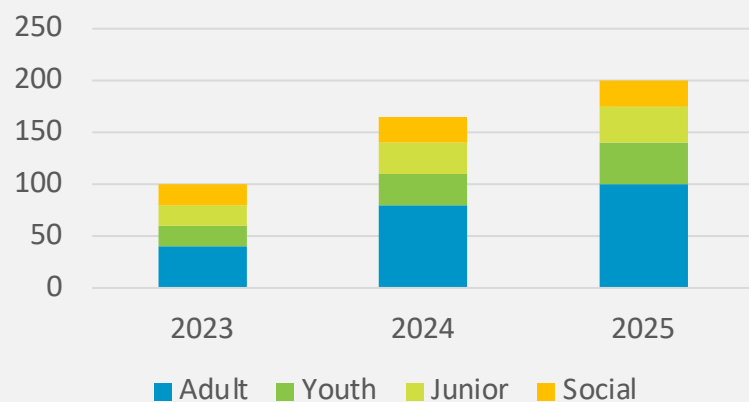
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Section 3 – Ongoing income and expenditure

Key points

- The ongoing expenses and maintenance of the real tennis court and facilities will be funded through court fees and membership subscriptions.
- Careful cash flow management will be important in the early years. When mature the court will generate sufficient money to pay the professionals, repairs and maintenance.
- Projections noted here have been benchmarked against other real tennis courts (e.g. Hobart and Melbourne) and by reference to the previous court at Macquarie University.
- There are cost synergies associated with sharing of the existing facilities of CRC.
- Increased utilization of the CRC bar and café will improve the financial situation of the club as a whole.

Membership numbers



Profit & Loss projections

Income	Number per annum	Unit cost	\$'000
Annual fees	100 full members	\$800	80
	100 other members	\$200	20
Court fees	3,750 court hrs	\$31	115
Lessons	750 lessons	\$40	30
Tournaments			25
Pro shop sales			40
Community functions			10
Total income			320
Expenses			
Cost of goods sold			-35
Staff expenses			-175
Repairs & Maintenance			-25
Electricity			-10
Cleaning			-5
Admin expenses			-45
Depreciation			-15
Net surplus			10



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