

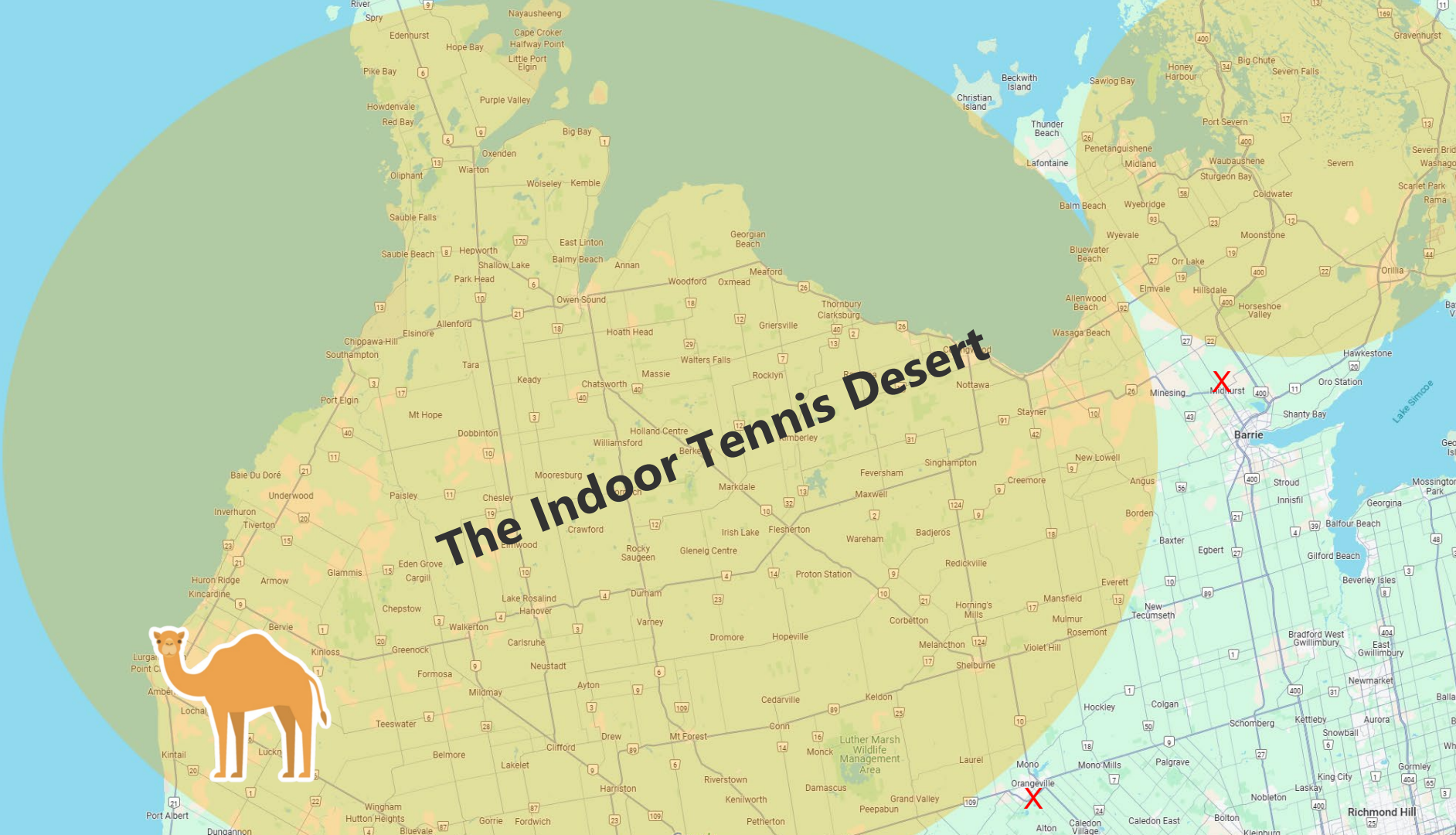


# Georgian Bay Community Racquets Centre



Creating A Year-Round Community Asset

# The Indoor Tennis Desert



# The Reality of Monterra



**A conference centre first and foremost.**

# A Proven Solution: Midhurst's Success



Summer



Winter

## Quick facts:

- Operating successfully since 2003
- Seasonal lease – Oct to April
- 4 Courts

# Example Dome

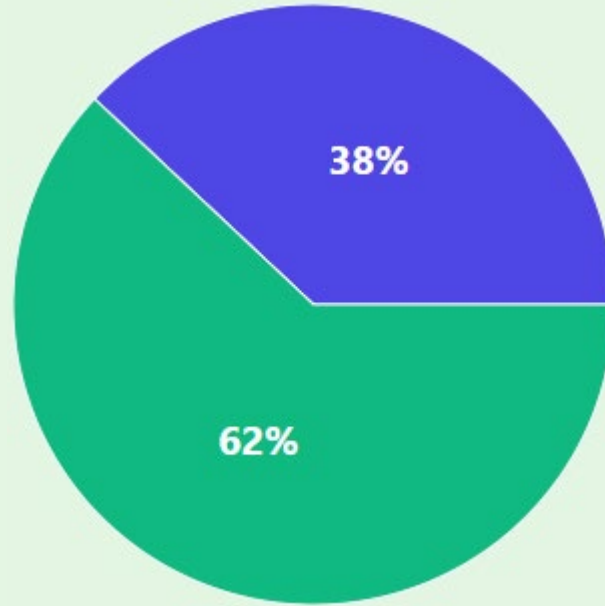


**Location: 41 Spence Ave, Midhurst, ON, L0L 1X1**  
**Dimensions: 198' x 114' x 36'**

# 130 King Street West - The Ideal Location



# Maximizing Site Potential at 130 King St W



## Tennis Development:

**Courts & Bubble Structure: 31%**

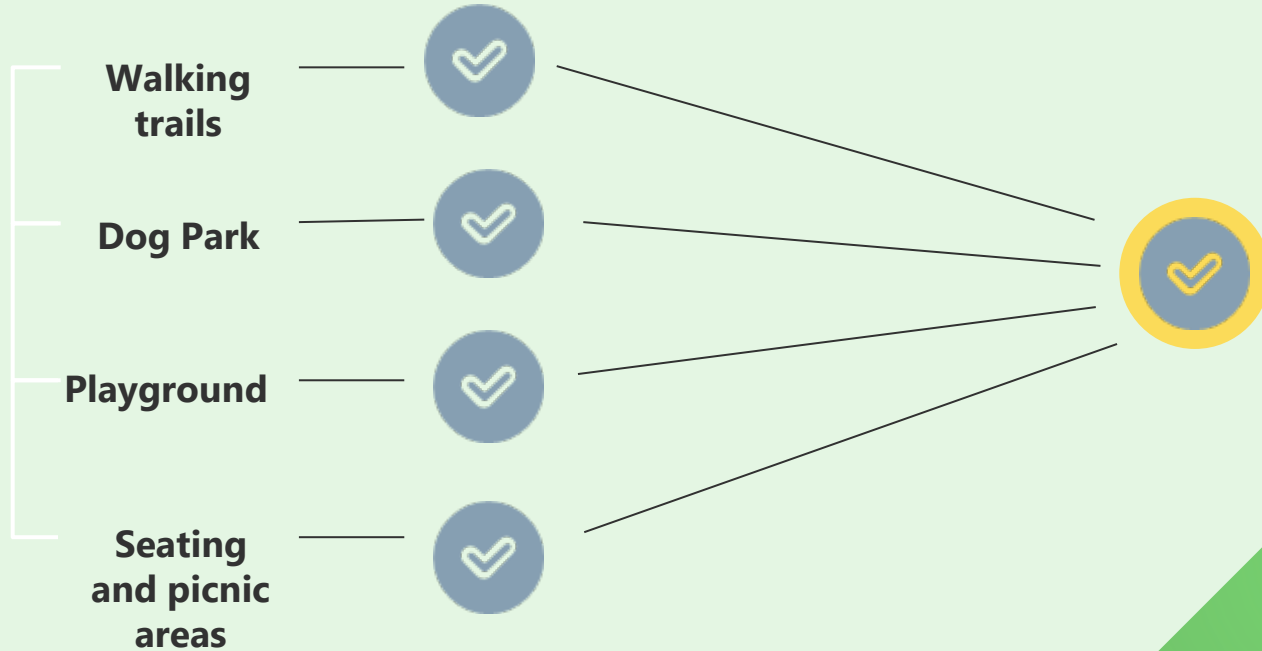
**Parking Facilities: 5.7%**

**Clubhouse Facilities: 1.3%**

## Green Space:

**Available for future Town needs**

# Potential for Green Space Amenities



... a facility for everyone.



# Maintaining the Natural Look of the Site



**Discreet Site Entrance**



**Tall Trees**

# Community Programming



**Clinics**



**League Play**



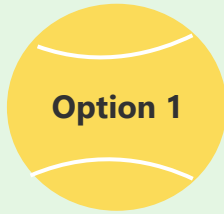
**Club Mixers**



**Kids**

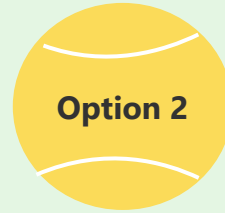
**...Running consistently,  
without interruption,  
year round!**

# Winter Operations



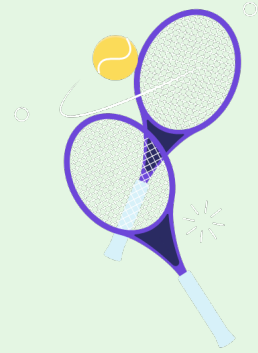
**Option 1**

**Commercial operator**



**Option 2**

**Not-for-profit  
community club**



**Junior Player Case Study:**  
**Chad Gibbons**  
**(Local Resident)**

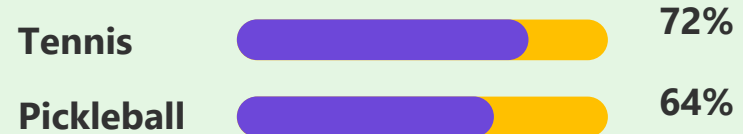


# Our Racquets Survey

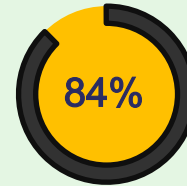
## How Many?

- 510 responses as at Nov 27<sup>th</sup>
- 1000+ users

## Most Popular



## Key Stat



Support community club model

# The Ask of Council

**WHEREAS** the Town has allocated approximately \$365,000 for tennis facility improvements; and

**WHEREAS** existing court infrastructure at 130 King Street West can be leveraged for cost-effective development;

**NOW THEREFORE BE IT RESOLVED THAT** Council directs staff to:

1. Initiate the rezoning process for 130 King Street West to permit recreational uses.
2. Tender for the construction of four outdoor tennis courts at 130 King Street West, with design specifications to allow for potential future indoor use, at a cost not to exceed \$365,000.
3. Report back to Council prior to the 2025 community survey to confirm that the planned tennis court development is accurately incorporated into the survey's scope and design.

**AND THAT** staff report back to Council within 90 days on overall progress, with the allocated \$365,000 held pending completion of the rezoning and tendering process.



# Proposal for the Creation of the 'Georgian Bay Community Racquets Centre'

**Dated: Nov 28, 2024**

## Table of Documents

#	Document Title
1	<b>The Proposal</b> , enclosing
1.1	Annex 1 - CanAM Court Contractor Indicative Quote
1.2	Annex 2 - Tennis Canada Key Messages and Fact Sheet
1.3	Annex 3 - RFP Example (Town of Milton)
2	<b>Letters of Support</b>
2.1	Letter of Support – Tennis Canada
2.2	Letter of Support – Ontario Tennis Association
2.3	Letter of Support – Principal of Georgian Bay Community School
2.4	Letter of Support – Beaver Valley Community School (Principal)
2.5	Letter of Support – Tyrolean Village Resorts
2.6	Letter of Support – Daniel Nestor
2.7	Letter of Support – Regional Tourism Organization 7
2.8	Letter of Support – Ontario Tennis Association Regional Chair
2.9	Letter of Support – Muffy Grieve – Senior World Champion Tennis Player
2.10	Letter of Support – Dr. Tawfik – Local Family Physician
2.11	Letter of Support – Alliance of Local Tennis Pros
2.12	Letter of Support – Bruce Harbinson
2.13	Letter of Support – Bogdan Grygorenko (Former National Coach)

# **Proposal for the Creation of the 'Georgian Bay Community Racquets Centre'**

## **1. Introduction**

The Town of The Blue Mountains has allocated approximately \$365,000 for tennis facility improvements, presenting a unique opportunity to transform this investment into a much-needed tennis facility. By leveraging the existing infrastructure at 130 King Street West and rehabilitating the two existing courts rather than reconstructing them entirely, we can create a four-court facility that will serve as a true community hub for tennis. This configuration enables the formation of a proper tennis club, supports comprehensive programming for all ages and abilities, and provides the scale necessary for future conversion to a year-round facility. The facility design would also meet Ontario Tennis Association's standards, opening future possibilities for tournament hosting and sports tourism.

While several tennis courts exist in the region, they are typically configured in pairs and scattered across different locations. The absence of a four-court facility significantly limits the ability to run proper tennis programming - from junior development to adult leagues, social events to skills training. Four courts is the minimum configuration needed to create a viable tennis club that can simultaneously accommodate multiple programs, support coach development, and foster a thriving tennis community. Groups can practice while lessons are ongoing, and proper leagues and ladders can be organized to build the social connections that make a tennis club successful.

The proposed facility will transform the 130 King St W site into a fully public, municipally owned facility. The immediate focus is on delivering a high-quality, outdoor four-court facility, with design considerations for potential future indoor operations through a seasonal bubble covering from October to April.

This initiative addresses a critical regional need, as there are no dedicated indoor tennis facilities within a 70-kilometre radius from the Town of the Blue Mountains. Meanwhile, the effective closure of meaningful indoor tennis access at Monterra Tennis (Blue Mountain Resort) has further increased demand, with that facility having transitioned to primarily catering to conferences. Our community survey, launched in September 2024 (on [georgianbayracquets.ca](http://georgianbayracquets.ca)) to assess local demand for a new year round racquets facility, has already garnered over 510 household responses, representing more than 1,000 potential users, demonstrating strong public interest.

The project maximizes existing municipal land use, preserves existing green space, and fulfills past commitments to support indoor racquets facilities. The facility's tournament capability will attract sports tourism while promoting community health and wellness through accessible recreational opportunities. The development will create local jobs through construction and ongoing operations, while increasing tourism revenue through extended visitor stays and tournament hosting.



The name 'Georgian Bay Community Racquets Centre' has intentionally been chosen rather than 'Georgian Bay Community Tennis Centre' to reflect the inclusive nature of this proposed facility. While tennis is the primary focus, the name allows for future integration of additional racquet sports such as pickleball, badminton, padel and squash, ensuring the facility can adapt to new trends and serve the broad needs of local residents and visitors for years to come.

## **2. Immediate Proposal To Create Four Outdoor Tennis Courts (a.k.a Phase 1)**

By strategically utilizing the existing infrastructure at the Town-owned 130 King Street West site, we can develop a four-court tennis facility within the \$365,000 budget. The site's salvageable court base, established drainage systems, and reusable fencing components significantly reduce construction costs. The current footprint has already been graded for tennis use, minimizing site preparation expenses.

A detailed quotation from court contractor CanAm Courts (Annex 1) confirms the feasibility of four outdoor courts within the already allocated budget.

## **3. Site Analysis: 130 King Street West, Thornbury**

The 2.92-acre (127,195 sq ft) site offers an ideal location on Town land with existing tennis courts. The property features mature trees providing natural screening, full municipal services, and proximity to the Georgian Trail. As shown below, the proposed racquets facility and ancillary features would occupy approximately just 38% of the property, preserving 62% as green space to maintain environmental benefits and flexibility for future enhancements per the needs of the Town.

The detailed space allocation is as follows:

### **Courts and Bubble Structure (39,400 sq ft)**

- Courts and Related Space: 36,000 sq ft
- Bubble Infrastructure Clearance: 2,000 sq ft
- Mechanical Room Allowance: 400 sq ft
- Emergency Exits and Access: 1,000 sq ft

### **Parking Facilities (7,200 sq ft)**

- 20 Standard Parking Spaces (180 sq ft each): 3,600 sq ft
- Drive Aisles and Circulation: 3,600 sq ft

### **Clubhouse Facilities (2,000 sq ft)**

- Main Clubhouse Structure: 1,350 sq ft
- Entry Plaza/Patio: 650 sq ft

### **Total Space Allocation:**

- Total Developed Area: 48,600 sq ft (38%)
- Remaining Green Space: 78,554 sq ft (62%)
- Total Property Area: 127,195 sq ft

These figures provide clear evidence that it is possible to establish a much-needed use for the property while also preserving the character and natural environment of the site.

### **4. Community Support and Demand**

Community support for enhanced tennis facilities in The Blue Mountains has a clear historical foundation. During the 2018–2022 Council term, the Leisure Activities Survey identified strong demand for improved tennis infrastructure. This recognition led to the Town's current budget allocation of approximately \$365,000 for tennis court development. While these funds remain unspent, they reflect the Town's acknowledgment of, and commitment to, addressing this community need.

Building on this foundation, we launched a comprehensive community racquet sports survey in September 2024. Distributed widely across South Georgian Bay through local Facebook groups and press releases, the survey encouraged players of all racquet sports to register their interest in a year-round facility. The results strongly reinforce the previous findings, with tennis leading at 72.1% interest and pickleball following at 64.8%.

This strong demand highlights a significant regional disparity in indoor racquet facilities. Nearby Collingwood benefits from a dedicated six-court indoor pickleball facility, with another five-court facility scheduled to open in Fall 2025. In contrast, there are currently no dedicated indoor tennis facilities within a 70km radius of The Blue Mountains. Although our initiative supports all racquet sports, the most urgent gap in our region is clear: dedicated indoor tennis facilities.

The need for such infrastructure is underscored by the substantial year-round population base exceeding 100,000 residents across multiple catchment area municipalities, including The Town of The Blue Mountains, Collingwood, Meaford, Owen Sound, and Grey Highlands. Unlike urban centres, where residents often commute for work or leisure and view recreational facilities as secondary amenities, residents in this region often choose to live here primarily to engage with the area's recreational activities. This lifestyle choice results in a much higher per capita usage of recreational facilities, which makes traditional per capita comparisons with other regions inaccurate. Additionally, the region attracts millions of visitors annually who specifically choose this area for its recreational offerings. For residents and visitors alike, amenities like year-round tennis infrastructure are not secondary conveniences but integral to the region's lifestyle and

economic vitality. The combination of a substantial permanent population, high visitor numbers, and strong community interest creates a compelling case for investment in such infrastructure.

Overall, this proposal represents more than just a response to current demand. It is the culmination of years of sustained community interest and formal planning processes. The consistent feedback provides a clear mandate, demonstrating that a project of this nature is both necessary and long overdue.

## **5. Case Study: Doran Park, Midhurst**

To demonstrate the viability of this approach to bring indoor tennis to the community, we can look to the success of the Doran Park Racquets Facility in Midhurst, Ontario. This four-court facility operates through an effective public-private partnership between the Barrie North Winter Tennis Club and the Township of Springwater. The Township owns the land while the Club manages winter dome operations from October to April. Their model has achieved both financial and operational sustainability through a balanced approach: the Club funds dome and clubhouse operations and maintenance, while major renovations are handled through cost-sharing agreements with the Township.

The Doran Park facility maintains strong community access, with courts fully accessible to the public during summer months and comprehensive programming year-round. Their success in blending public access with organized activities, supporting junior and adult development programs, competitive training, leagues, camps, and social events provides a proven template for our proposed facility.

## **6. Strategic Alignment with Town of the Blue Mountain's Master Plan**

The proposed creation of this facility aligns directly with the Town's 2016 Official Plan. The facility supports the Town's vision of a connected community where generations live, work, and play by providing year-round recreational opportunities. It fulfills strategic objectives including diversifying recreational offerings, promoting tourism and economic development, and enhancing community health.

The project particularly advances the Town's goal of four-season recreation, addressing the Official Plan's emphasis on developing recreational facilities within the context of a four-seasons resort community. Its central location supports the objective of providing accessible community facilities to all residents.

## **7. Joint MURFA Considerations**

While supporting the objectives of the Multi Use Recreation Facility Assessment (MURFA), it is our position that this initiative warrants independent consideration of that process. This project

addresses a distinct community need with pre-allocated funding, focusing specifically on racquet sports infrastructure. The Town's immediate interest in determining the future of 130 King Street West, a site with an established tennis legacy, reinforces the timeliness of this dedicated tennis infrastructure proposal.

## **8. Technical and Administrative Considerations**

Tennis Canada's 'Municipal Tennis Facilities Strategy and Partnership Framework (2024)' publication provides strong support for maintaining tennis-only courts. Based on research across 100 municipalities, Tennis Canada advocates against the practice of sharing court space between multiple sports, recommending instead that each sport be given its own dedicated facilities. While the temptation to maximize court usage through multi-sport line markings can be strong for municipalities seeking to accommodate multiple activities, Tennis Canada's research clearly shows this compromise ultimately serves neither sport well and creates a frustrating playing experience for all.

Tournament-level tennis requires clear, single-purpose markings to maintain professional playing standards and avoid confusion during competitive play. Per Tennis Canada's research, municipalities that have attempted to share courts between tennis and pickleball have faced significant dissatisfaction from both sports' participants, with many reconsidering or reversing their decisions to allow shared-use courts.

## **9. Development Charges**

Under existing municipal bylaws, seasonal structures that operate for eight months or less per year are exempt from development charges. This provision would apply to a seasonal tennis bubble, making winter operations financially viable while maintaining affordable access for the community.

## **10. Bubble Operations Framework**

The facility will operate under a dual-season structure, consistent with successful precedents in other municipalities. From May through September, the Town maintains direct management. During this time, the courts will also serve as a valuable municipal resource, with the Town utilising its existing court booking system to rent the courts to interested groups, clubs, and the general public. This approach provides an additional revenue stream through rental fees and enables broader community access and engagement during the peak outdoor season. The established booking infrastructure ensures seamless integration into the Town's recreational offerings. From October through April, operations transfer to a commercial operator or not-for-profit community operator through a long term, seasonal lease agreement. These arrangements benefit everyone, as municipalities secure revenue through court lease rent during the winter season, a period when the courts would otherwise remain unused and susceptible to winter damage. In turn, residents are provided with year-round access to tennis facilities.

### **Commercial Operator Model:**

The winter bubble operations could be installed and managed through established commercial operators such as Tennis Clubs of Canada, ACE Tennis, or Premier Racquet Clubs. These operators typically absorb the capital costs of bubble installation and maintenance while providing professional expertise in facility management. To justify this investment, operators generally require a minimum of four courts, as economies of scale and operational efficiency make the infrastructure investment more viable with this volume. This public-private partnership model has proven successful in countless other municipalities, where operators are able to maintain affordable court fees through expert operating knowledge, efficient scheduling systems and diverse programming revenue streams.

Building on examples from other municipalities like Milton, the Town could initiate, in Phase 2, a formal Request for Proposals (RFP) process to identify and select a suitable commercial operator. A sample RFP from the Town of Milton is included (Annex 3) to this proposal to demonstrate how such a process could be structured. This competitive process would help ensure the Town secures the best possible operating partner while maintaining control over key aspects like court fees, public access, and facility standards.

#### **Not-for-Profit Community Club Model:**

Alternatively, as demonstrated by the facility in Sudbury, a not-for-profit community club model can be equally successful. Under this approach, the local tennis community forms a community club that fundraises for and manages the bubble operations during the winter. This model fosters strong community engagement and ensures all proceeds are reinvested into facility improvements and programming. As with the commercial model, the not-for-profit operator would operate the facility through a long-term, seasonal lease agreement with the Town, ensuring that the Town receives rental revenue during the winter months.

In either model, operators would work under an agreement with the Town to ensure court fees remain accessible to residents (i.e. aligns with market rates for community winter tennis) while maintaining professional standards of operation. Furthermore, in these partnerships, success metrics are often used to track both short-term goals (budget adherence, participation levels) and long-term impacts (facility utilization, revenue generation, community health outcomes, tourism development).

### **11. Implementation Timeline**

Implementation of Phase 1 could begin as soon as Winter 2024-2025 with Council approval and rezoning processes, followed by contractor selection and design finalization. Spring 2025 will see site preparation and construction commence, leading to a Summer 2025 operational launch with comprehensive programming and community events.

Phase 2, which could begin as early as Fall 2025, will focus on bubble installation feasibility for winter operations. Installing a seasonal bubble sooner rather than later is crucial—not only to enable year-round play but also to protect the Town's investment immediately by shielding the courts from harsh winter conditions, reducing damage, and extending their lifespan.

## 12. Conclusion

The proposed Georgian Bay Community Racquets Centre represents a fiscally responsible solution to our community's tennis infrastructure needs. By efficiently utilising existing resources and Town-owned land, the project delivers substantial community benefits in a cost-efficient manner while also creating a potential future source of revenue for the Town.

With overwhelming community support documented, proven operational models identified, a suitable site already selected, and a clear implementation plan established, this project stands ready for immediate action. The Georgian Bay Community Racquets Centre represents a time-sensitive opportunity to transform an underutilized Town asset into a vibrant year-round facility that will serve generations to come. We respectfully request Council's approval to seize this moment and proceed with the implementation of this legacy project for our community.



*K. Rostami*

Full-time resident, Town of The Blue Mountains

On behalf of the 510 signatories (and growing) to the *Georgian Bay Racquets Initiative*

**Email:** [hello@georgianbayracquets.ca](mailto:hello@georgianbayracquets.ca)

**Website:** [georgianbayracquets.ca](http://georgianbayracquets.ca)

**Annex 1 - CanAM - Court Contractor Indicative Quote**

(This quote is included for illustrative purposes only and does not represent a final contractor selection or commitment.)

# 130 King St W Tennis Club Location

Prepared by





## This proposal is prepared based on the 130 King St W location outside of Thornbury, ON

Upon review of the property I feel this is the best location to add additional tennis facilities to the area of Thornbury. It has Utilities at the road for future expansion of a building if required. Ample room for growth (additional courts and parking) to meet the communities growing needs for active spaces.

There is currently two tennis courts located on the property (see Figure 1-1). The surface on both courts are weathered and cracking with some vegetation growth in the one court. They both seem to have a good base underneath the asphalt. The asphalt on both courts needs to be replaced. This would be done at the same time the two additional courts are added (see Figure 1-1).

Trees and small vegetation removal is needed to prepare the area for the additional courts and to enlarge the parking area (see Figure 1-1). I recommend an Arborist assess the property before work commences. Parking currently is around 8 -10 spots and would be enlarged to accommodate approximately 18 or more spots.



This proposal is prepared based on the 130 King St W location outside of  
Thornbury, ON

Estimate

Tree Assessment and Removal - \$20,000  
Gravel Fill, Grading Parking Area - \$35,000  
Fill, Grading and Asphalt four Courts - \$140,000  
Sealing and Painting four Courts (includes post and nets) - \$95,000  
Fencing and Gates around four Courts - \$60,000

Total \$350,000

Note: This estimate is conditional on a favourable site inspection by all parties.



# This proposal is prepared based on the 130 King St W location outside of Thornbury, ON

**Tree Assessment and Removal** - removing trees and vegetation in the desired areas to accommodate parking and two additional tennis courts

**Gravel Fill, Grading Parking Area** - would include removing top soil and putting down a gravel base with proper slope for drainage

**Fill, Grading and Asphalt four Courts** - adding fill to the height of the current tennis courts applying 2-½” of asphalt on graded base

**Sealing and Painting four Courts** - Applying two coats of sealer, two coats of Paint in any two colour available on the colour chart (see Figure 1-2). Paint court lines. Includes four permanent post sleeves, posts and nets.

**Fencing around four Courts** - Black chain link fence and posts 10ft high around perimeter of the four courts. Four gates one at each end of a court.

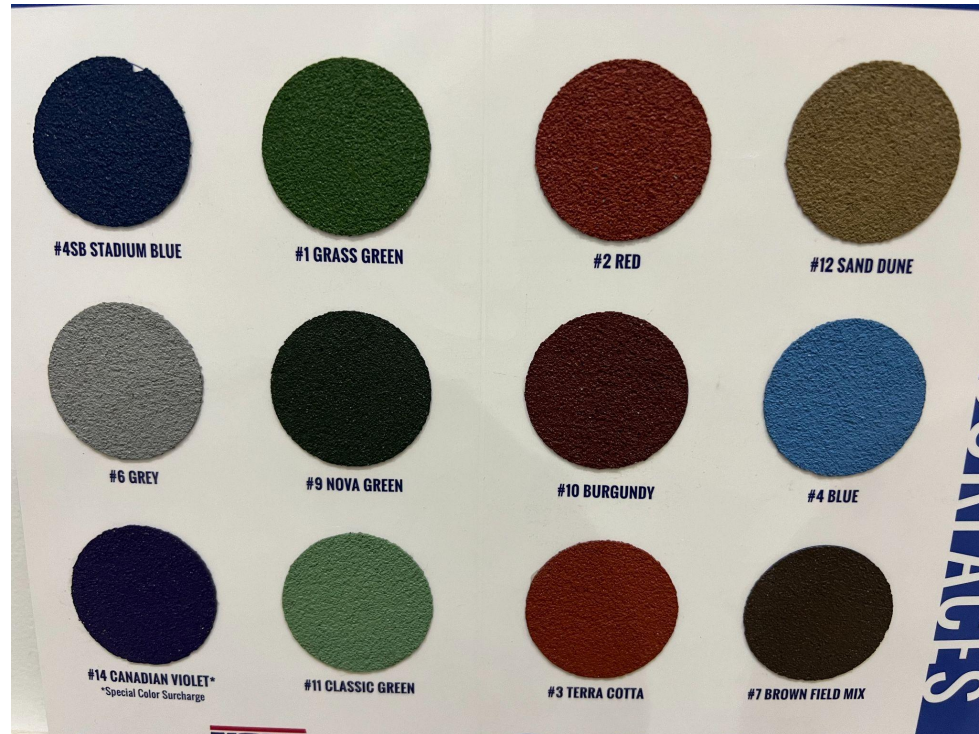
Note: This estimate is conditional on a favourable site inspection by all parties.



Figure 1-2

## Court Painting Colour Chart

Most Common colour scheme is Stadium Blue on Grass Green OR Nova Green on Grass Green



Thank You

Thank you for the opportunity to supply an estimate.  
If you have any questions please contact.

Jason Colbert - Owner  
416-520-4229

[PlayOn@CanAmCourts.com](mailto:PlayOn@CanAmCourts.com)  
[CanAmCourts.com](http://CanAmCourts.com)



**Annex 2 – Tennis Canada Key Messages and Fact Sheet**

## THE CASE FOR MORE YEAR-ROUND COURTS

- ⚠️ **90% of Canada's tennis courts are unusable for the majority of the year.**
  - 7,500 outdoor courts available for play during the summer.
  - Only 750 accessible year-round courts available for year-round play.
- ⚠️ **Thousands of communities across Canada have very limited access to affordable, year-round tennis.**
  - Canada is only able to provide one accessible year-round court for every 53,000 Canadians.
  - Compared to other developed nations, Canada ranks poorly when it comes to year-round courts.
  - Sweden - one per 12,000 | France - one per 7,000 | Czech Republic - one per 4,000
- ⚠️ **Increasingly, outdoor sports like hockey and swimming have moved indoors, but tennis has been left behind.**
  - 37% of municipally owned and operated swimming facilities are year-round.
  - 34% of municipally owned and operated hockey facilities are year-round.
  - 2% of municipally owned and operated tennis facilities are year-round.

## BENEFITS OF A YEAR-ROUND COURT FACILITY

- 👍 **By covering courts, municipalities can convert unused space during the winter into a community asset.**
  - A year-round, four-court facility provides a community of 50,000 access to affordable, year-round physical activity.
  - Outdoor courts can easily be year-round using an air-supported structure (i.e. tennis dome).
  - The structure can be taken down to return courts to free public use during the summer.
- 👍 **Municipalities have several flexible ownership and operating options to make a year-round court facility possible.**
  - To minimize risk and capital costs, municipalities can partner with a not-for-profit or commercial organization.
  - Municipalities can generate revenue through leasing land to the partner organization.
  - If a municipality wishes to own and operate the facility, they can earn \$20,000 to \$40,000+ in net revenue per year-round court.
  - A municipal year-round court facility can accommodate several additional sports and provide open space for community events.
- 👍 **A year-round court facility can generate a positive return on investment.**
  - A four-court year-round tennis facility costs just \$1.8 million.
  - Hard courts require minimal maintenance, keeping operating expenses low.
  - Every year-round court facility across Canada is currently breaking even or generating a positive net revenue.

## THE CASE FOR TENNIS

- 🕒 **Tennis is one of the fastest growing sports in Canada, but the growth is limited to the summer.**
  - In 2023, nearly 5 million Canadians picked up a tennis racquet and hit the courts. Tennis is affordable and requires no speciality clothing or footwear, only a racquet and a few balls.
  - A junior tennis racquet costs just \$25 and many beginner programs provide the racquets and balls.
  - When playing a game of doubles, hourly indoor court rental fees average \$10 per player.
- 🕒 **Tennis is accessible.**
  - Tennis is equally open to persons with a disability and is inclusive of all ages and stages of development.
  - 26% of Canada's tennis players were born outside of Canada.
- 🕒 **Tennis is safe.**
  - Compared to other sports, tennis has low levels of injury and concussion.
  - Tennis averages 5.8 injuries per 1,000 athlete exposures. That's 30% lower than soccer (8.2) and ice hockey (7.8).
- 🕒 **Tennis is a sport for life – every age group contributes to the Canadian tennis-playing population.**
  - Tennis players live longer. Regular play can extend life expectancy by 9.7 years.
  - Tennis is one of the best forms of exercise for cardiovascular health and can reduce risk of heart disease by 56%.



**Annex 3 – Milton example of RFP process**



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# Sample Request for Proposals for Tennis Facility Providers

Presented with the Permission of the Town of Milton

## SEASONAL INDOOR TENNIS OPERATOR TERMS OF REFERENCE

### 1.0 PROJECT DESCRIPTION

Established in 1857, the Town of Milton is a municipality located on the western edge of the Greater Toronto Area, within the Region of Halton with a total landmass of 366 square kilometres. Nestled within the Niagara Escarpment, Milton attracts many visitors to the area each year. Milton is in an ideal location in the Western region of the Greater Toronto Area, with substantial access to major transportation corridors. Currently, Milton is experiencing vast residential and industrial growth, and is considered Canada's fastest growing community with a current population of over 100,000 and is expected to grow to approximately 228,000 by 2031.

The Milton community is young, well-educated and growing welcoming an average of almost 2,000 families into new homes per year. The Town's expansion strikes a balance between residential and industrial growth while holding on to Milton's historical charm and roots.

The Milton Tennis Club (MTC) is located at 800 Santa Maria Boulevard on public lands within the Milton Community Park. The facility includes 8 outdoor regulation sized tennis courts complete with lights and an adjacent clubhouse and has a typical operating season commencing in early April and running until November (weather permitting). The MTC is provided year-round access to the facility under agreement with the Town of Milton that includes financial considerations. The club offers affordable and accessible outdoor community tennis programs through a membership model.

The tennis courts are due to be reconstructed in 2018 which presents an opportunity for the introduction of seasonal indoor tennis. An existing grade beam is present under the 5 most southern courts but the viability of this structure for future use is unknown.

The Town of Milton is seeking a private operator to supply, install, operate and maintain an air supported structure to provide winter tennis at the Milton Community Park. The Town is looking for interested proponents to submit proposals that respond to the enclosed Terms of Reference.

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## 2.0 SCOPE OF WORK

### 2.1 Town of Milton

The Town is soliciting Proposals from qualified Proponents for the supply and installation of an air supported structure for indoor tennis at the site of the existing Milton Tennis Club and the operation/finance of the Tennis Facility. The Town's objective is to engage the services of a third-party to deliver indoor tennis for the use of the community, without capital or operating costs to the Town. The Town will be providing the land for the facility at the Milton Tennis Club located within the Milton Community Park, through a lease agreement with the Contractor. The lease agreement will be seasonal and allow the Contractor exclusive access to the site for the yet to be determined indoor season. The Town will consider lease agreements with a minimum length of 20 years. The Milton Tennis Club will maintain a lease agreement to deliver outdoor tennis programs and the length of the annual indoor and outdoor operating periods are to be proposed by the Proponent.

The Town requires that the Proponent to visit the site as they deem necessary. For reference purposes, a map of the proposed site at the Milton Community Park is attached hereto as Schedule "A". The fixed aspects (i.e. grade beam) of the constructed Seasonal Tennis Facility at the Milton Community Park (and any other ancillary features that are constructed) shall become the sole property of the Town upon termination or expiry of any operational agreement. The Proponent may remove its business fixtures and equipment (i.e. dome fabric and associated mechanical equipment) given that the Proponent immediately repair any damages caused by such removal. The Town retains all rights and ownership of naming rights to the park and tennis facility.

### 2.2 Proponent

Responsibilities of the successful Proponent shall include:

- Construction, installation and maintenance of the Seasonal Indoor Tennis Facility at Milton Community Park and the operation/finance of the Tennis Facility
- Seasonal operation of the Tennis Facility (dates TBD) including the annual install, demount and storage of the tennis dome
- Responsible for any capital improvements and ongoing operating and capital costs for the Tennis Facility (including the tennis dome, five (5) tennis courts, and any clubhouse amenities, including washrooms and/or change room facilities, if applicable)
- Obtain and pay for, where applicable, all necessary Town approvals and permits including but not limited to, planning approvals and building permits, and all required Town Department fees at the Proponent's cost
- Executing subsequent agreements (with, and to the satisfaction of, the Town), as required for the design, construction, and operation of the Tennis Facility, and for the lease of the Town's property for the Tennis Facility
- Responsible for all servicing that is required above and beyond what is currently supplied at the current facility (electrical, gas etc.)
- All costs included with assessing the viability of the current grade beam
- All costs associated with installing a new grade beam should the current grade beam need replacing
- Providing an opportunity for public access and community programs for the Tennis Facility
- Paying rent and/or fees to the Town for the use of the land for the Tennis Facility and as part of
- revenues to the Town under the operational agreement
- Maintaining the Tennis Facility at its own cost, to the Town's satisfaction
- Keep the Tennis Facility open for business at a time that is satisfactory to the Town
- Providing a fully accessible Tennis Facility in accordance with the Accessibility for Ontarians with Disabilities Act, 2005

- 
- Provide adult supervision during all hours of operation
  - Provide and maintain, in a location approved by the Town, a waste disposal bin of a type approved by the Town and shall deposit all garbage generated therein by the use of the Tennis Facility, and be responsible for any costs associated with the removal of garbage
  - Provide the Town with the list of proposed fees and tennis court rental charges at least ninety (90) days prior to the commencement of each season for approval, which approval may be withheld if, in the opinion of the Town, said proposed fees and rentals are greater than those prevailing for a similar facility within the Region of Halton or are otherwise not justifiable
  - Make the Tennis Facility available to any resident of the Town who is prepared to pay the rates and/or fees
  - Pay for all utility and operational costs of the Tennis Facility, such as but not limited to electricity, gas, water, and winter maintenance (snow clearing etc.) associated with Santa Maria Blvd beginning at Community Park entrance, parking lots, entrances / exits and sidewalks. All snow clearing activities required by an air supported structure will be the responsibility of the successful proponent.
  - Comply with the Municipal Alcohol Policy as approved by the Council of the Town prior to obtaining a liquor license under the laws of the Province of Ontario, and subsequent to the Contractor obtaining a liquor license, comply with the terms and conditions of that license and the applicable law in respect of the license
  - Comply with all federal, provincial and municipal laws, rules, regulations and bylaws, and the orders and directors of the Region of Halton Police Department or any other department having jurisdiction over such an operation
  - Pay, when due, any taxes (if any) with respect to the operation of the Tennis Facility and the lands on which they are situated

### **3.0 PROJECT SCHEDULE**

A notification of award will be made by August 23 2017. Companies that are confident in their capacity for this type and scale of project within their forecasted annual work program, and with demonstrated experience and capabilities to undertake such a project, should consider submissions of a Proposal.

RFP Issued - July 6, 2017

Site Meeting - July 13th @ 2:00 p.m.

RFP Closing Date - On or before 11:00 a.m. on July 26, 2017

Proponent Interviews - Morning of August 4th

RFP Awarded by August 23, 2017

## **Letters of Support**



**SOBEYS STADIUM**  
1 Shoreham Dr, Suite 100  
Toronto ON M3N 3A6  
T. 416.665.9777

November 14, 2024

Town of The Blue Mountains  
32 Mill Street  
Thornbury,  
Ontario N0H 2P0

**Re: Supplemental Support - Proposed Tennis Facility Development**

Dear Mayor and Council,

Further to our letter of support dated November 4, and in advance of the upcoming deputation to Council, Tennis Canada wishes to provide additional support regarding the proposed tennis facility.

Tennis Canada has identified exceptional potential for The Blue Mountains to establish itself as a premier tennis tournament destination. Our assessment is based on the following key factors:

1. Tournament Facility Gap
  - Ontario faces a critical shortage of tournament-capable indoor facilities
  - Demand significantly exceeds capacity for sanctioned tournament hosting
  - There is an urgent need for high-quality facilities
  
2. Strategic Location Advantages
  - Established tourism infrastructure and expertise
  - Substantial existing accommodation capacity
  - Proven four-season destination appeal
  
3. Facility Requirements
  - **minimum 4** dedicated tennis courts to ensure optimal tournament operations
  - Professional-grade surfaces free from multi-sport markings
  - Year-round indoor facility to enable flexible tournament scheduling
  - Tournament-standard lighting and support amenities
  - Year-round economic benefits through recurring event



**SOBEYS STADIUM**  
1 Shoreham Dr, Suite 100  
Toronto ON M3N 3A6  
T. 416.665.9777

#### 4. Growth Strategy

- Address a gap in Ontario's tennis infrastructure
- Create new pathways for regional tournament development
- Enhance athlete development opportunities in Northern Ontario
- Strengthen The Blue Mountains' position in sport tourism

Sincerely,



Alison Anderson

Manager, Community Projects

Tennis Canada

**Membership & Regional Development Manager**  
**Ontario Tennis Association**  
Toronto, ON  
M3N 3A7  
[achappell@tennisontario.com](mailto:achappell@tennisontario.com)  
416-514-1106



Mayor and Members of Council  
Town of The Blue Mountains  
32 Mill Street  
P.O. Box 310  
Thornbury, ON  
N0H 2P0

Dear the Mayor and Members of Council,

On behalf of the Ontario Tennis Association (OTA), I am writing to express our strong support for the proposed six-court indoor tennis facility in The Blue Mountains. As the provincial sport organization responsible for the growth and development of tennis across Ontario, we see this facility as a crucial addition to our provincial tennis infrastructure.

#### **Strategic Alignment**

The proposed facility addresses several key priorities in our provincial tennis development strategy:

- Addressing the critical shortage of indoor courts in North Central Ontario
- Expanding tournament hosting capabilities outside the GTA
- Supporting year-round player development programs
- Increasing accessibility to tennis in underserved regions

#### **Tournament Potential**

A six-court indoor facility would qualify as an official OTA tournament venue, enabling:

- Provincial Junior Ranking Tournaments
- Ontario Senior Ranking Events
- Adult Ranking Events
- Open Ranking Events
- Progressive Tennis development programs

Subject to agreement with the Club and the Town, we project the possibility of hosting sanctioned tournaments annually.

#### **Player Development Impact**

This facility would serve as a crucial regional training center, supporting:

- Year-round junior development programs
- High-performance training opportunities
- Coach education and certification programs
- School outreach initiatives
- Tennis Canada's progressive tennis pathway

## **Regional Development**

The facility would fill a significant gap in our provincial tennis infrastructure:

- Currently no dedicated year-round indoor facilities within a 56km radius (the nearest being Barrie Winter North Tennis Club)
- Serves a growing population base of over 100,000 in the broader region
- Enables year-round programming currently unavailable in the area
- Creates opportunities for school partnerships and youth engagement
- Supports our mandate to develop tennis across Ontario

## **OTA Commitment**

The OTA commits to supporting this facility through:

- Tournament sanctioning and support
- Coach development programs
- Technical expertise and guidance
- Marketing through our provincial networks
- Integration into our player development pathway

We strongly endorse this project and its planned six-court configuration, which crucially, represents the minimum size needed for effective tournament hosting and programming. This facility would become a vital hub in our provincial tennis network, serving both competitive and recreational players throughout the year.

The OTA views this project as a strategic priority for tennis development in Ontario, and we look forward to supporting its success.

Andrew Chappell

Membership & Regional Development Manager  
Ontario Tennis Association  
1 Shoreham Dr.  
Toronto, ON  
M3N 3A7  
[achappell@tennisontario.com](mailto:achappell@tennisontario.com)  
416-514-1106





# Georgian Bay Community School

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Kevin Wilson, Principal  
Colin Shawyer, Vice-Principal  
Jennifer Gunion, Vice-Principal  
Jacob Gardhouse, Vice-Principal

197799 Grey Rd. 7  
Meaford, Ontario N4L 1W7  
Telephone: (519) 538-1680  
Fax: (519) 370-2920

**November 11, 2024**

**Ryan Gibbons**

Director of Community Services  
Town of The Blue Mountains  
32 Mill Street, PO Box 310  
Thornbury, ON N0H 2P0

**Dear Mr. Gibbons,**


As Principal of Georgian Bay Community School, serving all secondary students in The Blue Mountains, I strongly support the proposed six-court indoor tennis facility.

Our 400+ high school students currently face significant challenges accessing indoor recreational facilities during the winter months. This facility would enable us to:

- **Expand our physical education curriculum year-round**
- **Create competitive school tennis teams**
- **Offer new leadership opportunities through sports programming**
- **Provide structured physical activity throughout our day as well as extra-curricular after school**

The proximity to our school makes this an invaluable opportunity for our students' physical and social development.

Sincerely,



Kevin Wilson  
Principal  
Georgian Bay Community School



# Beaver Valley Community School

---

Julie Phillips, Principal  
Kim Graham, Vice Principal  
Marian Ramos, Office Manager

P.O. Box 340  
189 Bruce St S  
Thornbury, ON N0H 2P0  
Telephone: (519) 599-5991  
Fax: (519) 370-2905

**November 15, 2024**

**Ryan Gibbons**

Director of Community Services  
Town of The Blue Mountains  
32 Mill Street, PO Box 310  
Thornbury, ON N0H 2P0

Dear Mr. Gibbons,

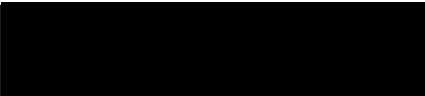
I am writing to express my strong support for Thornbury's proposed indoor tennis facility. As Principal of a K-8 school in our community, I see the invaluable impact of diverse recreational opportunities on students' development, confidence, and overall well-being. An indoor tennis facility would be a welcome addition, enabling students to engage in tennis year-round, regardless of the season or weather.

Currently, our students only have limited exposure to tennis due to the constraints of seasonal outdoor facilities. A year-round facility would allow us to introduce tennis more thoroughly into our physical education curriculum and after-school programs. Tennis offers students a unique blend of physical fitness, mental discipline, and social engagement, all essential to their growth. This facility would provide a structured environment where students can develop new skills, stay active, and engage positively with peers.

Beyond our school, I believe an indoor tennis facility would also benefit the wider community. With the potential for weekend clinics, community events, and family recreational opportunities, this space could quickly become a central hub for community connection and physical activity in Thornbury.

Thank you for considering this proposal, which I believe would greatly enrich both our school's programming and the quality of life for families in our area. Please do not hesitate to reach out if there's any way I can provide further support.

Warm regards,

  
Julie Phillips, Principal  
Beaver Valley Community School  
Thornbury, ON

# Tyrolean Village Resorts 2021 Limited

796455 Grey Rd. 19, Blue Mountains, Ont. L9Y 0N8  
Tel. 705-445-1467, info@tyrolean.com

**November 12, 2024**

Mayor and Members of Council  
Town of The Blue Mountains  
32 Mill Street, PO Box 310  
Thornbury, ON, N0H 2P0

Dear Mayor and Members of Council,

On behalf of Tyrolean Village Resorts, a significant accommodation provider in The Blue Mountains region, I am writing to express my strong support for the proposed 4-court indoor tennis facility. With over 40 years of experience in local tourism and hospitality, I can attest to the many economic and social benefits this facility would bring to our community.

## **Tourism Impact**

The proposed facility would add to the regions year-round recreational offerings and attract new tourists to the area.

- Extended tourist seasons beyond traditional peak periods
- Increased mid-week occupancy through tournament hosting
- Enhanced shoulder season activities for visitors
- Diversified winter activities beyond skiing

## **Tournament Potential**

Based on our experience hosting tennis tournaments in the past, this type of facility could result in the following benefits.

- 8-12 weekend tournaments annually, each bringing 100-150 participants plus families
- Average 2-3 night stays per tournament
- Significant ancillary benefits for local restaurants and attractions
- Mid-week training camps and clinics filling traditional low-occupancy periods

## **Economic Benefits**

- Significant new spending at local accommodation facilities.
- Significant new spending at Restaurant, Retail and attraction venues.
- Employment opportunities in hospitality and service sectors.
- Additional facilities to attract corporate retreats and team-building events

## **Regional Competitiveness**

This facility would significantly enhance our region's appeal:

- Year-round recreational offering
- Unique indoor sports facility
- Competitive advantage for attracting sports tourism
- Strengthened position as a four-season destination

# Tyrolean Village Resorts 2021 Limited

796455 Grey Rd. 19, Blue Mountains, Ont. L9Y 0N8  
Tel. 705-445-1467, info@tyrolean.com


## Development Alignment

The facility aligns perfectly with our region's development goals:

- Four-season tourism strategy
- Supports improved health and wellness of our residents
- High-end sports and recreation facilities
- Family-oriented activities
- Active lifestyle amenities
- Improved visitor experiences

As a business owner deeply invested in this community's success, I strongly endorse this project. A facility of this calibre would not only enhance our tourism infrastructure but would also contribute to the overall wellbeing and health of the local resident community.

Sincerely,

  
Denis Martinek, Director  
Tyrolean Village Resorts 2021 Limited



The Mayor and Members of Council  
Town of The Blue Mountains  
32 Mill Street  
P.O. Box 310  
Thornbury, ON  
N0H 2P0

**Nov 8, 2024**

**Dear Mayor and Members of Council,**

As a former Canadian tennis professional and Olympic gold medalist, I am writing to express my support for the proposed indoor tennis facility in The Blue Mountains.

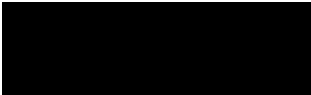
Throughout my career, I've seen firsthand how access to quality indoor facilities can transform communities and create opportunities for players of all ages. Having represented Canada for over two decades, I understand the critical shortage of year-round tennis facilities in Ontario, particularly outside major urban centres.

The proposal for a six-court indoor facility would fill a significant gap in the region. Year-round access to tennis isn't just about developing elite players – it's about providing communities with opportunities for recreation, fitness, and social connection throughout the Canadian winter.

During my playing career, I witnessed the growth of tennis in Canada from a summer-only sport to a year-round activity, but we still lag behind other nations in indoor court accessibility. Every new facility brings us closer to meeting the growing demand for year-round tennis.

I encourage the Town to support this initiative, which will benefit residents of all ages and skill levels while contributing to the continued growth of tennis in Ontario.

**Best regards,**



Daniel Nestor  
Olympic Gold Medalist  
8-Time Grand Slam Champion  
Member of the Order of Canada

**November 12, 2024**

Mayor and Members of Council  
Town of The Blue Mountains  
32 Mill Street, PO Box 310  
Thornbury, ON  
N0H 2P0

**Dear Mayor and Members of Council,**

On behalf of Regional Tourism Organization 7 (RT07), a tourism organization that supports tourism stakeholders and industry in Bruce, Grey, and Simcoe counties, I am writing to express our support in principle for the proposed six-court indoor tennis facility in The Blue Mountains, provided it aligns with the long-term needs of the traveling public and contributes meaningfully to the sustainability of the region.

A facility of this nature could play a valuable role in enhancing year-round tourism options that are balanced across economic, environmental, and social dimensions, supporting The Blue Mountains' position as a destination that prioritizes sustainable tourism. Such a development may offer key benefits aligned with these objectives, such as:

- Enhancing visitor experiences during shoulder and winter seasons
- Contributing to a diversified mix of recreation options
- Providing infrastructure that supports sustainable, year-round tourism employment

This facility could address a current gap in the sports infrastructure, with the potential to attract moderate, seasonal tourism activity. Projected impacts, based on similar facilities, include:

- Incremental room nights during tournaments and training events
- Increased visitor spending in local businesses
- Employment opportunities related to sports tourism, aligned with regional sustainability goals

This facility could also complement existing tourism assets by:

- Adding alternative winter activity options that meet visitor needs
- Creating possibilities for sports training and community engagement
- Bringing new visitor segments to the area, while fostering a balanced approach to tourism growth

While we support the concept, we encourage a development approach that ensures the facility complements the regional and municipal tourism strategy by balancing economic, environmental, and social considerations for long-term sustainability.

**Sincerely,**



Kim Clarke  
Manager, Stakeholder Relations  
Regional Tourism Organization 7  
kclarke@rto7.ca  
519-379-2506

**Regional Chair – North Central Region**

Ontario Tennis Association  
Toronto, ON  
M3N 3A7  
aprasad@tennisontario.com

Nov 12<sup>th</sup>, 2024

Members of Council  
Town of The Blue Mountains  
32 Mill Street, PO Box 310  
Thornbury, ON N0H 2P0

**Re: Proposed new indoor tennis facility at The Blue Mountains**

Dear Council,

As Regional Chair for North Central at the Ontario Tennis Association (OTA), I am writing to express my strong support for the proposed six-court indoor tennis facility in The Blue Mountains.

From a regional development perspective, this facility would fill a critical gap in our tennis infrastructure. Currently, there are no indoor courts between Barrie and Sudbury, severely limiting year-round tennis participation in the region. A six-court indoor facility would:

- Create a new regional tennis hub for Northern and Central Ontario
- Enable year-round player development programs
- Support the growth of school tennis programs
- Host regional tournaments and leagues
- Develop coaching expertise in the region

Based on my experience overseeing tennis development in North Central Ontario, I can confirm that:

- Existing facilities are operating at capacity
- There is strong demand for winter programming
- Regional tournaments require facilities of this size
- Player development is hindered by lack of year-round access

The six-court configuration is crucial for:

- Running multiple programs simultaneously

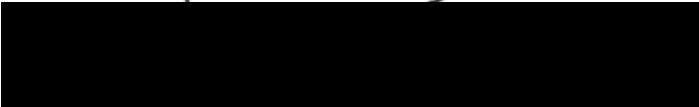


- Hosting sanctioned tournaments
- Developing competitive players
- Supporting recreational programming

This facility would become a vital part of our regional tennis development strategy, supporting both competitive and recreational players throughout the year.

I strongly endorse this initiative and its potential to enhance tennis development across our region.

Sincerely,



Arun Prasad  
Regional Chair, North Central  
Ontario Tennis Association

cc: Georgian Bay Racquets Initiative

October

Mayor and Members of Council  
Town of The Blue Mountains  
32 Mill Street, PO Box 310  
Thornbury, ON N0H 2P0

Dear Members of Council,

As a senior world champion tennis player and long-time resident of The Blue Mountains area, I am writing to express my strong support for the proposed 4-court indoor tennis facility. Having won two senior world championship tennis titles and represented Canada's over-80s team internationally, I bring both competitive experience and a deep understanding of what makes a successful tennis community.

My tennis journey spans more than 70 years, taking me to competitions across Canada and around the world. This extensive experience has shown me that our region currently exists as a 'black hole' for tennis development. While we have beautiful summers, the lack of proper indoor facilities severely limits year-round play. The current situation at Monterra tennis courts illustrates this problem perfectly—the courts are not dedicated to tennis, with conferences often taking precedence, and the surfaces being used for non-tennis events. This mixed-use approach simply doesn't work for developing a proper tennis community.

What we need is a dedicated tennis facility that:

- Operates year-round with proper court surfaces
- Focuses solely on tennis programming and development
- Provides consistent access for players of all ages
- Enables regular practice and play during winter months
- Creates opportunities for both recreational and competitive play

As someone who has competed at the highest levels of senior tennis, I can attest that successful tennis communities require:

- Dedicated facilities with proper maintenance
- Year-round access regardless of weather
- Professional programming and instruction
- A social atmosphere that builds community
- Opportunities for players to develop and improve

The proposed 4-court indoor facility would transform our region's tennis landscape. It would provide the dedicated space and focused programming that our community desperately needs, particularly during our long winter months.

My own journey in competitive tennis demonstrates that age is no barrier in this sport—but lack of proper facilities is. Year-round tennis offers crucial benefits for all ages:

- Regular physical activity
- Social connection
- Mental stimulation
- Competitive opportunities
- Health maintenance

I strongly endorse this initiative and urge Council to support this vital addition to our community's recreational infrastructure. As a world champion in senior tennis, I can confidently say that this facility would be transformative for our community's tennis future.

Sincerely,



Muffie Grieve  
Senior World Championship Tennis Title Holder  
Team Canada Over-80s Representative

**Dr Tawfik & Associates**

Fax: (647) 417-7176  
Phone: (647) 556-2435  
E-mail: hello@drtawfik.ca  
Address: Marsden Wellness  
Centre, 3-450 Hume St,  
Collingwood, ON  
L9Y 1W6

**Date:** Nov 13, 2024

Members of Council  
Town of The Blue Mountains  
32 Mill Street, PO Box 310  
Thornbury, ON  
N0H 2P0

**Dear Members of Council,**

As a family physician practicing in The Blue Mountains (CPSO #116992), I am writing to express my strong support for the proposed indoor tennis facility. From a public health perspective, the benefits of such a facility would be substantial and far-reaching for our community.

Research consistently demonstrates the exceptional health benefits of tennis. A comprehensive 25-year study published in the *Mayo Clinic Proceedings* found that tennis players lived an average of 9.7 years longer than sedentary individuals—significantly outperforming other sports including cycling (3.7 years), swimming (3.4 years), and jogging (3.2 years).<sup>1</sup>

Tennis is particularly valuable as a lifelong sport that promotes both physical and mental health. The *British Journal of Sports Medicine* reported that racquet sports participants showed a 47% lower risk of all-cause mortality and a 56% lower risk of cardiovascular disease mortality compared to non-participants.<sup>2</sup> This is especially significant given that cardiovascular disease remains a leading cause of death in Canada.

The sport's combination of aerobic exercise, agility, balance, and social interaction makes it uniquely beneficial for all age groups. For our senior population, regular tennis has been shown to improve bone density, reduce the risk of falls, and maintain cognitive function.<sup>3</sup> For our youth, tennis develops motor skills, hand-eye coordination, and social skills while establishing lifelong healthy habits.

However, our community currently lacks year-round access to this valuable form of exercise. During our long winters, many of my patients, particularly seniors, become significantly less active. A year-round facility would allow continuous engagement in physical activity, crucial for

maintaining health benefits and preventing the deconditioning that often occurs during winter months.

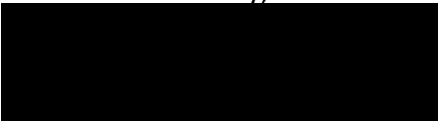
The proposed facility would also address several key public health priorities:

- Promoting active aging in our significant senior population
- Combating sedentary lifestyle-related health issues
- Providing safe, non-contact physical activity options
- Supporting mental health through social interaction and exercise
- Enabling consistent year-round physical activity

From a preventive health perspective, the return on investment would be substantial. Studies indicate that every dollar invested in physical activity can save up to three dollars in healthcare costs.<sup>4</sup>

I strongly encourage Council to support this initiative, which would make a meaningful contribution to the health and wellness of our community members across all age groups.

Sincerely,



Dr. Rasha Tawfik, MD  
Family Physician  
CPSO #116992

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**Footnotes:**

<sup>1</sup> Schnohr, P., et al. (2018). "Various Leisure-Time Physical Activities Associated with Widely Divergent Life Expectancies: The Copenhagen City Heart Study." *Mayo Clinic Proceedings*, 93(12), 1775-1785.

<sup>2</sup> Oja, P., et al. (2017). "Associations of specific types of sports and exercise with all-cause and cardiovascular-disease mortality: a cohort study of 80,306 British adults." *British Journal of Sports Medicine*, 51(10), 812-817.

<sup>3</sup> Groppe, J., DiNubile, N. (2009). "Tennis: For the health of it!" *The Physician and Sportsmedicine*, 37(2), 40-50.

<sup>4</sup> WHO *Global status report on physical activity 2022*. Geneva: World Health Organization; 2022.

Nov 9, 2024

Mayor and Members of Council  
Town of The Blue Mountains  
32 Mill Street,  
PO Box 310  
Thornbury, ON  
N0H 2P0

Dear The Mayor and Members of Council,

**Subject: Support from Local OTA Certified Tennis Professionals for Proposed Indoor Tennis Facility**

As certified tennis professionals serving the South Georgian Bay area, we are writing to express our strong support for the proposed 4-6 court indoor tennis facility in The Blue Mountains. With our combined experience of over 75 years in tennis instruction and facility operations, we can attest to both the pressing need for this facility and its tremendous potential impact on our community.

Technical Requirements and Facility Operations

From an operational perspective, 4-6 indoor courts represent the optimal configuration for a community tennis facility:

- **Tournament Capacity:** 4-6 courts meet Tennis Canada's minimum requirements for hosting sanctioned tournaments, which would bring significant sporting events and associated economic benefits to our region.
- **Programming Flexibility:** This configuration allows simultaneous operation of multiple programs:
  - Two courts for lessons/clinics
  - Two courts for recreational play
  - Two courts for competitive matches or specialized programs
- **Operational Efficiency:** 4-6 courts provide the economy of scale needed to maintain affordable court fees while ensuring facility sustainability.

Current Market Gap

The nearest indoor tennis facility is over 75 km away, creating significant barriers for:

- Year-round player development

- School programs and youth engagement
- Senior winter activities
- Competitive training opportunities

We currently maintain waiting lists for lessons and programs during the limited outdoor season, demonstrating substantial unmet demand. A dedicated indoor facility would allow us to:

- Expand youth development programs from 3 months to 12 months annually
- Implement comprehensive school outreach programs
- Develop high-performance training programs
- Offer senior-specific programming throughout the winter

### Community Impact

Based on our experience, we project that a 4-6 court indoor facility would serve:

- 400+ youth players annually through lessons and camps
- 300+ adult players through organized programs
- 150+ seniors through dedicated daytime programs
- Multiple school physical education programs
- Regional tournament participants

### Economic Considerations

A facility of this scale would create sustainable employment for:

- 4-6 full-time tennis professionals
- 8-10 part-time instructors
- Support staff for facility operations
- Youth employment opportunities

The year-round operation would also support:

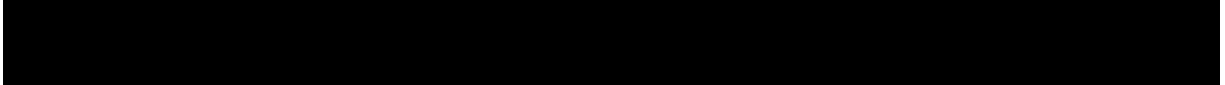
- Professional development opportunities for local athletes
- Tourism through tournaments and events
- Extended-season programming for seasonal residents

From our collective experience operating tennis facilities and programs, we can confidently state that a 4-6 court indoor facility represents the minimum viable scale for:

- Sustainable operations
- Comprehensive programming
- Tournament hosting
- Community impact

We strongly encourage the Town to proceed with this enhanced vision for a 4-6 court indoor tennis facility. This infrastructure investment would position The Blue Mountains as a tennis destination in Ontario and create a valuable year-round asset for our growing community.

Sincerely,



*Tom Kern*

*John Long*

*Margot Allan*

*Corinne Blythe*

OTA Certified Tennis

Professionals cc: Georgian Bay

Racquets Initiative



**November 19, 2024**

**Members of Council & Staff**

Town of The Blue Mountains  
32 Mill Street, PO Box  
310 Thornbury, ON N0H  
2P0

Dear Council & Staff,

As a long-standing community member and someone Council will know is deeply passionate about the sustainable success of The Blue Mountains, I am writing to express my strong personal support for the proposed indoor community tennis facility.

For well over a decade, I have been involved with several groups of experienced tennis professionals and players seeking to establish a year-round, indoor tennis facility that could meet the tremendous demand that exists across the southern Georgian Bay area. Unfortunately, most of these past initiatives have been focused on constructing a private facility rather than a community-oriented facility such as that proposed by the Georgian Bay Community Racquets Centre (GBRC).

I have had the opportunity to review and, to a small degree, contribute to the GBRC proposal. In so doing, I have attempted to combine my 30+ years of business and leadership experience with my knowledge of the tennis industry and market and my passion to see our community invest in assets that will bring community benefit and enduring value. I am very excited by the GBRC (i) team and its research, (ii) its proposal and (iii) the potential community benefits.

**Team & Research** – The GBRC team is led by Kev Rostami who has trained as a lawyer, understands business and is a true student of the game of tennis. He has assembled an advisory team that includes not only solid business acumen but some of the most respected tennis leaders in the country – individuals who have built tennis clubs from scratch and developed programming that has positively impacted thousands of kids, teens, adults and seniors. Moreover, these are well-known and respected members of our local racquet community, with a genuine commitment to enhancing recreational opportunities for all. And, where other groups have relied on anecdotal market research, the GBRC team has accumulated highly relevant, quantifiable and valuable data supporting the demand for a proper indoor tennis facility.

**The GBRC Proposal** has not only been thoroughly researched, it also shows a strong attention to detail, a huge factor in de-risking a project of this magnitude. The three key aspects of this proposal – size, year round availability and, most of all,

programming combine synergistically to differentiate this proposal and make it of such unique value to the community.

Finally, the proposed financial structure places a minimal demand on public funds in particular when considered relative to the returns and community benefit.

**Community & Economic Benefit** – The GBRC proposal would bring

- a differentiated and much needed asset to TBM and southern Georgian Bay area that would add to our four-season appeal and recreational reputation
- an open and affordable facility with programming that would appeal to virtually every stakeholder group in our community from schoolchildren to seniors; from high performance juniors to brand new players
- a major economic development opportunity with a new sport tourism asset which would draw tournaments and other tennis tourism with all the associated revenue inflow to local accommodations, restaurants and other service providers
- sustainable employment opportunities through year-round programming and facility management

It is worth noting that the economic development factor is well supported by Tennis Canada and the Ontario Tennis Association. The latter has indicated that a major market gap exists in southern Ontario for facilities that have 4 or more indoor courts with facilities capable of running sanctioned tournaments. The ability to host tournaments would bring significant visitor spending to our local economy including the opportunity to focus on shoulder seasons when hospitality demand is critically low.

The Blue Mountains is all about community health, well-being and recreation. It is also paramount that we create new economic development opportunities. This proposal serves both purposes. Thank you for your careful consideration of the GBRC proposal. Let's work together, as a community, to make this happen.

Sincerely,

A solid black rectangular box used to redact the signature of Bruce Harbinson.

**Bruce Harbinson**

Resident of The Town of The Blue Mountains

November 19, 2024  
Members of Council  
Town of The Blue Mountains  
32 Mill Street, PO Box 310  
Thornbury, ON N0H 2P0

Dear Members of Council,

As a Coach 4 and former National Coach at Tennis Canada, I have dedicated over 11 years to developing tennis in Canada, working with juniors from the grassroots level to world-class players. I am writing to express my full support for the proposed indoor tennis facility in The Blue Mountains.

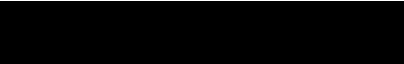
Throughout my career, I have witnessed how access to quality indoor facilities can transform communities by providing opportunities for athletes of all ages and skill levels. In a country like Canada, with its long winters, year-round facilities are essential for maintaining active lifestyles and developing talent.

The proposed 4-court indoor facility would bring significant benefits to the community, including:

- Youth development and talent nurturing: Enabling young players to train consistently and pursue their tennis dreams.
- Community health and wellness: Encouraging residents to stay active and healthy.
- Active living during winter months: Offering recreation and fitness opportunities regardless of the season.
- Social connection through sport: Creating a welcoming space for community engagement.
- Competitive player development: Supporting players striving for national and international success.

The growing success of Canadian players on the international stage has sparked a renewed passion for tennis across the country. However, the shortage of indoor facilities continues to limit opportunities. This proposed facility would be a major step forward in addressing this gap and fostering the growth of tennis in Canada.

I strongly encourage the Town of The Blue Mountains to support this initiative, which will enhance the quality of life for residents while contributing to the development of tennis at all levels.

  
Best regards,

Bogdan Grygorenko

Coach 4, Former National Coach at Tennis Canada