

City of Costa Mesa
Tennis Concession Survey
Feb-05

	Costa Mesa	Newport Beach	Downey	Torrance	Orange	Mission Viejo	La Palma	Santa Barbara	Yorba Linda
How Many Tennis Courts?	12	20	12	8	10	13 (in 2 centers)	2	26 (in 3 centers)	7
How Long has City Operated/Concession Operated?	City owned for over 30 years and concession operated for many years.	City controls courts but contracts with instructors	Not Stated	City owned for over 25 years. Concession agreement since 1995	City owned	Before City was incorporated, courts were part of Mission Viejo Company. With incorporation, courts became part of City	Not Stated	Built for City in 1924 and 1960	City owns. No dates provided
How is Revenue Discussed in the Agreement?	City receives \$1,000 or 10% of the gross amount received from court rental use and 5% of the gross amount from pro shop sales.	City provides lessons and also contracts with instructors. 65/35 split with City getting 35%	70/30 split with City getting 30%	\$2,500 per month or 15% of gross, whichever is greater	No concession. Public can reserve for \$15 per hour	No concession agreement. City contracts with instructors	Contract Instructors	Contract Instructors with 70/30 split with City getting 30%	None. City programs courts
Is there a Snack Bar/Food Concession?	No	No	Some concession sales, no formal concession stand	No	No	Small concession area	Not Stated	No	Not Stated
Total Annual Revenue?	Approximately \$23,000	\$68,000 (with most going to contract instructors).	Minimal (Amount not stated)	\$36,000	Amount not stated	\$285,000 (but most goes to pay contract instructors. % split not provided)	Not Stated	\$160,000 (with most going to pay contract instructors)	Not Stated
Any Significant Changes?	No	No	City recently lit and resurfaced courts	No	No	Slow increase in activity	No	Raised fees last year	Not Stated
Who is Responsible for Court/Net/Windscreen Maintenance?	Concessionaire	City	Not Stated	City	City	City	Not Stated	City	Not Stated
Who is Responsible for Resurfacing of Courts?	Proposed for Concessionaire	City	Not Stated	City	City	City	Not Stated	City	Not Stated
Lights & Utilities?	City, except telephone	City	Not Stated	Concession pays electricity	City	City	Not Stated	City	Not Stated
Is there a CIP Fund?	No	No	Not Stated	No	No	Yes: Facility Replacement Fund	Not Stated	Yes, for resurfacing and windscreens	
Comments:		No specific Tennis Center, all courts are in parks. 4 courts are lit	City programs 8 courts, and 4 are open for public use						