



Dear Tennis players,

The Cougar Dome, in discussing the fee structure with members and reviewing their input, recognize some confusion related to the re-organization of the original cost structure. This re-organization of the fee structure is designed to give more options to our tennis enthusiasts from the ones who want to play on a regular basis to the ones who play from time to time. The intent is to encourage more tennis use at the dome, particularly during non-primetime hours. It is also intended for this non-profit society to be able to cover the cost of heat, lights and staff. We have been relying on charitable donations up until now to pay these costs, but donations are at an end. I think it is recognized by all that playing tennis during the cold winter months in new facility carries additional costs to playing outdoors during the warm weather and that growing our tennis community will bring down the cost for all. The following offers were intended to soften the impact of increased prices while continuing to grow the tennis component of the Dome operations.

To assist everyone, we would like to compare the new offers with the old ones, and provide the most affordable options available moving forward.

Please don't hesitate to contact the Cougar Dome Administration to help you choose the best options according to your habit of play.

### **Case No 1 : I was a Tennis Punch card user before April 2016**

OLD OFFER - PUNCH CARDS: \$120.00 + HST (play singles for 11 hours at \$10.91 + HST per hour)

These will no longer be offered. The following offers are designed as affordable options for those who used Punch Cards in the past.

### **NEW OPTIONS AVAILABLE**

1. PLAYER 40 - Annual Plan = \$432.00 + HST (PAID MONTHLY AT \$36.00 + HST) **Note** – For example, if you consider the indoor season at 6 months (24 weeks), Player 40 cards will provide ~ 1.7 hours of singles or 3.4 hours of doubles per week at a cost of \$10.80 and \$5.40/hr + HST respectively.

What happens if I use all my hours before the end of the expiration of my membership?

You can buy discounted price additional hours:

Singles : \$9.35 + HST ea. per hour

or

Doubles : \$4.68 + HST ea. per hour

2. PAY PER PLAY OPTIONS - ANNUAL COST \$79.00 + HST (non-prime time) OR \$159.00 + HST (non-prime time and prime time)

This option is designed to allow those who wish to play with reduced court fees of \$11.00 for singles or \$5.50/hr + HST doubles during non-prime time hours and \$13.00 and \$6.50/hr + HST during prime time.

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**Case No 2 : I was playing half year with a Cougar Dome Player Card**

OLD OFFER - COUGAR DOME PLAYER CARDS: \$499.00 + HST (essentially a half year membership with unlimited play)

NEW OPTIONS AVAILABLE

1. PLAYER 40 (see above note)

2. PLAYER 70 - ANNUAL PLAN = \$588.00 (PAID MONTHLY AT \$49.00 + HST) **Note** – For example, if you consider the indoor season at 6 months (24 weeks), Player 70 cards will provide ~ 3 hours of singles or 6 hours of doubles per week at a cost of \$8.40 and \$4.20/hr + HST respectively.

What happens if I use all my hours before the end of the expiration of my membership?

You can buy discounted price additional hours:

Singles : \$9.35 + HST ea. per hour

or

Doubles : \$4.68 + HST ea. per hour

**Case No 3 – I was playing with an annual PREFERRED PLAYER CARD**

OLD OFFER - PREFERRED PLAYER CARD: \$730.00 + HST or COUPLES AT \$1299.00 + HST (12 month membership with unlimited play)

NEW OPTIONS

1. PLAYER 70 - (see above note)

2. PLAYER 120 - ANNUAL PLAN \$828.00 + HST (PAID MONTHLY AT \$69.00 + HST) **Note** – For example, 5 hours of singles or 10 hours of doubles at a cost of \$6.90 and \$3.45/hr + HST respectively based over a 6 month season.

What happens if I use all my hours before the end of the expiration of my membership?

You can buy discounted price additional hours:

Singles : \$9.35 + HST ea. per hour

or

Doubles : \$4.68 + HST ea. per hour

3. Couples - add \$199.00 + HST to the monthly rate and share the hours.

4. JUNIOR MEMBERSHIPS \$336.00 + HST (paid monthly at \$28.00 + HST) We are pleased to offer this unlimited play option to encourage more junior players.

5. SENIORS 60 YEARS AND OLDER RECEIVE A 15% DISCOUNT ON PLAYER CARD PURCHASES

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The Cougar Dome is open for all user and potential user feedback as we strive to please current users and grow tennis at the Dome. We have been very fortunate to be able to provide such a well received tennis facility and service to an underserved community and truly cherish the participation and effort by all of our members and volunteers. We have been attempting since our very beginning to find a pricing strategy that would allow the most usage by both the new and long standing tennis enthusiasts. Unfortunately, our past efforts have not succeeded to the extent necessary to make the Cougar Dome self-sufficient and we cannot continue along this path.

This new pricing menu will allow us to move forward, without significant increases, and still provide users within incredible value in winter tennis use. Studies show that our new pricing offerings are almost 40% less expensive than any other comparable facility in Canada and provides our members with perhaps one of the best winter court usage experiences for the money anywhere in North America.

We welcome your feedback and are open to discuss these changes with you at anytime .....