

# LTA PADEL

## 2022 GUIDANCE SHEET FOR VENUES

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# VISION & STRATEGY

The LTA's vision "Tennis Opened UP" is about making tennis more accessible. It's about breaking barriers to entry and growing the game of tennis. One of the LTA's key strategies is to find **new ways to grow participation**, and padel is an innovative format of tennis that's fun, flexible and easy to play.

**We believe that padel will reduce attrition from tennis and create an easier route for new players into the game of tennis.**

*For more information please see the [Padel Development Plan](#).*



The LTA is the governing body  
for padel in Great Britain.  
**Since 2019**

# GETTING STARTED



## WHERE CAN I PLAY?

There are padel courts across the country, mainly located within tennis clubs, leisure centres and local parks.

Padel will be incorporated into LTA Rally by 2023.



## WHAT ARE THE RULES?

Padel scoring is the same as tennis. The ball must bounce on the ground before it hits any of the surrounding walls, however players can volley and smash the ball. The lines are only used for the serve and then the ball can land anywhere in the court.

## WHAT EQUIPMENT DO I NEED?

You will need padel bats and padel balls which have slightly less pressure than the traditional tennis ball. This equipment is usually available to hire at padel venues.



# KEY CHARACTERISTICS

## EASY TO PICK UP

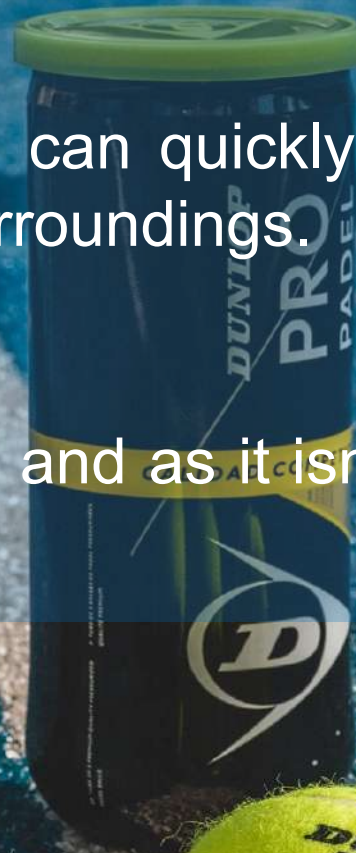
Padel is seen as an innovative format of tennis that's easier to pick up at the beginner & intermediate level.

## FUN & DYNAMIC

With limited racquet skills players can quickly engage in fun and dynamic rallies, incorporating the court's surroundings.

## FRIENDLY & SOCIAL

Padel is always played in doubles and as it isn't power dominant, it's social and great for the entire family.





# KEY MESSAGING FOR VENUES

Image: Tennis World Middlesbrough



## 1. MAXIMISE SPACE

*Two to three padel courts can fit in the same space as one full-sized tennis court (may need to include some of the surrounding space). Alternatively there's the opportunity for venues to maximise derelict space.*

## 2. RETAIN & ATTRACT NEW AUDIENCES

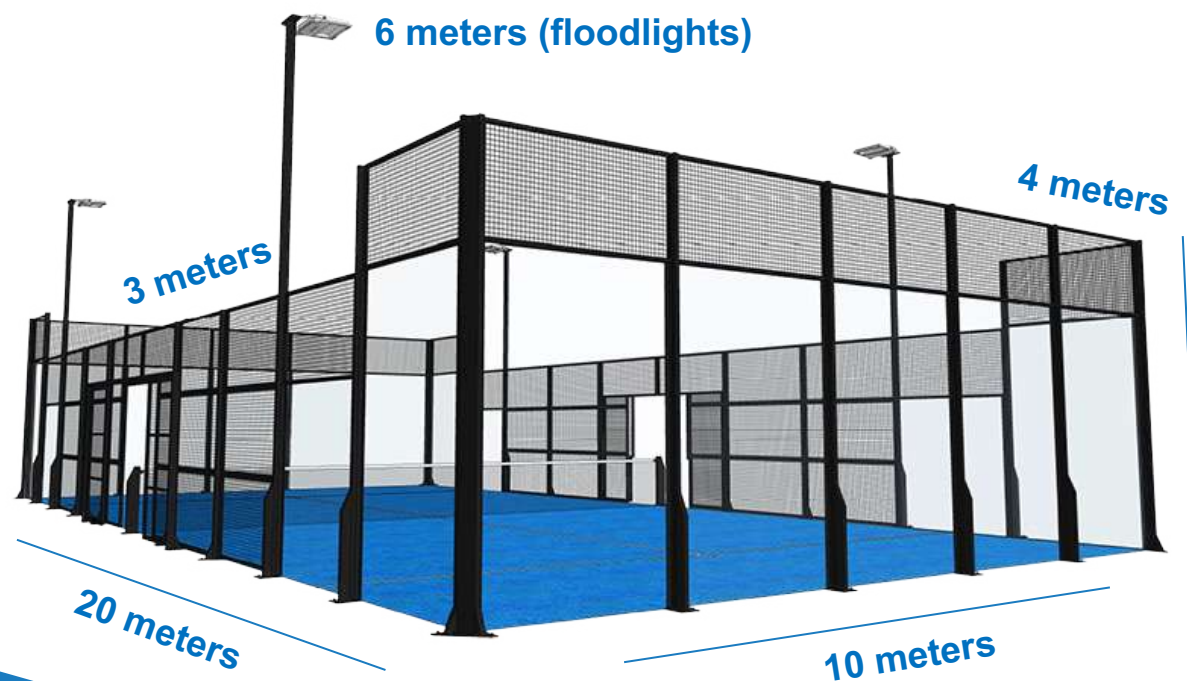
*Venues can retain their existing membership base with new facility offerings. The introduction of padel can also attract new audiences (a non-traditional tennis audience).*

## 3. FINANCIAL WELFARE

*Padel can provide a new revenue stream to venues, typically through a pay-and-play model. Remember court bookings are always for always 4-players, which can also enhance F&B sales.*

# PADEL COURT GUIDANCE SHEET

- ❖ A padel court is a unit and incorporates; **structure, astroturf, glass panels, gates, and floodlights.**
- ❖ Additional costs include **installation** and **groundworks** (cost can fluctuate per site).
- ❖ **Discounts** can be achieved when purchasing more than one padel court.
- ❖ We recommend that all courts are built in line with the **LTA guidance note** ([www.lta.org.uk](http://www.lta.org.uk)).
- ❖ **The LTA do not recommend the companies below** and advise venues to undertake their own due diligence and financial checks on suppliers before selecting a contractor.



## PADEL COURT INSTALLERS

The LTA recommends contacting SAPCA for an approved list of padel courts suppliers & installers. You can also refer to the LTA's guidance notes which provides an outline of minimum standards.

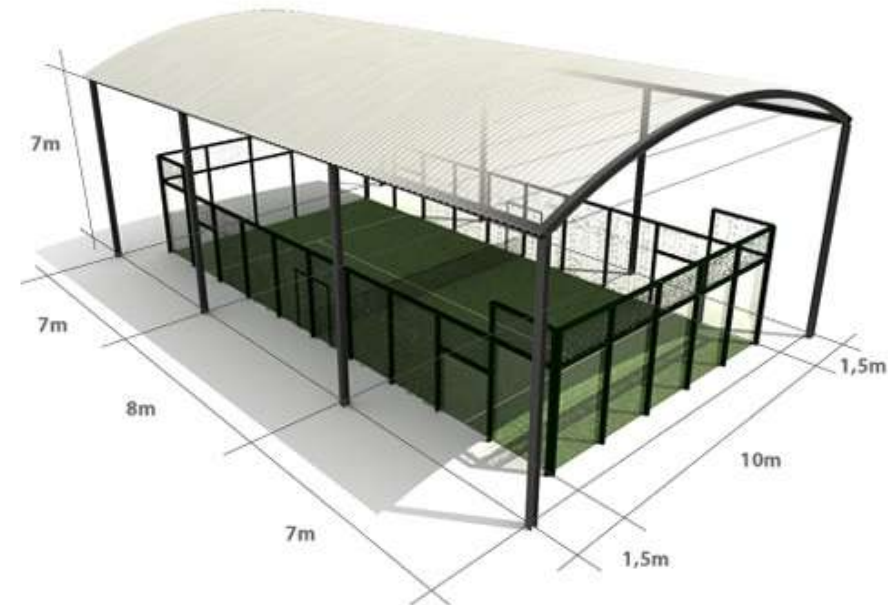
## GATE ACCESS & COURT BOOKINGS





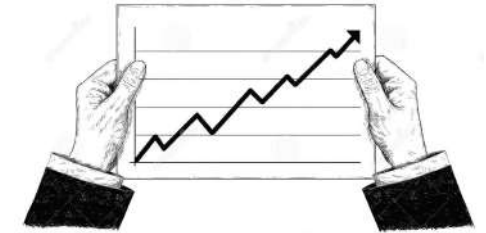
# COVERING COURTS WITH A CANOPY

- ❖ A variety of canopy solutions are available for padel.
- ❖ Canopy covers can be **personalised** for each site (design, shape, colour).
- ❖ They can **incorporate drop panels** at the back/s and/or sides for greater protection.
- ❖ Venues can achieve an **annual revenue stream** through pay-and-play court bookings.



# FACTS & FIGURES

- ✓ Potential for annual revenue stream (if covered)
- ✓ Pricing for 4 players (always played in doubles)
- ✓ A padel court is a tangible asset



## PLANNING PERMISSION IS REQUIRED FOR:

- ❖ Installation of padel courts
- ❖ *Lighting (floodlights)*
- ❖ *Sound (acoustics)*
- ❖ *Canopy covers*

## EXAMPLE

**Venue:** 1 covered padel court  
**Model:** Pay-and-play **Season:** Annual  
**Court Bookings:** £20/hour (£5/person)  
**Forecast:** 4 bookings per day = £80/day  
(or £24k per annum at 300/days)

## RECOMMENDED BUDGETS

Padel Court: £25k per court (estimate)  
Installation: £3-6k per court (estimate)  
Groundworks: £25k (dependent on site)  
Canopy: £50k per court (estimate)

- THE ABOVE COSTING ARE ONLY A GUIDELINE
- COSTINGS WILL VARY SIGNICANTLY PER SITE
- COSTS WILL BE SUBJECT TO VAT



# FUNDING OPTIONS

- 1) Tennis venues looking to add padel courts can access the **LTA Quick-Access loan** for amounts up to £250k.
- 2) Option to **finance the purchase** of padel courts with a padel court provider.
- 3) Partnerships with **external padel operators** seeking opportunities throughout Great Britain.

# PADEL AT THE NTC

Enquiries: [ntc@lta.org.uk](mailto:ntc@lta.org.uk)

In 2020, three top of the range padel courts were installed at the NTC. Here we will showcase our vision, host courses, tournaments, and events.

Any venues interested in installing padel courts can **visit the NTC** and **book a taster session** with our resident pro.







## I would like some more information. What should I do first?

We recommend viewing our padel page: [www.lta.org.uk/padel](http://www.lta.org.uk/padel)

### Do the LTA recommend padel courts to be covered?

In short, the answer is yes as it provides an annual pay-and-play revenue stream for the venue. See page 8 for more info.

### What are the benefits of padel for a venue? See page 5

### How much does a padel court cost and what budget should I have? See page 8

### What funding options are available? Yes. See page 9

### Is padel officially recognised in the UK? Yes, as part of our integration phase padel was officially recognised by Sport England, Scotland, and Wales in 2020 as a discipline of tennis.

### What's the business model; what kind of revenue might we expect? See page 8

### Is there a Coaching Pathway? Yes, the Padel Coaching Pathway is separate to tennis and the first Padel Instructor course will launch in 2022.

### Where can we try padel? Venues are welcome to arrange trips to the NTC. See page 10

### How many padel courts do we need to host official competitions? As of 2020:

- ✓ **1-court** to enter a team into the National Padel League
- ✓ **2-courts** to host a Grade 3 tournament
- ✓ **2-covered courts** to host a Grade 2 tournament
- ✓ **3-covered courts** to host a Grade 1 tournament