

Memorandum of Understanding between the SSPA and the Conways

To incorporate a fair and equitable working relationship between the SSPA and the Tennis Center Concessionaires, the Conways, we are signing this Memorandum of Understanding.

1. The Concessionaires will take over daily operations of Open Play Pickleball and other activities such as drills, leagues, ladders, lessons, etc. as of May 15, 2018.
2. Concessionaires will set fees for many organized activities such as unreduced Open Play (at minimum, same 4 sessions weekly, or as adjusted in collaboration with SSPA). There will be an Open Play discount for SSPA Members; Outdoor rates different from indoor; 90-day transition period granted by Concessionaires for SSPA Punch Card Holders. Registration by Online, at desk or by phone. (See chart of comparison for regular Routt County players vs discounted rates for SSPA when courts are rented for private play). (NB)
3. Concessionaires will provide the taping and have a coordinator on court to help with Open Play (NB)
4. Concessionaires will offer SSPA ½ price courts for special fundraising events such as Guest Pro Clinics, Tournaments, Socials, etc. (NB)
5. Concessionaires could offer to accept SSPA membership payments at the front desk (as we do for the STA..STA has seen an increase in memberships since doing this starting a year ago) (NB)
6. Concessionaires will offer a medallion for outdoor Pickleball with a 10% discount for SSPA members. (Works just like a ski pass). (NB)
7. SSPA will be promoted at the Tennis Center as the local Pickleball Organization.
8. SSPA will have more time create special fundraising events that should be more profitable.
9. Concessionaires take responsibility for communications and marketing for Open Play and other events. SSPA.CLUB may link to TC site for schedule, clinics, tournaments, etc.
10. SSPA can now concentrate on promotional, bigger picture activities such as the building expansion, youth programs, grant writing, etc.
11. SSPA will be encouraged to work with Concessionaires to create a positive and exciting campaign for this transition.
12. This MOU will be evaluated by both parties on October 1, 2018.

NB = New Benefit to SSPA Members

Tennis Center Representative: Loretta Conway

Signature: [Signature]

Date: March 10, 2018

SSPA Representative: Audrey Small

Signature: [Signature]

Date: 3/10/18