

Important Updates to the December 2nd Informational Meeting

Presenter: David Steinberg

Date: January 13, 2019

Time: 4 to 6 PM

Agenda

- Vintage Contractor's 2019 Updated Bid Numbers
- Table of Bay Area Tennis Clubs Reviewed by CIC with Plexicushion
- How Long Does Cushion Last on Plexicushion Courts?

2019 Vintage Contractor's Bid Numbers

Updated 2019 Vintage Contractor Bid Numbers						
Option	2018 Total Price	2018 Price per Court		2019 Total Price	2019 Price per Court	% Increase
6 Plexipave Courts	\$202,880	\$33,813		\$207,800	\$34,633	2.4%
6 Plexicushion Courts	\$291,500	\$48,583		\$303,160	\$50,527	4.0%
3 Plexipave Courts / 3 Plexicushion Courts ^{1/}	\$247,190	\$41,198		\$255,480	\$42,580	3.4%
4 Plexipave Courts / 2 Plexicushion Courts ^{1/}	\$232,420	\$38,737		\$239,587	\$39,931	3.1%
5 Plexipave Courts / 1 Plexicushion Courts ^{1/}	\$217,650	\$36,275		\$223,693	\$37,282	2.8%
^{1/} Note: Mixing court surface numbers are low end estimates as Vintage suggests that there are additional costs when one mixes and matches different court surfaces.						

Table of Bay Area Clubs with Plexicushion Reviewed by CIC (2017 - 2019)

Name of Club	Location	Number of Plexicushion Courts	CIC Visited Club or Talked to Manager	Point of View from the Club Manager
Berkeley Tennis Club	Berkeley	Two plexicushion 2000 courts	Visited	Too much sand and grit added when resurfaced; members not happy with resurface and as a result not happy with cushioning (plexicushion) installed 13 years ago
The Club at Harbor Point (Harbor Point Tennis Club)	Mill Valley	All 12 courts are plexicushion 2000	Visited (visited by 35 members)	Definitely worth the extra money to prevent wear and tear on the body; allows senior members to play longer
California Tennis Club	San Francisco	Seven out of 10 courts are plexicushion 2000	Visited	You should definitely spend the extra money; courts are much easier on the body and extremities, will keep people playing tennis longer
The Olympic Club	San Francisco	All courts are plexcushion 2000	Talked to manager / may visit on Sat, Jan 12 th weather permitting	Best cushioned hard courts out there! People will feel the difference on their bodies and limbs.
Peninsula Golf and Country Club	San Mateo	All courts are plexicushion 2000	Visited	Love this surface, it is a great selling point to enrolling new members. Will allow members to play longer without feeling discomfort.
Mt. Tam Racquet Club	Larkspur	All courts are plexicushion prestige (same as 2000 but with one less layer of cushion)	Visited	Manager noted that one feels even less bodily impact on hartru and clay courts over plexicushion because one moves more slowly and does not stop as abruptly as on a hard courts. He thought plexicushion was best cushioned hard court in the market. He chose Prestige over 2000 because of water issues there; thought less layers would lead to less flooding.

What is Longevity of Cushioned Courts?

Conversation with Chip of Vintage Contractors:

- Cushion should last as long as slipsheet: 15 years
- Cushion will follow the “law of diminishing returns”. Eventually will play like plexipave after some period of time, but it is an unknown
- Cushion is regenerated after a court is resurfaced:
 - Harbor Point Tennis club had courts resurfaced in mid-2017 after plexicushion was installed 13 years ago
 - Cushion played as if almost “new” after recent resurfacing
- Plexicushion costs approximately \$15,000 per court more than plexipave court surface
 - Therefore cost is \$1,000 per year per court for additional cushion
 - Could be less than \$1,000 per year per court if club resurfaces during the 15 year period

What is Longevity of Cushioned Courts?

Conversation with Mark Stephens of L&M Distribution -- distributor of tennis resurfacing materials (not plexicushion):

- Plexicushion will last 7 years, not 15 years as Chip had suggested
- He had not heard that cushion is regenerated after a court is resurfaced but does not doubt Chips's assertion
- He did say cushion with its acrylic layers and expansion properties, a cushioned court will prevent future long term cracking
- Plexicushion costs approximately \$15,000 per court more than plexipave court surface
 - Therefore cost is \$2,100 per year per court for additional cushion
 - Could be less than \$2,100 per year per court if club decides to resurface during the 15 year period
- Mark Stephens does not believe it is worth the additional dollars to spend on plexicushion, no matter what the additional cost is