

Court Tennis Charleston

USCTA Hall of Fame

Why, Where & How?

BACKGROUND

In an effort to grow, develop and promote the game of court tennis, a group of people have put together a plan to build a court in Charleston, SC on Daniel Island. It has been in the planning and development stage for two years and is now ready to be built. It will be the second court south of the Mason Dixon Line and the first traditional court to be built for close to one hundred years.

CHARLESTON AND DANIEL ISLAND

Why consider building a court tennis court in Charleston, SC?

- Charleston was recently voted #1 best destination city in the world by Condi Nast readers. It was also voted the most "Tennis Friendly" city in America by Tennis Magazine
- The Aiken Tennis Club is only 2 + hours to the west making Charleston the ideal location for a "sister" club to Aiken
- Charleston has an active squash club that could funnel members to the court tennis program
- Charleston has two colleges (College of Charleston & the Citadel) that will be logical recruiting sites.

Why have we chosen Daniel Island?

- Formerly the private plantation of the Guggenheim Family, Daniel Island is located in the City of Charleston
- It is a beautiful 20 year old "gated" residential community that is host to the Daniel Island Club (DIC)

- Daniel Island is home to the Family Circle Tennis Tournament (formerly Virginia Slims) and associated complex that has 15 tennis courts
- Daniel Island has a young population comprised primarily of professionals with families. There are also a number of wealthy second home owners from out of state
- Daniel Island is only a 12-15 minute drive from downtown Charleston

Why have we chosen the Daniel Island Club?

- DIC has 2 golf courses, 10 hard-tru tennis courts, 1 grass tennis court, two swimming pools, gym, a beautiful main club house and many other amenities
- The main club has banquet facilities for large parties and balls
- Three newly constructed “club cottages” will be available to house visiting players during tournaments or just vacations in Charleston
- DIC has the only lawn tennis professional in Charleston who is also a 12 handicap court tennis player at Aiken Tennis Club, Ben Cook. Ben will be constantly recruiting lawn tennis players to learn court tennis
- The Club is amenable to hiring a court tennis professional once the program gets traction

Is the Daniel Island Club on sound financial footing?

- Yes, the DIC has been operating and continues to operate on a net cash flow positive basis.
- Financial statements of DIC will be available to “Winning Gallery” Level donors and above (see Donor Levels and Benefits below).

THE CONSTRUCTION - PHASES 1& 2

How is the Building Plan to be implemented?

- Ideally we will build Phase 1 & 2 at the same time. The total cost of Phase 1 & 2 is approximately \$2.24 million if built at the same time. However, if we initially are not able to raise sufficient funds, we have designed the building to be built in two separate stages. Both phases will be Value

Engineered after a builder selection is made, in an effort to reduce cost still further

- Our Architect, Mr. Eddie Fava, is considered to be the leading figure in Charleston architecture. All his drawings have been approved in concept by the various building agencies and inspectors as well as the DIC

What is cost of Phase 1?

- \$1.69 million if built as a separate phase. This is based on comprehensive costing estimates by three major South Carolina construction companies from architectural drawings at the schematic stage. We have shortlisted down to two - NBM Construction and Hill Construction, both of whom have visited the Aiken Tennis Club court. (Please attached quotes for both phases).
- Architect/engineer fees will add 12% to this figure plus furniture for the Royal Dedan
- A builder will be selected shortly and as soon as money is raised we will prepare full mechanical / construction drawings for costs to be finalized. The contract will be GMP

What is included in the price?

- a "traditional", fully fitted, air conditioned court tennis court
- state of the art lighting
- dedans with seating
- royal dedans with fireplace and viewing into court
- the **USCTA Hall of Fame** located temporarily in the royal dedans
- two bathrooms and a kitchenette
- pre-construction for expansion in Phase 2.

What is cost of Phase 2 and what is included in the price?

- approximately \$540 thousand
- a fully built **USCTA Hall of Fame** with space for memorabilia and artifacts
- men's and women's locker rooms
- pro-shop and receiving area
- upper level royal dedans

- expanded detailing on outside of building
- Architect/engineer fees will add 12% to the above figure plus furniture for the Royal Dedan

THE AGREEMENT WITH DANIEL ISLAND

What is “the Agreement” with Daniel Island?

- CTC has a “Memorandum of Understanding” with the Daniel Island Company. In it the Daniel Island Company is providing the land at no cost to CTC and access to the court on the property of the Daniel Island Club (DIC).
- Once built by CTC, the DIC will operate the court as an asset of DIC. This includes all operating and maintenance expenses associated with the court.
- To insure that the court is not used for any other purpose, DIC has agreed to a 99 year “deed restriction” that will insure the use of the subject building as only a court tennis court for 99 years.
- Should anything happen to DIC, such as bankruptcy or change of ownership, the court will be turned over to CTC including the land for the preservation of the court and continuing operation by CTC.

When will “the Agreement” be set into a legal document?

- When 50% of the money has been raised, a lawyer will convert the “Memo of Understanding” between DIC and CTC to a bone fide legal document to be signed by both parties.

How do I know my money will be well spent?

- All funds will be channeled through the **US Court Tennis Preservation Foundation** for tax deductibility to the donor. The Foundation will have oversight on when the funds will be distributed during construction. In addition, the management team (see below) will be overseeing the progress and quality of the project.

Will I have to join the Daniel Island Club to be able to play court tennis?

- No, a special “Invitational Racquets” membership will be available for court tennis only at a reasonable price. Both local and national players will be eligible for this category of membership.

CONTRIBUTIONS

How can I make a contribution to the building of the Daniel Island court?

- Make a check to the **United States Court Preservation Foundation** and mail it today.

Is my contribution tax deductible?

- Yes, to the extent allowed by the US tax code.

When do I make my contribution?

- As soon as possible. DIC will not allow construction to commence before all the money is collected and CTC will not allow payments to be made before a legal document is signed.

What are the giving levels and what do I get for my contribution?

- There are 5 levels of giving as follows:
 - 1) **Daniel Island Level** - \$500,000 and above - Court Naming Rights; Lifetime Daniel Island Court Tennis Club (DICTC) playing rights; Hall of Fame Board Directorship
 - 2) **Royal Dedans Level**- \$250,000-\$499,000 – Royal Dedans Naming Rights; Lifetime DICTC playing rights; Hall of Fame Board Directorship
 - 3) **Dedans Level** - \$100,000-\$249,000 –Dedans Naming Rights; Lifetime DICTC playing rights; Hall of Fame Board Directorship
 - 4) **Winning Gallery Level** - \$50,000-\$99,000 – Winning Gallery Naming Rights; Lifetime DICTC playing rights
 - 5) **Gallery Level**- \$15,000-\$49,000 –Gallery Naming Rights; Lifetime DICTC playing rights
- All contributions from \$5,000-\$14,000 will be acknowledged on a brass plaque; receive Lifetime DICTC playing rights; and receive a DICTC Hall of Fame Racquet.

MANAGEMENT

Who will be managing the construction of the court?

- **Greg Van Schaack** is Chairman of Court Tennis Charleston; **Bill Blalock** is Treasurer and **Lucienne Van Schaack** is Project Manager
- Lucienne has many years of construction and building experience and has built \$15mm of housing in Australia and \$2.0mm in the US. She also has an extensive business background
- Bill is an entrepreneur and businessman with many years of experience starting/buying companies and managing business enterprises
- Greg is the President of the **United States Court Tennis Association**, a businessman and active court tennis player of national ranking.
- All decisions regarding the project will be made by CTC in conjunction and collaboration with DIC