



## Tennis Contractor Survey 2008

PLEASE TAKE A FEW MINUTES TO COMPLETE THE SURVEY BELOW -  
Thank you for your help!

The American Sports Builders Association and Tennis Industry Association are conducting a survey of all tennis court contractors to help provide valuable information for the industry and also for your business. All information given is strictly confidential. Information will only be presented nationally and regionally. **NO INDIVIDUAL CONTRACTOR DATA WILL BE IDENTIFIABLE.** All information remains confidential with our survey company, Sports Marketing Surveys who will not pass any individual company data to the Associations. If you have any questions, please contact Sports Marketing Surveys at 561-427-0647 or email [roy.hampton@sportsmarketingsurveys.com](mailto:roy.hampton@sportsmarketingsurveys.com)

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**Q1 In what region (s) do you operate? (Check all that apply)**

- New England (ME, NH, VT, MA, CT, RI)*
- Mid-Atlantic (NY, PA, NJ)*
- East North Central (WI, MI, IL, IN, OH)*
- West North Central (ND, SD, MN, NE, IA, MO, KS)*
- South Atlantic (MV, VA, NC, SC, GA, FL, MD, DE, DC)*
- East South Central (KY, TN, MS, AL)*
- West South Central (OK, AK, TX, LA)*
- Mountain (MT, ID, WY, NV, UT, CO, AZ, NM)*
- Pacific (WA, OR, CA, HI, AK)*
- ALL REGIONS*

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**Q2 Is your tennis operation seasonal?**

- Yes*
- No*

**Q3 If Yes, how many months a year do you operate your tennis business?**

**Q4 What type of surface(s) do you install? (Check all that apply)**

- Acrylic
- Artificial grass
- Asphalt
- Clay
- Fast dry
- Indoor carpet
- Natural grass
- Other

*If other, specify*

**Q5 Which of the following services does your operation provide: (Check all that apply)**

	<i>Own staff</i>	<i>Sub-contract</i>
Design services	<input type="checkbox"/>	<input type="checkbox"/>
Surveying	<input type="checkbox"/>	<input type="checkbox"/>
Base preparation	<input type="checkbox"/>	<input type="checkbox"/>
Finished court surface	<input type="checkbox"/>	<input type="checkbox"/>
Surface painting	<input type="checkbox"/>	<input type="checkbox"/>
Net installation	<input type="checkbox"/>	<input type="checkbox"/>
Fencing installation	<input type="checkbox"/>	<input type="checkbox"/>
Amenities (ancillary buildings etc)	<input type="checkbox"/>	<input type="checkbox"/>
Landscaping	<input type="checkbox"/>	<input type="checkbox"/>
Retail sales (nets, court maintenance equipment etc)	<input type="checkbox"/>	<input type="checkbox"/>

**Q6 What is your Position/Job Title?**

- General Manager
- Owner
- Other

*If other, specify*

**Q7 Are you or is someone on your staff an ASBA Certified court builder?**

- Yes
- No

**Q8 Are you a member of any other tennis related organization(s)?**

- USTA
- NRPA
- TIA

*If other, specify*

**Q9** Was your tennis business up, down or the same for 2007 compared to 2006?

- Up
- Same
- Down

**Q10** By what percent is it up or down?

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**Q11** How would you rate the future of the tennis industry?

- 1. Very poor
- 2. Poor
- 3. Average
- 4. Good
- 5. Very good

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**Q12** Please enter the total number of your contracts for 2007:

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**Q13** Please estimate the total number of NEW tennis courts you built in 2007:

Public park	<input type="text"/>
Private club	<input type="text"/>
Commercial club	<input type="text"/>
School/college	<input type="text"/>
Residential	<input type="text"/>
Other	<input type="text"/>
TOTAL	<input type="text"/>

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**Q14** What percentage of the NEW courts were:

Acrylic	<input type="text"/>
Artificial grass	<input type="text"/>
Asphalt	<input type="text"/>
Clay	<input type="text"/>
Fast dry	<input type="text"/>
Indoor carpet	<input type="text"/>
Natural grass	<input type="text"/>
TOTAL (Must equal 100%)	<input type="text"/>

**Q15 Please estimate the total number of tennis courts you REFURBISHED in 2007:**

Public park	<input type="text"/>
Private club	<input type="text"/>
Commercial club	<input type="text"/>
School.college	<input type="text"/>
Residential	<input type="text"/>
Other	<input type="text"/>
TOTAL	<input type="text"/>

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**Q16 What percentage of the REFURBISHED courts were:**

Acrylic	<input type="text"/>
Asphalt	<input type="text"/>
Artificial grass	<input type="text"/>
Clay	<input type="text"/>
Fast dry	<input type="text"/>
Indoor carpet	<input type="text"/>
Natural grass	<input type="text"/>
TOTAL (Must equal 100%)	<input type="text"/>

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**Q17 Why do you think your tennis business is UP? (Select all that apply)**

- Weather*
- Increase in tennis participants*
- Better advertising/promotion*
- Improved economy*
- Less competition*
- Better products*
- Other*

*Other, specify*

**Q18**

**Why do you think your tennis business is DOWN? (Select all that apply)**

- Weather*
- Fewer players*
- Poor economy*
- Increased competition*
- Market is saturated*
- Other*

*Other, specify*

**Q19 Into what range did your total revenue fall in 2007?**

- Less than \$249,999*
  - \$250,000 to \$499,999*
  - \$500,000 to \$749,999*
  - \$750,000 to \$999,999*
  - \$1,000,000 to \$4,999,999*
  - \$5,000,000 to \$9,999,999*
  - \$10,000,000 and above*
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**Q20 What % of your revenue is tennis specific?**

Tennis specific	<input type="text"/>
Other	<input type="text"/>
TOTAL revenue (Must equal 100%)	<input type="text"/>

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**Q21 How is your tennis specific revenue split? (as a percentage of tennis revenue - estimates must add to 100%)**

Design services / pre-build	<input type="text"/>
Base preparation	<input type="text"/>
Finished surface installation	<input type="text"/>
Surface painting	<input type="text"/>
Nets/Fences	<input type="text"/>
Ancillary buildings	<input type="text"/>
Retail	<input type="text"/>
Other	<input type="text"/>
TOTAL (Must equal 100%)	<input type="text"/>

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**Q22 How was your Profit and Loss for your tennis business in 2007? (as a percentage of tennis revenue)**

Materials cost	<input type="text"/>
Labor cost	<input type="text"/>
Overhead cost	<input type="text"/>
<b>NET PROFIT/LOSS (before tax) (If LOSS enter negative)</b>	<input type="text"/>
TOTAL (Must equal 100%)	<input type="text"/>

**Q23 How are your tennis OVERHEAD costs split? (as a percentage of tennis business expenses)**

Equipment rental	<input type="text"/>
Office/warehouse rent	<input type="text"/>
Utilities	<input type="text"/>
Wages	<input type="text"/>
Workers Comp insurance	<input type="text"/>
Buildings insurance	<input type="text"/>
Vehicles/machinery insurance	<input type="text"/>
Advertising/Marketing	<input type="text"/>
Other	<input type="text"/>
TOTAL (Must equal 100%)	<input type="text"/>

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**Q24 Please indicate how your LABOR costs are split. (Estimates must add to 100%)**

Supervisory staff	<input type="text"/>
Sales staff	<input type="text"/>
On-site labor	<input type="text"/>
TOTAL (Must equal 100%)	<input type="text"/>

**Q25** Please indicate how many employees in each category work at your facility. Enter the number of "full time equivalent staff". Example, 2 crew each working half a week: enter "1". If none, please leave blank.

General manager	<input type="text"/>
Sales staff	<input type="text"/>
Office staff	<input type="text"/>
Warehouse staff	<input type="text"/>
Job foreman	<input type="text"/>
Crew	<input type="text"/>
Total # of Employees	<input type="text"/>

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**Q26** If salaried, please list average annual salary (\$ / year)

General manager	<input type="text"/>
Sales staff	<input type="text"/>
Office staff	<input type="text"/>
Warehouse staff	<input type="text"/>
Job foreman	<input type="text"/>
Crew	<input type="text"/>

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**Q27** If hourly, please list average hourly rate (\$ / hour).

General manager	<input type="text"/>
Sales staff	<input type="text"/>
Office staff	<input type="text"/>
Warehouse staff	<input type="text"/>
Job foreman	<input type="text"/>
Crew	<input type="text"/>

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**Q28** Please list average length of employment of your current employees (in years).

General manager	<input type="text"/>
Sales staff	<input type="text"/>
Office staff	<input type="text"/>
Warehouse staff	<input type="text"/>
Job foreman	<input type="text"/>
Crew	<input type="text"/>

**Please enter your email address to receive a summary of the results.**

**Q29      Email address**

**Q30      Additional Comments**

**Thank you for your time.**

**Please send completed questionnaires to:**

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