


**TO: THE MONITORING OFFICER  
(TOM CLARK, SOLICITOR TO THE COUNCIL)**

**RECORD OF ACTION TAKEN BY A CABINET MEMBER  
UNDER DELEGATED POWERS**

<b>Subject:</b> Provision of a Padel Court at The Triangle Leisure Centre	
<b>Cabinet Member:</b> Cllr Gary Marsh	
<b>Has the Cabinet Member received a report prior to making the decision?</b>	Yes
<b>In the case of a key decision where the Cabinet Member has received a report, please state the date a copy of the report was made available to the Chair of the relevant Scrutiny Committee and placed in the public domain:</b>	
<b>Record of decision taken:</b> Signed Evaluation of Quotations Report	
<b>Date of decision:</b> 27 March 2019	
<b>Statement of reasons for making the decision:</b> Selecting preferred bidder from 3 quotations received on 1 March 2019	
<b>Alternative options considered and rejected:</b> 2 other quotations were received and rejected	
<b>Code of Conduct Interest of Cabinet Members? If yes, please advise on the nature and whether dispensation in place</b>  N/A	
<b>Is the decision to be protected from call-in? (i.e if any delay would seriously prejudice the Council's or the public's interest) - see Scrutiny Procedure Rule 14 (M)</b>	No
<b>If so, please state:</b>	

Signed:.....  
Cabinet Member

This record must be forwarded immediately to the Monitoring Officer (TC) and copied to the relevant Cabinet Member.

**For Monitoring Officer**

<b>Date of publication of Member Information Service Bulletin</b>	
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<b>Date of decision can be implemented (on the Thursday after publication of the Member Information Service Bulletin, unless already protected from call-in)</b>	
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## Padel Court

### Quotation Evaluation

#### **Background**

In November 2018 £110,000 was allocated from Section 106 Formal Sport funds to spend on Formal Sport within the Burgess Hill area to finance the provision of a Padel Court with a roof / canopy and associated spectator seating.

#### **Panoramic Padel Court and Roof/Canopy**

There are basically two types of court, Normal and Panoramic. The normal court has a number of steel support posts holding the glass panels in place at each end of the court whereas the panoramic court does not which significantly improves spectator's view of play. Instead the glass panels are held in place with fixings to the frame of the court and to the adjacent glass panel (see attached photos)

We have selected a panoramic court because of this advantage and because it is much more aesthetically attractive which is important due to its high profile location to the rear of the Centre's Costa Café.

We also opted to have a roof / canopy as part of the facility to enable usage of the facility when it is raining to look to maximise usage/court time.

All three companies were requested to provide more than one roof/canopy design option as the look of the facility is important to us and we were concerned that some options may cost more than the available budget would allow.

There are two types of roof/canopy material stretch canvas is the cheaper option in comparison to a polycarbonate version which is more robust and less resistant to damage.

#### **British Padel**

British Padel are the Governing Body for the sport and they have three approved padel court suppliers which are listed in the table below with their track record of provision of padel courts and roofs:

<b>Company/Court</b>	<b>Normal</b>	<b>Panoramic</b>	<b>Total</b>	<b>Roof / Canopy</b>
<b>Padel Tech</b>	48	18	66	7
<b>The Padel Court Company</b>	1	0	1	0
<b>Padel Tennis London</b>	3	1	4	0

## Budget

£7,000 of the available budget has been spent on preparatory works on site including fencing off of the whole work area, removal of three existing lamp columns, lifting and stacking of all of the paving slabs and bricks in the area where the court will be constructed, weed removal, spraying of the area, removal of a section of grass banking, preparation of the ground for the planned spectator seating and checking under the exposed surface for any drains / utilities / services.

A further sum of approximately £12,350 is required to complete the landscaping around the court, provide spectator seating, perimeter lighting, planting and complete the electrical works to link and connect the court floodlights to the Centres main control unit.

This leaves a figure of approximately £90,650 available to finance the court and roof/canopy.

## Quotations Received

All three companies submitted quotations two of which offered more than one roof/canopy options within their bid, they are listed in the table below:

Company	Option 1	Option 2	Option 3
Padel Tech	£80,579	£87,140	
The Padel Court Co	£89,285	£117,248	£125,952
Padel London	£94,847		

Options in green are within budget options in red are over the available budget.

Padel Tech Option 1 is a stretch canvas canopy Option 2 is a polycarbonate roof

The Padel Court Company Option 1 is a stretch canvas canopy.

## Assessment of Bidders/Quotations

### Padel London

They did not engage as fully in the process as the other two companies, only visiting site for the first time two days before the quotations were due to be received and their quotation was missing one figure which would have expected to be in the region of £400-800.

They have only constructed 4 courts 2 of which are in private residences as opposed to publicly used facilities. Only 1 was a panoramic court and none had a roof/canopy. Their quotation was also over the available budget.

In light of this I think Padel London's quotation should be unsuccessful.

### **The Padel Court Company**

This is a relatively new company, based reasonably locally in the Winchester area. They have only constructed 1 court which is on private land, it is not a panoramic court and it does not have a roof.

They took a very active part in the process and looked to come up with innovations around wheelchair access to the courts, post fittings to accommodate alternative sports such as volleyball and designs utilising steel supports for the court also being used to support the roof/canopy thus reducing the number of steel posts required.

One of the Directors who is a qualified architect and has an impressive portfolio of sports facility building projects including all glass squash courts, the other is a padel enthusiast and coach who has represented England at squash at a variety of age groups.

As a result despite only having built 1 court we felt that they had potential to be a strong candidate. However 2 of their 3 options were well over the available budget.

### **Padel Tech**

They are the most well established company who have been involved in the construction of courts all over the world including 18 panoramic courts and 7 with roofs/canopies.

They have excellent references from recently built courts in the south west and north east. They have provided 2 options both within budget, one with a stretch canvas roof and the other with a polycarbonate roof.

In addition they have offered to arrange an Opening Event involving an exhibition match with 4 nationally ranked padel players and the organisation of a short game one day tournament.

They are also in a position to arrange for a 3 day coach qualifying course at the Triangle to get a number of local tennis/squash players qualified to coach padel to people wishing to learn the sport and develop their skills. This would be most useful as there isn't a British Padel coach qualifying course available now until October.

### **Conclusion / Recommendation**

Padel Tech are a well-established company with a large portfolio of successful projects not only across the UK but world-wide. They utilise a highly reputable court supplier called RedSport and Adidas for equipment and courses.

They submitted the lowest quotation for the provision of a court with a stretch canvas roof and were the only company to provide a quotation for a court with a polycarbonate roof within the budget available. They have also included a superior artificial grass court surface which costs approx. £1,100 than a lower quality surface.

**In light of all of the above information I would recommend accepting Padel Tech's quotations subject to planning permission being approved on 28<sup>th</sup> March.**

It is also recommend that the canopy/roof is constructed in the autumn which would mean that the court could be completed 6 weeks earlier allowing it to be used from June onwards rather than waiting until July or August.

If sufficient funds are available following installation of the court and completion of the landscaping and electrical works we would wish to select the more expensive polycarbonate roof quote, if not we would wish to select the stretch canvas canopy option.

Delaying the installation of the roof/canopy until the autumn would also allow for the completion of the rest of the project so we would know exactly how much of the budget was remaining so we would know whether we could afford to choose between the roof/canopy options.

It has been confirmed that there would be no extra cost incurred in delaying the installation of the roof/canopy until the autumn and The Triangle centre management would also prefer to have the court in use as soon as possible to make the most of the summer months and customers are keen to try out this new and exciting sport as soon as possible.

I need to write to all 3 companies informing them of our decision and aim to start the process of constructing the facility in April once the 10 day standstill period has expired and subject to Planning Permission being approved on March 28th.

#### Conclusion / Recommendation Approved

I confirm that I am in agreement with accepting Padel Tech's quotations subject to Planning Permission being agreed for the project and the canopy/roof option being considered once all of the other works are completed and the remaining funds are known.



Cllr Gary Marsh

27/3/2019

Date