

Economic returns of practicing tennis on private clubs.

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Abstract

The study aims to identify the economic return of tennis in private clubs throughout three domains , Financial domain , Technical domain and Facilities and capabilities , The researcher used the descriptive method which is appropriate to the nature of the study , The total samples of tennis players and parents were 82 individual, selected from private tennis clubs. Table (1) shows the characterization of the sample , Playing tennis at the private clubs achieves the following financial returns , Providing special paid training sessions , The financial profits attain by the restaurants and cafeterias of the club , Profits achieve by renting the tennis courts , There is an increases of demand for membership in the club because of the presence of tennis courts , Playing tennis in private clubs realize financial return through the following, Provide special paid training for players , Renting tennis courts , Marketing for tennis gears , Advertisements of the club , The restaurants and cafeterias that provide services for members , Organizing tennis championships , There is an increases of demand for membership in the club .

Introduction

Sport is a significant part of the structure of society because of what it represents of cultural progress which is crystal clear in its economic and political considerations as sport is affected by science and technology in which it plays an important role because it accomplish great tasks. Whereas sport has become an economic industry nowadays as it need a huge capital and it couldn't be separated from the economic, social and political systems.

Today, the political administration is moving to change the Egyptian economy from central planning system to free economy system where the private sector will undertake the management of the non-profit projects. From this standpoint, the state has encouraged private investments in various fields, including the sport field, where the private

sector plays a significant role in funding sport activities which reduce the burden of affording huge costs on the state that may lead to strain the state budget (2).

The sports clubs are important educational institutions that are interested in developing the community through the provision of programs and plans for its members in various sport and social fields. Private sports clubs can be one of the areas of investment that increase national economy of the state where Kemal Dervis (2004) confirmed that the development of sports in clubs should take advantage of modern management and application of its arts, sciences and secrets that are only known by talented professionals, so knowledge of sport science become important in order to be able to deal with the changes of the new century and technological development (5).

The contribution of the economic system on sport depends on the philosophy and the approach of the ruling political system, as well as the support it receives from this system and the types of beliefs of the society (4).

The sports system is based on economic pillars represented in the budgets of the activities and programs as well as tools and systems and wages of cadres in addition to bonuses and incentives of players. Therefore, the relationship between sport and economy is related to the fact that sport depend on economy to finance the various aspects of the activity, and it is related to supporting the commercial interests and consumer of sport as a source of profit. Most of the economic problems in sport are found in the continuous intention to acquire a financial support from the country to pay for all aspects of the sport activity. In light of the lack of resources in the developing communities and their ability to spend money which laid upon the burden of the state and it inability to fully meet its obligations of organizing distinct sports activities at all levels (3).

The capitalist economic system is based on freedom in all economic, social, and political areas, beside it focuses on the principle of private property , freedom of contract and freedom of economic decision (6).

The researcher believes that the permanent trust of sport sector on the governmental support and subsidies for long periods should reconsider the economic management of the sport, especially some sport games such as tennis. In light of the shrinking budget of sports and the state's inability to meet the needs of the preparation of stars and that private clubs could achieve economic returns through what they offer of modern facilities and capabilities that lead to the upgrading of the activity without the state bears the

financial burdens, so that the number of stars of tennis does not depend on the country and does not constitute a burden on the budget of the state. The involvement of the private sector in the investment of the sports sector makes them more anxious to sponsored this investment and develop it, as well as ensure its renewal and searching for new technologies that make it in the forefront, where services of high values are provided in return of a margin of profit that is accepted by the player and leads him to a higher skillful level.

The research problem and its importance

The Egyptian clubs face many problems due to the increased number of members who practice activities within few and weak capabilities available to these clubs and because of the large costs of the number of stars in the sports field, in addition to, the decrease of governmental support. All these factors had led to the inability of those clubs to prepare stars and this led to the low performance in national and international championships. In order to solve this problem, the government opened the way for clubs in Egypt, aiming at provide high level sport services in return for economic returns as a result of providing these services, and provide a good sports environment e.g. courts, halls and high level modern training programs.

More recently, the researcher noted throughout his work in the field of tennis, a large spread of private clubs that depend on tennis as its main activities because it attracts the highest economic classes of the society. These clubs lunched their activities with Smash Academy Club (Cairo airport branch) which afterward expanded to contain five branches in Cairo as well as Wadi Degla Club and other clubs which approximately

reach forty Private Clubs. These clubs had been established without neither governmental support nor waiting for financial support and there is an increasing demand for membership in these clubs especially tennis players until the non-private sport clubs compete in providing training services and standard courts. These clubs compete with each other in organizing championships and competitions supervised by the Tennis Egyptian Federation on the national and international level.

The researcher noticed also, throughout his academic work in the Faculty of Physical education, that there is an increasing demand from most students to practice tennis which lead the research to study this phenomena to identify the economic return on private clubs and its workers which depend on tennis as its main activity through studying what facilities and capabilities they offer as well as the technical programs and the benefits gain as a result of providing these services.

Objective of the research:

The current research aims to identify the economic return of tennis in private clubs throughout three domains: -

1. Financial domain
2. Technical domain
3. Facilities and capabilities

The Methodology

The descriptive method which is appropriate to the nature of the study, Which describes

the current situation and illustrates the economic return of the practice of the sport of tennis

The sample:

First: Tennis players and parents sample:

The research was conducted on a sample of tennis players over 16 years old and their parents who represent the private clubs. The following are the prerequisites of the samples :

1. Not less than one year as an active member in the Club
2. Be a minimum of 16 years of age
3. To represent the private club which he is a member in tennis team
4. At least three years had passed since the foundation of the club

The total samples of tennis players and parents were 82 individual, selected from private tennis clubs. Table (1) shows the characterization of the sample.

Second: Coaches and officials samples

The coaches and officials sample was selected from those working in private clubs according to the following conditions:

1. Have a minimum of a completed secondary school education
2. Minimum of one year of active working at the club
3. Be a minimum of 25 years of age

Table (1)
The basic study sample of players, parents and coaches

S	Club name	Players and parents sample	Coaches and officials sample
1	<i>Smash Tennis Academy – Airport branch</i>	18	5
2	<i>Smash Pearl Tennis – 6th of October</i>	7	2
3	<i>Katameya Heights Tennis Resort</i>	4	2
4	<i>Wadi Degla Maadi Club</i>	14	5
5	<i>Golf Solimania Club</i>	3	2
6	<i>Balmar Al Arosy Club</i>	3	2
7	<i>Golf City Al Obour Club</i>	11	3
8	<i>City Stars Academy Club</i>	9	2
9	<i>Dream Land Club</i>	4	2
10	<i>Beverly Hills Club</i>	5	2
11	<i>Wadi Degla Katameya Club</i>	4	1
	Total sample	82	28

Data collection tools

The researcher has prepared two questionnaires, one for the players and their parents and the other for coaches and officials. The researcher had conducted interview with the personnel in charge of the private clubs and players as well as referring to the studies on the economic returns from

practicing sports activities in order to set up the initial form of the questionnaire and the proposed domains in addition to the appropriateness of the statements with each domain and the aim of the research. All these things were presented to the judges who have been selected from experts in the field of tennis.

Table (4)
The domains of the questionnaires and the number of statements for each domain

S	Domain of the questionnaires	Players and parents questionnaire		Coaches and officials questionnaire	
		Serial of the statements	Number of statements	Serial of the statements	Number of statements
1	Financial domain	12-1	12	10-1	10
2	Technical domain	28-13	16	22-11	12
3	Facilities and capabilities	45-29	17	37-23	15
	Total sentences		45		37

The Reliability of the questionnaire:

The reliability coefficient of the questionnaires through the application calculates on a sample of the players and

parents of 13 individual and a sample of coaches and officials of (9) individual outside the research sample and then reapplies on the same sample after 15 days of the first application.

The application of the questionnaire

After making sure of the scientific coefficient for both questionnaire (players & parents

questionnaire, coaches and officials questionnaire), the researcher prepared them in their final form and apply them during the championships held on the following clubs: Al Seed Club 6th of October, AL Solimania , and Wadi Degla Maadi Club during January 2013.

Presenting and discussing the results:

Table (5)
The statistical descriptions and the percentages of the sample's answers from players and parents on the financial domain

S	Questionnaire statements	Yes		To some extend		No		mean	St.d dev.	St. Ero.	Total	%
		No.	%	No.	%	No.	%					
1	Practicing tennis realize profits for the club	51	62.2	28	34.1	3	3.7	2.58	0.56	0.98	212	86
2	Marketing for sport gear is fully done through the activity of tennis	24	29.3	31	37.8	27	32.9	1.96	0.79	0.66	161	65
3	The club realizes huge profits by selling tennis instruments	19	23.3	45	54.9	18	22	2.01	0.68	0.14	165	67
4	Club realize revenues through renting Tennis Courts	56	68.3	26	31.7	-	-	2.68	0.47	0.80	220	89
5	There is an increases of demand for membership in the club because of the presence of tennis courts	50	61.0	29	35.4	3	3.7	2.57	0.57	0.92	211	86
6	Financial return of tennis activity helps in setting up and maintenance of the courts	67	81.7	15	18.3	-	-	2.82	0.40	1.67	231	94
7	There are ads at the club which realize an appropriate financial income	15	18.3	55	67.1	12	14.6	2.04	0.58	0.03	176	72
8	The restaurants and cafeterias of the club realize financial profits	76	92.7	6	7.3	-	-	2.93	0.26	3.34	240	98
9	There are paid private training sessions in the club	77	93.9	5	6.1	-	-	2.94	0.24	3.74	241	78
10	Tennis championships realize great revenues for the club	10	12.2	60	73.2	12	14.6	1.98	0.52	0.35	162	66
11	The club offers financial incentives for winners of tennis championships	32	39	15	18.3	35	42.7	1.96	0.91	0.73	161	65
12	Annual fees of the club are reasonable for members	41	50	27	32.9	14	17.1	2.33	0.75	0.63	191	78

Table (5) shows the answers of the sample of players and parents on the financial domain which clarify that the sentences that obtain high marks were as follow:

- There are paid private training sessions in the club
- The restaurants and cafeterias of the club realize financial profits
- Financial return of tennis activity helps in setting up and maintenance of the courts
- Club realize revenues through renting tennis Courts
- Practicing tennis realize profits for the club
- There is an increases of demand for membership in the club because of the presence of tennis courts

All of the above confirm the realization of a suitable financial return through tennis activities.

While the sentences that obtain low marks were as follow:

- The club offers financial incentives for winners of tennis championships
- Marketing for sport gear is fully done through the activity of tennis
- There are ads at the club which realize an appropriate financial income

This clarifies that there is no enough care given to the players and there is a weak marketing for sports gears, in addition, tennis championships doesn't realize huge financial returns as well as the advertisements are used in marketing for the club without being an important source of profit.

Table (6)
The statistical descriptions and the percentages of the sample's answers from players and parents on the technical domain

S	Questionnaire statements	Yes		To some extend		No		mean	St.d dev.	St. Ero. No.	Total %	% No.
		No.	%	No.	%	No.	%					
13	Training programs for tennis on the club are well prepared	48	58.5	34	45.5	-	-	2.59	0.50	0.35	212	86
14	The club offers qualified coaches for tennis players	43	52.4	39	47.5	-	-	2.42	0.50	0.1	207	84
15	Training programs help players to reach higher skillful level	29	35.4	41	50	12	14.6	2.21	0.68	0.28	181	74
16	There are training programs in the club for high level players	33	40.2	27	32.9	22	26.8	2.13	0.81	0.25	175	71
17	Highly qualified coaches are responsible for training players	32	39	42	51.2	8	9.8	2.29	0.64	0.34	188	76
18	Training program at the club consider the academic periods of the players	27	32.9	33	40.2	22	26.8	2.16	0.78	0.11	169	69
19	The training programs help players to participate in the championships	54	65.9	28	34.1	-	-	2.66	0.48	0.68	218	89
20	The club administration continuously follow up the technical level of the players	18	22	45	54.9	19	23.2	1.99	0.68	0.01 4	163	66

S	Questionnaire statements	Yes		To some extend		No		mean	Std. dev.	St. Ero. No.	Total %	% No.
		No.	%	No.	%	No.	%					
21	The club follow up the players during their participation in competition and championships	46	56.1	23	28	13	15.9	2.4	0.75	0.82	197	80
22	The club organize internal competition to identify the level of the players	36	43.9	12	14.6	34	41.5	2.02	0.93	0.49	166	67
23	The club uses modern methods in training	23	28	28	34.1	31	37.8	1.9	0.81	0.18 2	156	63
24	The club conduct periodical examinations to identify the level of the players	37	45.1	35	42.7	10	12.2	2.33	0.69	0.53 2	191	78
25	The club supports the players to take part in the international championships	25	30.5	32	39	25	30.5	2.00	0.78	--	164	67
26	The educational videos are used in coaching the club's members	23	28	10	12.2	49	59.8	1.68	0.88	0.68	138	56
27	The club provides fitness coaches for players	61	74.4	21	25.6	-	-	2.74	0.44	1.14	225	91
28	The club offers specialist for the rehabilitation of injuries and treatment	28	34.1	45	54.9	9	11	2.23	0.63	0.23	183	74

Table (6) shows the answers of the sample of players and parents on the technical domain. The following are the sentences that obtain high marks:

- The club provides fitness coaches for players
- The training programs help players to participate in the championships
- Training programs for tennis on the club are well prepared
- The club offers qualified coaches for tennis players

The research noticed that all of the above is related to their keenness to continue and attain success.

While the statements that obtain low marks were as follow:

- The educational videos are used in coaching

- The club uses modern methods in training
- The club administration continuously follow up the technical level of the players
- The club supports the players to take part in the international championships
- The club organizes internal competition to identify the level of the players
- Training program at the club consider the academic periods of the players.

The researcher clarifies that the club is much interested in making profit and there is no coordination between educational programs in schools and training programs and he emphasizes on the necessity to take care of all these aspects. (1)(7)(9)(10)(11)(12)(13).

Table (7)
The statistical descriptions and the percentages of the sample's
answers from players and parents on the facility and capabilities domain

S	Questionnaire statements	Yes		To some extend		No		mean	St.d dev.	St. Ero. No.	Total %	% No.
		No.	%	No.	%	No.	%					
29	Existing courts are standard and well prepared	55	67.1	27	32.9	-	-	2.67	0.47	0.74	219	89
30	There are enough number of tennis courts to easily practice tennis	49	59.8	31	37.8	2	2.4	2.57	0.55	0.77	211	86
31	The administrative system of the club provides facilities for players	40	48.8	27	32.9	15	18.3	2.3	0.76	0.58	189	77
32	Routine and administrative complexity are not applied in the club	48	58.5	34	41.5	-	-	2.59	0.50	0.35	212	86
33	The club offers skillful workers in setting up and maintenance of the tennis courts	48	58.5	22	26.8	12	14.6	2.44	0.74	0.92	200	81
34	Tennis courts are equipped with lights, benches and umbrellas for breaks during training	56	68.3	17	20.7	9	11	2.57	0.69	1.33 3	211	86
35	The club sponsored the players who represent it	30	36.6	30	36.6	22	26.8	2.10	0.79	0.18	172	70
36	The club administration is of a high level of professionalism in the management of activity	28	34.1	45	54.9	9	11	2.23	0.63	0.23	183	74
37	The club pays the players' entry fees in the tennis championships	33	40.2	17	20.7	32	39	2.01 2	0.90	0.24	165	67
38	The administrative personnel in the club carry out the administrative procedures of the tennis federation players	39	47.6	43	52.4	-	-	2.48	0.50	0.1	203	83
39	Club provides sufficient number of changing rooms and bathrooms	53	64.6	11	13.4	18	22	2.43	0.83	0.95	199	81
40	Club provides the needs of the club rooms e.g clothing and Sport instruments	6	7.3	34	41.5	42	51.2	1.56	0.63	0.67	128	52
41	The team players are supplied by meals during championships	29	35.4	13	15.9	40	48.8	1.87	0.91	0.27	153	62
42	The club offers medical units and ambulance for players	27	32.9	41	50	14	17.1	2.16	0.69	0.22	177	72
43	The club provides parking for its members	50	61	30	36.6	2	2.4	2.85	0.45	0.82	212	86

S	Questionnaire statements	Yes		To some extend		No		mean	St.d dev.	St. Ero. No.	Total %	% No.
		No.	%	No.	%	No.	%					
44	There is a facilities in accepting new members of tennis players	44	53.7	34	41.5	4	4.9	2.49	0.59	0.68	204	83
45	There is a fitness room in the club	68	82.9	6	7.3	8	9.8	2.74	0.63	2.16	224	91

Table (7) shows the answers of the sample of players and parents on the facility and capabilities domain. The following are the sentences that obtain high marks:

- There is a fitness room in the club
- Existing courts are well prepared
- Routine is not applied in the club
- There are enough number of tennis courts
- Tennis courts are equipped with lights, benches and umbrellas which assure the existence of facilities and providing capabilities for tennis players which increase their number in these clubs

While the statements that obtain low marks were as follow:

- The team players are supplied by meals during championships
- The club pays the players' entry fees in the tennis championships
- The club sponsored the players who represent it

In the researcher's opinion this is because of the players don't depend on the club meals because most of the tennis players are from high economical level and doesn't care for the financial support as their parents cover all expenses

Table (8)
The statistical descriptions and the percentages of the sample's answers from coaches and officials on the financial domain

S	Questionnaire statements	Yes		To some extend		No		mean	St.d dev.	St. Ero. No.	Total %	% No.
		No.	%	No.	%	No.	%					
1	Sport gears are well marketed during tennis activity	23	82.1	5	17.9	-	-	2.60	0.78	1.78	74	88
2	The club realizes huge profits from selling tennis instruments	7	25	19	67.9	2	7.1	2.18	0.55	0.12	61	73
3	The club realizes profits through renting tennis court	15	53.6	13	46.4	-	-	2.54	0.51	0.15	71	85
4	There is an increase in the demand for membership of the club due to the presence of the tennis courts	13	46.4	10	35.7	5	17.9	2.29	0.76	0.55	64	76

S	Questionnaire statements	Yes		To some extend		No		mean	Std dev.	St. Ero. No.	Total %	% No.
		No.	%	No.	%	No.	%					
5	The financial return of tennis activity helps in the setting up and maintenance of the courts	24	85.7	2	7.1	2	7.1	2.79	0.57	2.64	78	93
6	There are ads at the club which provide appropriate financial income	14	50	12	42.9	2	7.1	2.43	0.63	0.65	68	81
7	The restaurants and cafeterias of the club realize financial profits through tennis comers	16	57.1	7	25	4	14.3	2.44	0.75	0.97	66	79
8	It is allowed for coaches to train players on a paid basis	25	89.3	3	10.7	-	-	2.89	0.31	2.69	81	96
9	The coaches obtain profitable salaries	11	39.3	17	10.7	-	-	2.39	0.50	0.46	67	80
10	Tennis championships realize great revenues for the club	16	57.1	6	21.4	6	21.4	2.36	0.83	0.78	66	79

Table (8) shows the answers of the sample of coaches and officials on the financial domain. The following are the sentences that obtain high marks:

- It is allowed for coaches to train players on a paid basis
- The financial return of tennis activity helps in the setting up and maintenance of the courts
- Club realize revenues through renting tennis Courts
- All of the above confirm that the club realizes profits through practicing tennis and its activities
- While the statements that obtain low marks were as follow:
- The club realizes huge profits from selling tennis instruments as the club don't basically depend on selling these instruments and throughout the experience of the researcher he found out that most of the private club rent inside units for sport gears brands

Table (9)
The statistical descriptions and the percentages of the sample's
answers from coaches and officials on the technical domain

S	Questionnaire statements	Yes		To some extend		No		mean	Std. dev.	St. Ero.	Total	No.
		No.	%	No.	%	No.	%					
11	The tennis training programs of the club are well prepared	22	78.6	6	2.4	-	-	2.79	0.42	1.47	78	93
12	There are special training programs for high-level players	22	78.6	4	14.3	2	7.1	2.71	0.60	2.04	76	90
13	High level coaches carry out the coaching process	20	71.4	8	28.6	-	-	2.71	0.46	1.03	76	90
14	Training program at the club consider the academic periods of the players	21	75	7	25	-	-	2.75	0.44	1.22	77	92
15	Training programs help players to participate in championships	22	78.6	6	21.4	-	-	2.79	0.42	1.47	78	93
16	The club follow up the players through their participation in competition and championships	19	67.9	9	32.1	-	-	2.68	0.48	8.09	75	89
17	The club administration follows up the players technical level on a regular basis	18	64.3	6	21.4	4	14.3	2.5	0.75	1.16	70	83
18	The club organize internal competition to identify the level of the players	19	67.9	7	25	2	7.1	2.61	0.63	1.40	73	87
19	The club uses modern methods in training	17	60.9	9	32.1	2	7.1	2.54	0.64	1.07	71	85
20	The club conduct periodical examinations to identify the level of the players	19	67.9	9	32.1	-	-	2.68	0.48	0.81	75	89
21	The club administration organizes educational programs to upgrade the coaches	15	53.6	7	25	6	21.4	2.32	0.82	0.68	65	77
22	The educational videos are used in coaching the club's members	2	7.1	9	32.1	7	60.7	1.46	0.64	1.07	41	48

Table (9) shows the answers of the sample of coaches and officials on the technical domain. The following are the sentences that obtain high marks:

- Training programs for tennis on the club are well prepared
- Training program at the club help the players and consider their academic periods

- Highly qualified coaches are responsible for training players
 - Training programs help players to reach high skillful level
 - There are training programs in the club for high level players
- While the statements that obtain low marks were as follow:
- The educational videos are used in coaching the club's members
- As they don't care for educational videos and they depend upon the practical coaching at the court

All of the above emphasize the importance of the technical aspects of tennis.

Table (10)
The statistical descriptions and the percentages of the sample's answers from coaches and officials on the facilities and capabilities domain

s	Questionnaire statements	Yes		To some extend		No		mean	Std dev.	St. Ero. No.	Total %	% No.
		No.	%	No.	%	No.	%					
23	The club's administrative system encourages workers for good performance	17	60.7	9	32.1	2	7.1	2.54	0.64	1.07	71	85
24	the club's administration treat its staff in a respectful manner and appreciation	21	75	7	25	-	-	2.75	0.44	1.22	77	92
25	The club's administrative system encourages employees for innovation and creativity	19	67.9	6	21.4	3	10.7	2.57	0.69	1.37	72	86
26	The club offers facilities for its employees (transportation- uniform – meals)	11	39.3	9	32	8	28.6	2.11	0.83	0.21	59	70
27	The club offers the coaches requirements e.g. helping tools in coaching	20	71.4	9	28.6	-	-	2.71	0.46	1	76	90
28	office hours of the club helps coaches for good work	24	85.7	8	7.1	2	7.1	2.73	0.57	2.64	78	93
29	Incentives are provided for serious coaches	17	60.7	2	25	4	14.3	2.46	0.74	1.03	69	82
30	There are appropriate number of maintenance workers at the club	16	57.1	7	35.7	2	7.1	2.5	0.64	0.92	70	83
31	The club provides an appropriate number of rooms for coaches to save their stuff	17	60.3	10	17.9	6	21.4	2.39	0.83	0.88	67	70
32	Workers' salaries will be paid regularly in a timely manner	22	78.6	5	14.3	2	7.1	2.71	0.60	2.04	76	90

s	Questionnaire statements	Yes		To some extend		No		mean	Std dev.	St. Ero. No.	Total %	% No.
		No.	%	No.	%	No.	%					
33	Club provides insurance and health insurance for workers	13	46.4	4	39.3	4	14.3	2.32	0.72	0.58	65	77
34	Courts of the club are working in a timely manner	24	85.7	11	14.3	-	-	2.86	0.36	2.16	80	95
35	There are appropriate number of courts at the club that help in working	21	75	4	10.7	4	14.3	2.61	0.74	1.59	73	87
36	Routine administrative and bureaucracy are not used in the Club	16	57.1	3	14.3	8	28.6	2.29	0.90	0.623	64	76
37	Club administration used modern methods of administration	20	71.4	8	28.6	-	-	2.71	0.46	1	76	90

Table (10) shows the answers of the sample of coaches and officials on the facilities and capabilities domain. The following are the sentences that obtain high marks:

- The setting up of the courts are properly done and according to the standards
- The club's administrative system encourages employees for innovation and creativity
- Office hours of the club helps coaches for good work
- Workers' salaries will be paid regularly in a timely manner
- Club administration used modern methods of administration

All the above confirm that there are a lot of facilities and capabilities in the club

While the statements that obtain low marks were as follow:

- The club offers facilities for its employees (transportation- uniform – meals)

The researcher analyzes that it could be done by allowances with salary due to the few number of workers in private clubs. (1)(7)(9)(10)(11)(12)(13)

The Conclusions:

Within the limits of the research sample and through the research results the following are shown:

First: For the performance of the research sample of players and parents

1. Playing tennis at the private clubs achieves the following financial returns:

- Providing special paid training sessions
- The financial profits attain by the restaurants and cafeterias of the club
- Profits achieve by renting the tennis courts

- There is an increases of demand for membership in the club because of the presence of tennis courts
2. Tennis championships and marketing of sport gear realize medium profits medium for private clubs
 3. Methods and technical aspects that are provided by private clubs for tennis activity are as follow:
 - Providing great efficient coaches in basic skills and fitness
 - Training programs are well prepared and help the players to participate in championships .
 4. The administration of the private club follow up the technical levels of the players and help them to participate in international championships in an average level .
 5. Using educational videos and modern instruments are not activated as required.
 6. The facilities and capabilities that are provided by private clubs for tennis players as followed:
 - Well preparation of standard courts that are supplied with seats and other things.
 - Providing fitness halls –parking
 - Qualified workers for setting up and maintenance of courts
 - Providing an appropriate number of changing rooms and bathrooms.
 7. There are administration facilities which are represented in avoiding routine and administration complication and providing administrative service for players through contacting tennis federation
 8. Sponsoring the players who represent the club by providing them with what they need of sport gears and meals as well as participating in championships
- Second: for the opinion of the research sample of coaches and parents**
1. Playing tennis in private clubs realize financial return through the following: :
 - Provide special paid training for players
 - Renting tennis courts
 - Marketing for tennis gears
 - Advertisements of the club
 - The restaurants and cafeterias that provide services for members
 - Organizing tennis championships
 - There is an increases of demand for membership in the club
 2. The salaries of workers of the private club are reasonable and profitable
 3. Methods and technical aspects that are provided by private clubs are as follow:
 - Provide good training programs that helps players to reach high level of practice
 - Provide programs that take care of the players' circumstanced
 - Provide high skillful coaches for all levels
 - Providing coaching requirements
 - Organizing internal competition
 - conduct periodical examinations to identify the level of the players and follow up them

- Organize coaching courses to upgrade the coaches' level
4. Using educational videos in coaching is not activated
 5. The facilities and capabilities that are provided by private clubs for tennis players are as follow:
 - Provide appropriate number of standard courts
 - The working hours of coaches help them to work hard
 - Provide appropriate number of workers and tennis ball boy
 - Provide coaches with their requirements e.g. helping tools in training
 - Club administrative system encourages good performance of workers
 - The club's administration treat its staff in a respectful manner and appreciation
 - Workers' salaries will be paid regularly in a timely manner
 6. The club offers facilities for its employees (transportation- uniform – meals- medical insurance)
- governmental support in addition it offers profitable services.
3. Given care for the high level education of tennis coaches in order to promote the sport of tennis and identify special qualifications of tennis coaches
 4. Increasing interest in teaching tennis and its specialization in faculty of Physical Education to meet the need of the labor market in tennis sports training
 5. Promoting competition between public and private sports clubs, in order to prepare and qualify players at a high level of tennis skills.
 6. Providing facilities for clubs that achieve significant levels in winning championships and qualification of players
 7. Activating the use of educational videos for players and using the modern teaching and training methods in the clubs.
 8. Providing incentives for players, coaches, holders of high places and high skillful players
 9. Providing insurance services, treatment and nutrition for coaches and administrators of the private clubs.

The Recommendations

Throughout the results of the research, the researcher recommends the following:

1. Promoting the establishment of a private tennis clubs because of what they offer of facilities for the players of tennis
2. Promoting the investment in the field of sports, especially tennis, due to the fact that it is not depend on the

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The Questionnaire from players and parents on the financial domain

No.	Questionnaire statements	Yes	To some extend	No
1	Practicing tennis realize profits for the club			
2	Marketing for sport gear is fully done through the activity of tennis			
3	The club realizes huge profits by selling tennis instruments			
4	Club realize revenues through renting Tennis Courts			
5	There is an increases of demand for membership in the club because of the presence of tennis courts			
6	Financial return of tennis activity helps in setting up and maintenance of the courts			
7	There are ads at the club which realize an appropriate financial income			
8	The restaurants and cafeterias of the club realize financial profits			
9	There are paid private training sessions in the club			
10	Tennis championships realize great revenues for the club			
11	The club offers financial incentives for winners of tennis championships			
12	Annual fees of the club are reasonable for members			
13	Training programs for tennis on the club are well prepared			
14	The club offers qualified coaches for tennis players			
15	Training programs help players to reach higher skillful level			
16	There are training programs in the club for high level players			
17	Highly qualified coaches are responsible for training players			
18	Training program at the club consider the academic periods of the players			
19	The training programs help players to participate in the championships			
20	The club administration continuously follow up the technical level of the players			
21	The club follow up the players during their participation in competition and championships			
22	The club organize internal competition to identify the level of the players			
23	The club uses modern methods in training			
24	The club conduct periodical examinations to identify the level of the players			
25	The club supports the players to take part in the international championships			
26	The educational videos are used in coaching the club's members			
27	The club provides fitness coaches for players			
28	The club offers specialist for the rehabilitation of injuries and treatment			
29	Existing courts are standard and well prepared			
30	There are enough number of tennis courts to easily practice tennis			
31	The administrative system of the club provides facilities for players			
32	Routine and administrative complexity are not applied in the club			
33	The club offers skillful workers in setting up and maintenance of the tennis courts			
34	Tennis courts are equipped with lights, benches and umbrellas for breaks during training			
35	The club sponsored the players who represent it			
36	The club administration is of a high level of professionalism in the management of activity			
37	The club pays the players' entry fees in the tennis championships			
38	The administrative personnel in the club carry out the administrative procedures of the tennis federation players			
39	Club provides sufficient number of changing rooms and bathrooms			
40	Club provides the needs of the club rooms e.g clothing and Sport instruments			
41	The team players are supplied by meals during championships			
42	The club offers medical units and ambulance for players			
43	The club provides parking for its members			
44	There is a facilities in accepting new members of tennis players			
45	There is a fitness room in the club			

The Questionnaire from coaches and officials on the financial domain

No.	Questionnaire statements	Yes	To some extend	No
1	Sport gears are well marketed during tennis activity			
2	The club realizes huge profits from selling tennis instruments			
3	The club realizes profits through renting tennis court			
4	There is an increase in the demand for membership of the club due to the presence of the tennis courts			
5	The financial return of tennis activity helps in the setting up and maintenance of the courts			
6	There are ads at the club which provide appropriate financial income			
7	The restaurants and cafeterias of the club realize financial profits through tennis comers			
8	It is allowed for coaches to train players on a paid basis			
9	The coaches obtain profitable salaries			
10	Tennis championships realize great revenues for the club			
11	The tennis training programs of the club are well prepared			
12	There are special training programs for high-level players			
13	High level coaches carry out the coaching process			
14	Training program at the club consider the academic periods of the players			
15	Training programs help players to participate in championships			
16	The club follow up the players through their participation in competition and championships			
17	The club administration follows up the players technical level on a regular basis			
18	The club organize internal competition to identify the level of the players			
19	The club uses modern methods in training			
20	The club conduct periodical examinations to identify the level of the players			
21	The club administration organizes educational programs to upgrade the coaches			
22	The educational videos are used in coaching the club's members			
23	The club's administrative system encourages workers for good performance			
24	the club's administration treat its staff in a respectful manner and appreciation			
25	The club's administrative system encourages employees for innovation and creativity			
26	The club offers facilities for its employees (transportation- uniform –meals)			
27	The club offers the coaches requirements e.g. helping tools in coaching			
28	office hours of the club helps coaches for good work			
29	Incentives are provided for serious coaches			
30	There are appropriate number of maintenance workers at the club			
31	The club provides an appropriate number of rooms for coaches to save their stuff			
32	Workers' salaries will be paid regularly in a timely manner			
33	Club provides insurance and health insurance for workers			
34	Courts of the club are working in a timely manner			
35	There are appropriate number of courts at the club that help in working			
36	Routine administrative and bureaucracy are not used in the Club			
37	Club administration used modern methods of administration			

