

# Analysis of Life Time Fitness offer to Senior Tennis

Life Time Fitness is requiring anyone playing tennis at their clubs starting now to be member. The impact of this requirement is complicated. The analysis below attempts to show the cost considerations for an STPC member playing at LTF locations. Separate documents provided by LTF detail the Membership Offer and Court Rates. Captains should explain the situation to their players and ask their players to look at this

Analysis and the two documents provided by Life Time Fitness before deciding whether to accept the LTF membership offer, or to seek court time elsewhere.

Of course, membership at Life Time Fitness offers benefits other than tennis. Each individual should weigh the value of those benefits, as well as tennis play.

The following table gives LTF hourly court rates at their Minnesota locations. No sales tax should be applied on court costs for STPC use, as we are a non-profit.

The “Court rate” assumes Permanent court time, which is what we’d be using. This includes a \$4/hour added charge where appropriate.

Lakeville and Bloomington South	Court rate
<b>Monday-Thursday</b>	
7:00-9:00 am	\$10.00
9:00 am - 3:00 pm	\$18.00
3:00 pm - 9:00 pm	\$24.00
9:00 pm - Close	\$10.00
<b>Friday-Saturday</b>	
7:00 am - 2:00 pm	\$24.00
2:00 pm - Close	\$14.00
<b>Sunday</b>	
Open-Close	\$14.00
<b>All other LTF</b>	
<b>Monday-Thursday</b>	
Open - 9:00 am	\$14.00
9:00 am - 9:00 pm	\$24.00
9:00 pm - Close	\$14.00
<b>Friday</b>	
Open - 9:00 am	\$14.00
9:00 am - 6:00 pm	\$24.00
6:00 pm - Close	\$14.00
<b>Saturday-Sunday</b>	
Open - 6:00 pm	\$24.00
6:00 pm - Close	\$14.00

The below table is an analysis of the impact on STPC players. The impact depends on the number of hours played per week, the type of membership (Platinum single assumed), and the time of day played (assumes early morning or late evening). Each individual should do his/her own analysis, so this is for illustration only! For comparison, the old rate of \$28 is shown. That rate varied by location, so each individual should use with care!

The “health insurance saving” is for those who carry health insurance with one of these: Health Partners, Blue Cross Blue Shield, Preferred One, Medica, Ucare, or Definity Health. You must use LTF at least 12 times each month to realize this saving.

For this example, the new membership requirement costs considerably more for someone playing just two hours per week, is about equal for four hours per week, and is actually cheaper for six hours per week.

**Important!** This analysis is on a **monthly** basis. But ordinarily we don’t play indoors in the summer. Players could use the Flex Membership (see the LTF offer) to reduce membership costs in the summer. Again, everyone should do the analysis for himself.

Hours played per week	2	4	6
Court rate	\$14.00	\$14.00	\$14.00
Cost/person/week	7.00	14.00	21.00
Cost/person/month	30.31	60.62	90.93
Platinum single with tax	85.95	85.95	85.95
Less: health ins saving	20.00	20.00	20.00
<b>Total monthly cost</b>	<b>\$96.26</b>	<b>\$126.57</b>	<b>\$156.88</b>
<b>Old rate approx \$28</b>	28	28	28
Cost/person/week	14.00	28.00	42.00
<b>Total monthly cost</b>	<b>\$60.62</b>	<b>\$121.24</b>	<b>\$181.86</b>
<b>NOTE: used 4.33 weeks/month in this analysis.</b>			