

Grants 101 for leaseholders

All too often, we see affiliates become aware of a grant opportunity and scramble to see what project they can come up with to make a submission. Sometimes, the project they come up with may be completely unsuitable for the grant opportunity that is on offer, but in the club's mind they may think it is if they haven't thoroughly read the objectives and criteria documents accompanying the grant application form. It is essential and critical the project fits in with the stated key objectives and criteria of the funding program, otherwise clubs may well be wasting their valuable time putting an application together if they can't tick off on all of these stated requirements.

Ideally any projects seeking grant funding and potential support letter from Tennis Queensland should be identified priority projects for your facility. These may be projects identified in our 2017-18 facility audits or more recently through the HiT Tool process. For example, seeking a grant to put a new trophy cabinet into your clubhouse when your court fencing is in very poor condition and about to fall down is not really a priority project!!

As per the information previously provided when looking at an LED lighting upgrade at your facility, the very first step – even before preparing a grant application – is obtaining consent and permission for your project from your land. Most of our affiliated clubs are on leased land from either their Council or a Queensland Government Department and it is generally a condition of these leases to notify them of any proposed upgrades or new works on their land. Evidence of this permission is often a funding application requirement.

Some projects, such as the installation of new lights and poles, new courts, new buildings, building extensions or renovations, there may be a Development Approval and a Building Approval process to go through with your Council as well. This can take time to obtain but is essential before any works commence on site. For some grant applications, you may even need to have evidence of a Development Approval being in place if the nature of the project requires this. Don't take the risk of your funding application being rejected on this basis, or down the track, the Council shutting down your project if you haven't obtained the required approvals before starting works!!

Also, be aware most grant opportunities are heavily oversubscribed and most funding providers will therefore have the ability to choose just from those applications that are 100% compliant with their requirements to fill their funding allocation. Not being able to meet even just one or two of the stated key requirements could be enough to take your application effectively out of the running. A good tip is to make contact with the funding provider and discuss the nature and need for your project with them to see if they feel it is a meritorious project for their program.

Most of the common sources of grant funding for infrastructure works at our clubs are traditional annual grants from the State or Federal Governments, and sometimes also from Local Government (Council's) where they are large enough to offer any such significant grant programs. Not all Councils, and particularly those in rural and remote areas, may not be in a position to offer any grant programs. Most Federal Government programs are for large projects and are often aimed at Local Government being the funding applicant rather than a Not For Profit sporting club, as they often have high co-contribution requirements.

The various State Government Sport & Recreation grant programs and the Gambling Community Benefit Fund are extremely popular and an area always massively oversubscribed. So much so, often only 1 in 10 applicants are actually successful. Therefore, clubs should be aware it is rare to secure a grant on their first attempt. It may take two, three or more rounds of this funding to be successful with an application. Be aware of this and be patient!! If you are unsuccessful with your application, it is highly recommended to obtain feedback on your application and where they thought it could potentially be improved next time around.

If you are considering one of the State Government Sport & Recreation grant programs, it is highly recommended you make contact with your local State Government Sport and Recreation Officer to discuss the merits of your project with them. If they are aware of your project and its demonstrated need, this can often help support your application internally compared to other projects they may know little about as they haven't taken the time to explain their project to anyone within the Department.

If you are considering one of the State Government Sport & Recreation grant programs, it is highly recommended you discuss your proposed project with Tennis Queensland as well to discuss the merits of the project and see if we can assist you with your application in any way. This may include developing the correct scope of works required, preparing indicative site plans and providing a Quantity Surveyor certified estimate to accompany your application in lieu of having to obtain quotes.

TQ Court Tech services – what we now provide for free and as a benefit of affiliation

Tennis Queensland recently reviewed the range of services offered by Tennis Queensland Court Tech with a view to providing some additional benefits of affiliation to our clubs and facilities. Previously the provision of a Quantity Surveyor certified estimate was on a fee for service basis, with affiliates receiving discounted rates for this service.

Tennis Queensland Court Tech is now providing Quantity Surveyor certified estimates at no cost to our affiliates to give them the best possible chance of success with their grant applications or obtaining Local Government support for potential larger projects and ensure the project budget is based on the correct / required / recommended scope of works for the project. We can also provide indicative site plans and scope of works summaries at no cost to accompany our estimates if required.

What we found was too many clubs deciding not to pay for this service and obtaining their own quotes for their projects. Often these quotes were for the incorrect or incomplete scope of works and therefore the club didn't end up securing the right amount of funding to do their project properly. Some were also engaging contractors with poor reputations and/or who then provided these clubs with sub-standard works.

For smaller grant projects, such as normal rounds of the Gambling Community Benefit Fund, Tennis Queensland Court Tech will also manage the tendering, contractor selection and supervision of the works at **no cost** to our affiliates. For larger grant projects, we will factor in our full project management services into our Quantity Surveyor cost estimates so these costs can be included as an eligible project cost in any grant applications and be proportionately funded by the grant secured.

For the recent Gambling Community Benefit Fund Super Round, Tennis Queensland Court Tech provided just over 40 Quantity Surveyor certified estimates for our affiliates as a benefit of affiliation to our clubs. This equated to just over \$3.2million in grant applications for around \$4.0million of project works. This was in addition to assisting 11 of our affiliates with their more complex funding applications for the State Government's Active Gameday Projects funding applications in late 2021.

If you have a future project at your club that requires funding support, please don't hesitate to contact your local Tennis Development Officer or our Facilities Development Manager, Michael Blomer. From there, we can organise a time to have a chat about your project, what grant source you are targeting and prepare a Quantity Surveyor certified estimate and any supporting documents for your funding application.