

Epsom & Ewell Borough Council Change Notice 16.01.2019

Rainbow Children's Play Park

1. The originator and date of the request for the change

James Brackenborough & Darren Pope

Date for change: June 2019

2. The reason for the change

The Bowls Hall at Rainbow Leisure Centre is a dedicated facility for indoor bowls which restricts other activities from taking place. Since 2014 use of the bowls facility has diminished significantly with 11 clubs ceasing to re-book leaving only 13 clubs remaining (please see Appendix 1- Rainbow Leisure Centre Indoor Play Park Proposal, Appendix 1).

Due to the nature of the bowls hall being a seasonal activity and the facility being dedicated there is a long period during the fair weather months (April – September) when the Rainbow Leisure Centre experiences no booking and the bowls hall remains empty (please see Appendix 1 – Rainbow Leisure Centre Indoor Play Park Proposal, which demonstrates the utilisation of the bowls hall throughout the year in Appendix 2).

GLL propose to change the use of the bowls hall to a new Children's Indoor Play Park which will provide a safe and secure environment for energetic play, moving children away from static screen based entertainment and helping tackle the rise in childhood obesity. This new development will lead to a significant increase in participation levels, whilst also allowing the current Bowls programme to be fully relocated into the Sports Hall.

In the 'Leisure Development Strategy – Year 3 Q1 2019' Section 1.2.2 it states...

'Work with Rainbow Leisure Centre to introduce and sustain active leisure opportunities for pre-school children'.

GLL believes that the Children's Play Park will assist E&EBC in achieving this objective.

Please see Appendix 5 of the Rainbow Leisure Centre Indoor Play Park Proposal which references the utilisation of current age group usage. It details that ages 0-4 make up under 1.8% of the leisure centre overall participation.

3. Full details of the change including any specifications

To be confirmed when House of Play confirm Spec.

4. The variation to the Annual Contract Payment, if any, resulting from such change

There is no proposed change to the contracted payment. GLL will be funding all the capital required for this development meaning there is no financial risk to the Council. Since 2005 the management of the Rainbow Leisure Centre has cost GLL £869,143 (please see Appendix 2 – Rainbow Financial Summary). Changing the use of the bowls hall to a new Children's Play Park will allow GLL to partially mitigate this deficit and in turn leave the Rainbow Leisure Centre in a better financial position for E&EBC for when it is time to re-tender in 2025.

5. A timetable for the implementation of the change

Task	Date
Consultation period commences	9.4.19
Consultation period ends	12.5.19
Full report with consultation results go to the Community and Wellbeing Committee	20.6.19
Official decision to be communicated to all Bowls Clubs	24.6.19
Contractors appointed	25.6.19
Work to commence on the play park	1.8.19
Play park opens	1.10.19

6. The impact, if any, of the change on other aspects of the agreement

- Parking

GLL have installed new signage at the entrance to the Hook Road car park welcoming Rainbow Leisure Centre customers and also signage that directs customers through the alley and to the entrance of the leisure centre.

Signage locations were approved by E&EBC Leisure Development Manager, Dr Sam Beak.

The ambition is to see uplift in the number of Rainbow Leisure Centre members using the Hook Road car park making it easier for all users to access the facilities. During period of 1.10.2017 to 30.09.2018 there were 12,263 individual visits to Hook Road car park by Rainbow Leisure Centre customers (figure from an email sent by Richard Chevalier to Dr Sam Beak 24.10.2018). The ambition is to increase this usage by 50% in the year following the proposed signage being introduced.

- Increased reception footfall

The Rainbow Leisure Centre boasts fast track entry for pre-paid members which reduces the number of customer that are required to see a receptionist.

One of GLL's key work streams during 2019 is to introduce chip and pin enabled kiosks to enable non members to use the kiosk entry systems. This will be supported by concierge staff.

The Children's Play Park will have an option of pre paid membership which will enable access through the kiosks prior to chip and pin being introduced.

7. Provision for signature by the Council and by the Operator

CHANGE CONTROL NOTE

Ref:

No:

Title of change:

Date:

Details of Change:

Reasons of Change:

Impact of Change:

Timetable:

Work Plan (activities to be undertaken), the relevant timescale (elapsed time), the resource requirement (expressed in work days) broken down by type of resource, details of any necessary capital or revenue expenditure, detail of any contingency in timescales, details of any contingency in resources planning.

Details of increased revenue arising as a result of the change or any new service to be offered at the Leisure Centre.

Reduction /Increase to the Annual Contract Payment to the Operator as a result of the change of new service.

Price:

Originator:

Signed

Council Response: Accept/Reject

Signed

PCL2/788452/16

Appendix 1 of Council Change Notice

RAINBOW LEISURE CENTRE INDOOR PLAY PARK PROPOSAL



1.0 Key Decisions

Key decisions:

1. Agree to change the use of the Bowls Hall at Rainbow Leisure Centre to a Junior Play area.
2. Agree to relocate the Bowls Clubs / Bookings to the Sports Hall as a programmed sport.

1.0 Introduction

1.1 Rainbow Leisure Centre was rebuilt in 2003 with demand for a bowls hall justified within the new facilities. Over the last 5 years we have seen a decrease in this sport which has seen 11 clubs cancel their bookings. The following clubs/groups no longer use Rainbow Leisure Centre.

- Alley Cats BC
- Carshalton Beeches A
- Hunters Bowling B
- Jeannette Goodwin
- Epsom Court A
- Epsom Court Izzard B
- Rosehill BC
- Men Cap
- Road Transport Media
- V Marsh
- Peter Revel Group

Please refer to **Appendix 1** graph showing the decrease in bowls clubs.

1.2 Bowls is a seasonal sport which is played indoors from October to March and outside from April to September. Therefore, there is a 6 month period of very low / no usage in the Rainbow bowls hall. It is not possible to use the hall for anything else during these summer months due to the split level design. As a result, the hall remains unused (graph is included in **Appendix 2** illustrating the changes in booking numbers across the year).

1.3 There are still 13 active groups that use the bowls rink but the position is vulnerable if clubs leave the centre at the current rate. **From the 13 clubs that use Rainbow, there are 148 bowlers in total and only 71 players that live inside of Epsom.** This figure as been derived from a telephone survey carried out by the centre (**see appendix 3**).

1.4 In order to make room for the under 8's indoor play area, all 13 clubs will be required to relocate to the sports hall. A provisional sports hall programme has been drawn up to ensure that all 13 clubs can be accommodated within this area. This has been achieved by

programming other activities which has not resulted in cancellations of any sports. A break down in how this has been achieved can be found in **Appendix 3**.

- 1.5 If the proposal for a new under 8's indoor play park is approved, GLL will purchase 2 full length bowls mats that can be laid in the sports hall making Bowls a bookable sport as with all other sports offered at the Rainbow leisure centre. Consideration will be made with regards to the underlay for the bowls mats along with new comfortable seating that can be set up around the edges of the sports hall.

Three quotations have been obtained for the supply and installation of removable bowls mats to be located in the Sports Hall. These will be positioned and stored at the far end of the hall for ease of use and flexibility of use. GLL have also received a letter from an experienced bowls professional who has confirmed that portable matting along with 2m fenders can be used for recreational bowls. Please see letter in appendix

All clubs will be consulted, kept up to date and where possible and be given the same times or days that they currently book. See **Appendix 4** showing an image and layout of how bowls can be accommodated in the Sports Hall alongside other sports, such as Badminton.

2.0 The Junior Indoor Play Park

- 2.0 GLL have introduced a new indoor play park at Sutton Sports Village 5 miles away from Rainbow Leisure Centre. This facility includes a specific area for under 3's with a sensory zone and play aimed at this younger age group. There are also more challenging play structures for over 3's with slides and climbing frames which allows children to explore their physical capabilities within a safe and secure environment. The current Bowls area is the right location to introduce a similar indoor play park that will enhance the visit of many Rainbow customers, and attract new ones. Please see appendix 8 for photos/illustrations of the Sutton Indoor play park. Please see appendix 9 for testimonials of the Sutton Play Park.

- 2.1 **Demographics of Rainbow Leisure Centre** – The centre caters for all areas of the community offering affordable facilities for all ages. Some facilities are more popular than others (such as the gym and the pool) and at present we have a strong catchment of 16-44yrs, 45-59yrs and 60+ years, but improvement for the level of customers under 10 years old will be achieved by introducing this junior play area. The current breakdown is as follows:

0.-4 years	1.8%
5-10 years	3.8%
11-15 years	5.9%
16-44 years	42.3%
45-59 years	18.0%
60+ years	28.2%

See Appendix 5 for graph showing the age demographic of Rainbow Leisure Centre

- 2.2.2 The play park at Sutton Sports Village is currently attracting 3,500 visits every month, this boosts the 0-8 year old usage and if replicated will increase Rainbow LC monthly usage by **8-10%**. GLL share Epsom and Ewell's Leisure Development Strategy of working with Rainbow Leisure Centre to introduce and sustain active opportunities for pre school children (**See appendix 10 – point 1.2.2**)

2.2.3 The new play park will also improve the Rainbow Birthday party offering. At present the centre caters for 20-30 parties per month. **With the introduction of the new facility, this could increase to 80 parties per month.**

2.2.4 There are limited options within the borough for indoor children's play areas. At present, there are only 3 soft play options for over 5,000 under 8's that live in the borough. The following children's soft play areas in the borough are as follows:

- Giggles soft play at the Harrier Centre in Ewell.
- Jupiter Joes in Ewell.
- Once upon a time in Epsom.

Each of these facilities lack investment and are under used by the residents of Epsom due to their appeal. Instead most residents choose other facilities outside of the borough (such as Leatherhead Leisure Centre or Sutton Sports Village) due to their recent investments.

2.2.5 Although Rainbow's normal catchment area is within a 10 minute drive of the centre (**see Appendix 7**). Due to the lack of quality indoor play parks within Surrey and London, it is likely that this catchment area will stretch to 20-30 minutes, therefore attracting residents from Mole Valley, Kingston, Richmond, Spelthorne, Sutton, Weybridge and Woking.

- 2.2 **Price Point** – After carrying out a competitor review and considering the investment going into the Rainbow facility, £5.50 for over 2's and £2 for under 2's is the suggested price point (please note that there will be no admission charge for Adults). Membership packages would also be offered for unlimited use on a monthly or a yearly basis.

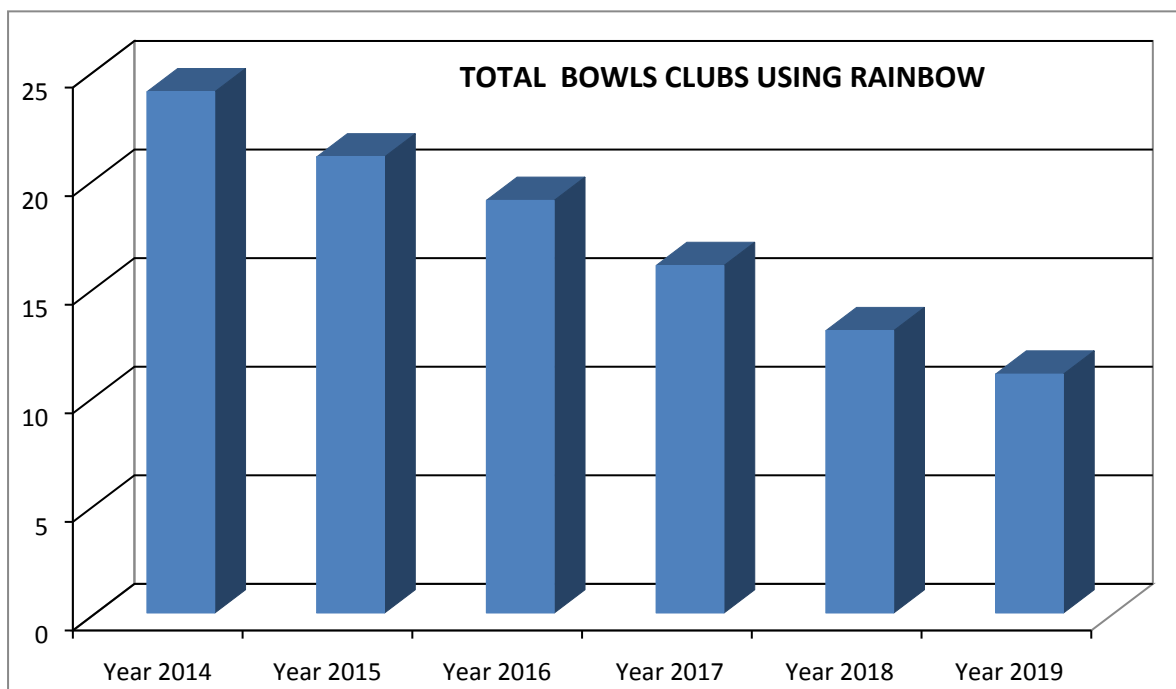
3.0 Conclusion

- 3.1 In this report the need to review our current provision of bowls on the ground floor has been covered. As highlighted, there is a decrease in club use with a lack of new interest from younger bowlers inside and outside of the borough. Therefore we feel this proposal to relocate to the sports hall is sensible and by programming it alongside other sports in our multi use sports hall, Bowls remains a core sporting offer at Rainbow Leisure Centre.

GLL have a product that is proven with Sutton Sports Village Play Park. **This facility has attracted over 3500 visits month (bear in mind Bowls generated 4032 visits in the whole of 2018).** With the introduction of the Rainbow Leisure Centre Play Park, there could be an increase in visits by **2,000-3,000** per month and at the same time improving the 0-8 age mix which is the lowest in the membership offering. This project will be funded by GLL and will be built on top of the current Bowls rink meaning it will remain there if ever required in the future.

End.

Appendix 1 – Total clubs over a 5/6 year period



Appendix 2 – Bookings taken over 4 years

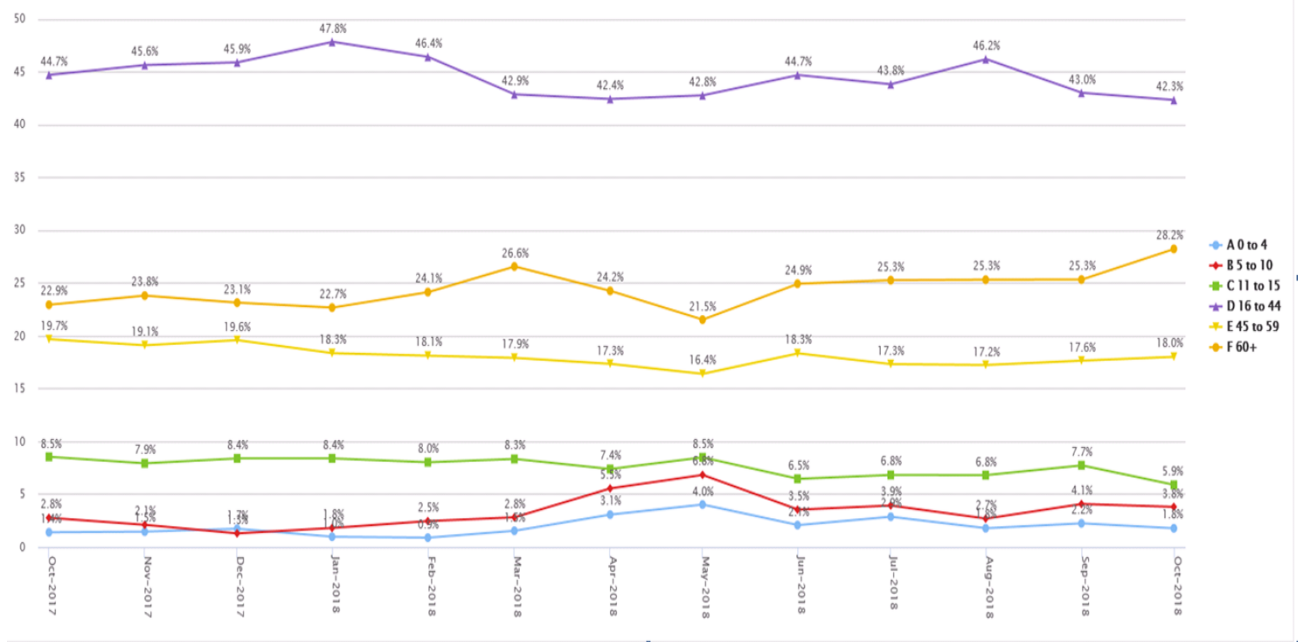
Mid September to December								Total Members
Day	Club	Previous time slot	Area	New time	Relocated to	Number of members inside the borough	Number of members outside the borough	
Monday	Epsom Park	2-4pm	Bowls Hall	2-4pm	Sports Hall	16	0	
	Southborough BC	4-6pm	Bowls Hall	9-11am	Sports Hall	1	4	
Tuesday	Epsom Court Bowls	10-12pm	Bowls Hall	10-12pm	Sports Hall	9	1	
	Carshalton Beeches	12-2pm	Bowls Hall	12-2pm	Sports Hall	6	9	
	Friendly Bowls (Fletcher)	2-4pm	Bowls Hall	2-4pm	Sports Hall	6	2	
	David Leamer	4-6pm	Bowls Hall	2-4pm	Sports Hall	8	0	
Wednesday	Motspur Park BC	12-2pm	Bowls Hall	11-1pm	Sports Hall	0	8	
	Banstead Bowls	2-4pm	Bowls Hall	10-12pm	Sports Hall	2	6	
Thursday	Banstead Bowling Club	10-12pm	Bowls Hall	10-12pm	Sports Hall	0	16	
	Mr Newman (Kingswood)	12-2pm	Bowls Hall	10-12pm	Sports Hall	0	8	
	Mr Wade	2-4pm	Bowls Hall	2-4pm	Sports Hall	6	2	
Friday	Hunter Bowls	9:30-11am	Bowls Hall	2-3:30pm	Sports Hall	9	1	
	Neville Bowls	12-2pm	Bowls Hall	10-12pm on Mondays	Sports Hall	5	5	
	Cheam Bowling	2-4pm	Bowls Hall	12-2pm on Mondays	Sports Hall	3	3	
Saturdays	Not effected	Not effected	Not effected	Not effected	Not effected	0	0	
Sunday	Banstead Bowls	10:30-12:30pm	Bowls Hall	4-6pm	Sports Hall	0	12	
						71	77	

Appendix 4 - -- Photo/Layout of how Bowls can be accommodated in a Sports Hall





Appendix 5 – Current age group usage

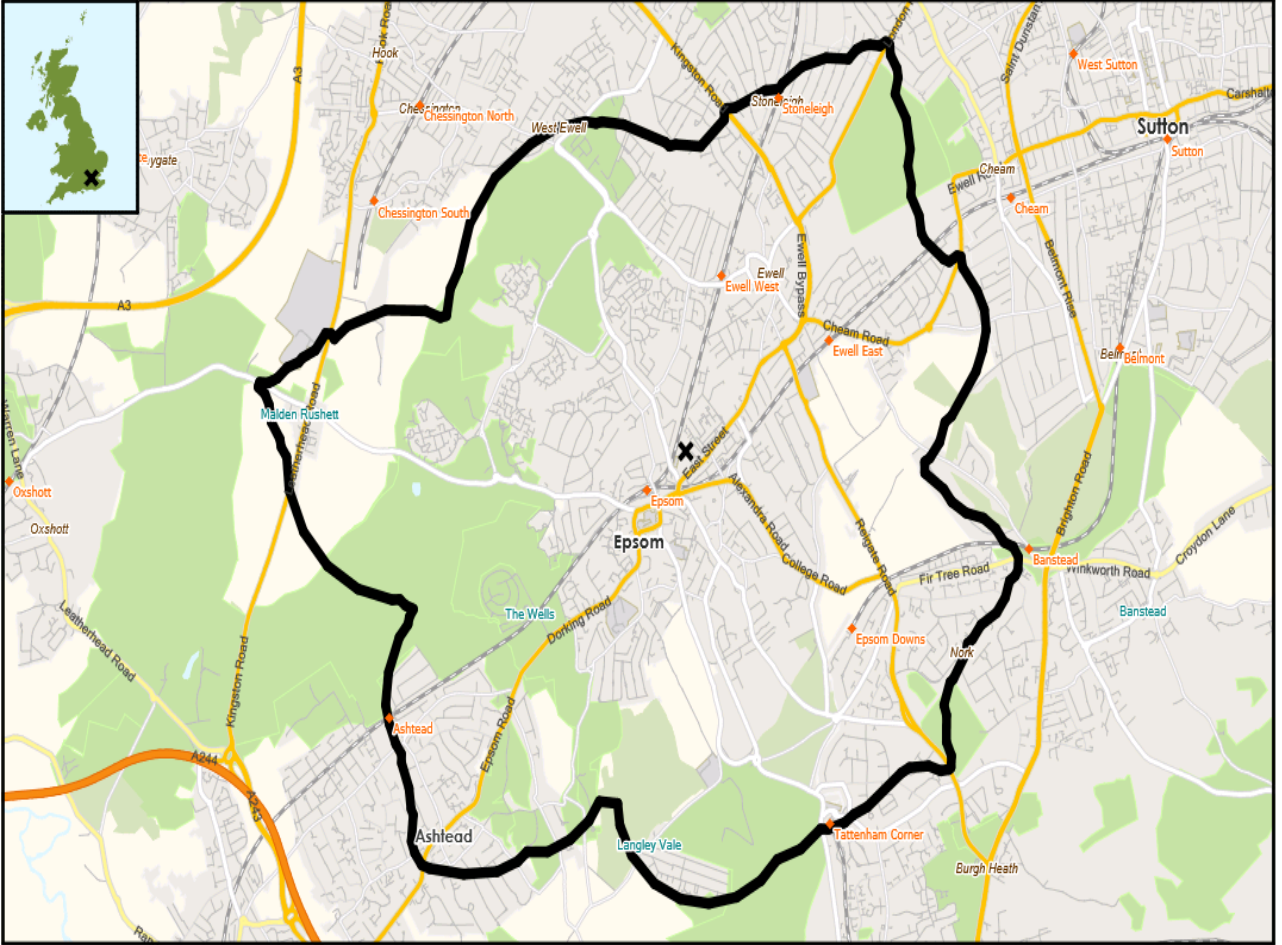


Appendix 6 – Competitor facilities and prices

Competitor Analysis					
25.7.18					
	Once upon a time	Kidspace	Leatherhead LC	Jupiter Joes	Giggles (Harrier centre)
Costs					
Under 1's cost	£1	£2	£2	£0	£1.25
Costs per session Peak child under 3	£3.95	£6.75	£5	£5 for 2 hrs	£3.95
Costs per session off	£3.95	£6.50	£5	£5 for 2hrs	
Cost for adults additional siblings	£2.95	£5.50 peak /£2.95 off peak £6.75	£5	£5	£2.95
Cost of birthday costs	start from £250	Start from £132	unknown	packages provided :package A -£9	self catered -£180, catered- £280
Membership needed?	N/A	£20 for 10 months	free with membership		
Facilities					
Café	X	x	x	x	x
Seated area for Parents	X	x	x	x	x
Under 1's area	X	x	x	x	x
Under 5's area	X	x	x	x	
Over 5's area		x	x	x	
Tiered soft play	X	x	x	x	
Ball pit	X	x	x		
Trampolines				x	
Climbing wall		x			
reaction wall		x			
Sensory area					
Over 5's programme lead activities (story		x			
Birthday parties offered	X	x	x	x	x
Parking	X	x	x	x	x
Nappy change and First aiders on duty	X	x	x	x	x
			x		

Appendix 7 – 10 minute drive catchment area

Area: Drive-Time, Rainbow LC, 10.0 Minutes



Appendix 8 – Photos of Sutton Indoor play park






TODDLER AREA





Appendix 9 – Testimonials of the Sutton Indoor Play Park (Similar to the Rainbow proposal)

 **Karen Allnutt**  recommends [Better, Sutton Trampoline & Play Park](#)  

13 October at 08:44 · 

Fantastic soft play and trampoline area for toddlers. My 15 month old absolutely loved it!

 Start a private conversation with Karen Allnutt in Messenger. [Message](#)

 Like  Comment  Share  Message 

 **Claire Chall**  recommends [Better, Sutton Trampoline & Play Park](#)  

10 September · 

My 18 month old son loved the play park. lots of things to do. friendly colourful place.

 Start a private conversation with Claire Chall in Messenger. [Message](#)

 [Better, Sutton Trampoline & Play Park](#)

 Like  Comment  Share  Message 

 **Vicky Goodwin**  recommends [Better, Sutton Trampoline & Play Park](#)  

7 September · 

Took my 2 yr old here and thought it was fab! He was able to climb on everything without me always having to go with him. I was able to see him most of the time from the bottom. Highly recommend! Although you do have to leave after your 2 hour slot which he wasn't a fan of!

 Start a private conversation with Vicky Goodwin in Messenger. [Message](#)

 [Better, Sutton Trampoline & Play Park](#)



Charlotte Docherty recommends [Better, Sutton Trampoline & Play Park.](#) 6 September · 🌐

A group of us with 6 to 8 month children visited the Trampoline Play Park today and were all very impressed.

I have a 7 month old and enjoyed the entire play park. The sensory room was lovely, perfectly sized and hidden away so would recommend even for younger babies.

The staff do an excellent job of keeping the entire area clean and tidy and I look forward to returning next week - can't go wrong for £2!

Appendix 10 – Epsom and Ewell Leisure Development Strategy

(1.2.2 Partnership with RLC for Pre school children)

Objectives	Actions	Funding/Resource Implications	Timescale	Target	Baseline
developing community focused activity programmes at the Rainbow Leisure Centre	1.2.2 Work with the Rainbow Leisure Centre to introduce and sustain active opportunities for preschool children	Use of LD budget and explore external funding opportunities	By end of Q4	Develop and sustain one new activity at the Rainbow Leisure Centre for preschool children	No baseline
	1.2.3 Work with the Rainbow Leisure Centre to promote usage of the centre through the Surrey Youth Games	Use of LD budget and explore external funding opportunities	By end of Q1	Host Judo training sessions at the Rainbow Leisure Centre	RLC 4 judo taster sessions in 2017
	1.2.4 Work with the Rainbow Leisure Centre and Amateur Swimming Association to promote the development of an open swim session focused on those aged 50+	Use of LD budget and explore external funding opportunities	By end of Q4	Introduce a new course of swimming sessions focusing on those aged 50+ that may include Learn to Swim and/or Swim Doctor	No baseline
	1.3.1 Work with Ebbisham				

Appendix 2 of Council Change Notice – Rainbow Financial Summary (All costs)

GREENWICH BUSINESS CENTRE														
BUSINESS & EMPL PARTNERSHIP - RAINBOW CENTRE														
	Year 2005	Year 2006	Year 2007	Year 2008	Year 2009	Year 2010	Year 2011	Year 2012	Year 2013	Year 2014	Year 2015	Year 2016	Year 2017	Year 2018
MAIN	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast
INCOME	444,017	447,319	428,305	472,546	475,972	500,830	521,049	568,723	553,834	543,873	484,260	465,329	483,507	502,053
EXPENDITURE	(698,723)	738,488	709,706	772,245	840,549	737,856	851,672	864,309	1,139,236	1,266,228	1,285,589	1,278,344	1,355,365	1,311,250
SRPLS/(DEFCT)	(254,705)	(291,169)	(281,400)	(299,699)	(364,577)	(237,025)	(330,623)	(295,586)	(585,403)	(722,356)	(801,328)	(813,015)	(871,858)	(809,197)
CARRIAGE														
INCOME	22,761	13,962	12,916	14,125	10,207	12,941	11,165	15,493	14,847	15,074	14,640	8,774	8,694	8,225
EXPENDITURE	(10,249)	457	1,782	140	2,741	2,755	463	47	196	407	650	4,653	3,410	2,448
SRPLS/(DEFCT)	12,511	13,505	11,134	13,985	7,467	10,186	10,703	15,446	14,651	14,667	13,990	4,121	5,284	5,777
COACHING														
INCOME	292,619	317,292	341,754	371,163	382,466	360,556	452,078	445,350	479,523	568,437	624,700	662,697	739,100	812,839
EXPENDITURE	(97,117)	85,499	101,603	114,202	127,849	132,763	137,686	170,996	154,610	185,109	199,053	211,402	201,038	235,720
SRPLS/(DEFCT)	195,502	231,793	240,152	256,961	254,617	227,793	314,392	274,354	324,913	383,328	425,647	451,295	538,062	577,119
WELLNESS														
INCOME	773,007	768,676	712,898	696,313	842,333	960,900	1,003,789	1,147,195	1,272,468	1,502,588	1,356,120	1,220,392	1,108,803	1,080,112
EXPENDITURE	(339,191)	329,417	265,036	284,896	343,187	389,363	368,923	437,050	385,207	432,556	398,519	444,933	409,852	394,280
SRPLS/(DEFCT)	433,816	439,259	447,863	411,417	499,146	571,537	634,866	710,145	887,261	1,070,032	957,601	775,459	698,951	685,832
HEALTHY LIVING														
INCOME		1,385	3,802	4,472	7,334	5,079	4,431	3,965	3,261	1,830	1,861	2,053	1,678	1,763
EXPENDITURE		0	0	0	0	0	0	0	0	0	0	0	86	
SRPLS/(DEFCT)		1,385	3,802	4,472	7,334	5,079	4,431	3,965	3,261	1,830	1,861	2,053	1,592	1,763
SPA														
INCOME								0	128,875	144,838	148,426	149,416	156,925	157,865
EXPENDITURE								0	128,499	136,183	111,740	123,169	139,616	139,104
SRPLS/(DEFCT)								0	375	8,656	36,685	26,247	17,309	18,761
TRAINING/JOYALS														
INCOME	1,532,404	1,548,634	1,499,675	1,558,619	1,718,312	1,840,306	1,992,511	2,300,553	2,452,807	2,776,639	2,630,006	2,598,661	2,498,707	2,562,857
EXPENDITURE	(1,145,280)	1,153,861	1,078,126	1,171,484	1,314,325	1,262,737	1,358,743	1,621,858	1,807,749	2,020,483	1,995,551	2,062,501	2,109,567	2,082,802
SRPLS/(DEFCT)	387,124	394,774	421,549	387,135	403,987	577,569	633,768	708,324	645,058	756,156	634,456	446,160	389,140	480,055
Contract Team (pre 2008 - cost incurred charged to trading accounts)			8,919	84,672	87,903	105,392	117,080	126,144	43,532	58,637	57,403	93,069	56,355	34,172
Head Office Allocation	305,183	300,513	271,674	262,459	270,619	298,399	319,113	340,453	305,345	268,864	232,456	225,111	206,252	183,330
Management Fee	167,726	210,569	217,686	226,016	236,371	236,397	253,895	258,937	258,937	258,937	273,369	284,239	289,137	299,125
BBB Partnership Surplus / (Deficit)	(85,784)	(116,308)	(76,730)	(186,012)	(190,906)	(62,820)	(56,319)	(17,210)	37,244	169,719	71,229	(156,279)	(162,404)	(36,562)
Prior Year Losses C/F	0	(85,784)	(202,092)	(278,822)	(464,833)	(655,739)	(718,559)	(774,879)	(792,089)	(754,845)	(585,126)	(513,898)	(670,177)	(832,581)
Surplus / (Loss)	(85,784)	(202,092)	(278,822)	(464,833)	(655,739)	(718,559)	(774,879)	(792,089)	(754,845)	(585,126)	(513,898)	(670,177)	(832,581)	(869,143)

Appendix 11 – Letter from Bowls Professional endorsing the Portable Bowls Mats for Recreational use.



Email: shop@shotbowl.com
Web: www.shotbowl.com
Tel: 01778 348788

Darren Pope
General Manager
Rainbow Leisure Center
GLL (Greenwich Leisure Ltd)
East Street
Epsom
Surrey
KT17 1BN

22nd May 2019

Dear Darren

Portable Carpet Rink Usage

Further to our recent telephone conversation concerning the usage of a portable rink,

I can confirm that this carpet with fenders is suitable for casual play amongst your members and even friendlies against other clubs/centers but it would be courteous to inform them of details of your rink.

If you were looking to enter a district league or official competitions such county or national then you would have to be affiliated to the district league or the county indoor bowling association but this carpet/surface would not be allowed as there is a minimum length for the rink and ditches are required at the end of the rink.

As you are aware that I have managed 4 leisure centers in my career and would agree that including indoor bowls in your business plan gives you the ability diversify the activity in this designated area thereby the potential to increase your per square meter income.

If I can be of any further assistance please don't hesitate in contacting me.

Regards

Trevor Collins
Managing Director