ASBA 2020
Tennis Quick Pulse Survey Results
Describe your 2020 season:

- Up 20% or More Compared to 2019: 18.92%
- Up 10-20% Compared to 2019: 8.11%
- Up 5-10% Compared to 2019: 16.22%
- Up 1-5% Compared to 2019: 2.70%
- Flat/Consistent Compared to 2019: 21.62%
- Down Relative to 2019: 32.43%
At this point in time, what are your expectations for your company’s business for 2021:

- **Down Relative to 2020**: 10.81%
- **Flat/Consistent Compared to 2020**: 18.92%
- **Up 1-5% Compared to 2020**: 24.32%
- **Up 5-10% Compared to 2020**: 2.70%
- **Up 10-20% Compared to 2020**: 21.62%
- **Up 20% or More Compared to 2020**: 21.62%
If you have experienced an increase in business over 2019, to what do you attribute the growth?

- New Tennis Courts: 37.50%
- Renovating Old Tennis Courts: 62.50%
- New Pickleball Courts: 75.00%
- Conversion of Old Tennis Courts to Pickleball Courts: 41.67%
- New 36’ Courts: 0.00%
- Conversion of Old Tennis Courts to 36’ Courts: 4.17%
- Expedited Projects due to COVID Facility Closures/Sports Cancellations: 12.50%
- Other: 4.17%
Regarding any pickleball courts that you have built or converted in 2020, which describes the most common location of those courts:

- Public parks: 36.11%
- Private clubs: 30.56%
- Parking lots: 0.00%
- Schools: 5.56%
- Other: 27.78%
What recent trends are you seeing as a builder, or new/frequent requests from your customers?

1. A lot more residential tennis
2. A lot of calls to put in pickleball/basketball courts in backyards with fencing and lights
3. Adding pickleball stripes.
4. Color gray for courts
5. Blended lines for pickleball on existing tennis courts or newly built courts
6. Conversion of tennis courts to pickleball courts
7. Cushioned or resilient surfaces
8. Customers are tentative to make a decision due to the ridiculous governmental actions regarding the Coronavirus
9. Increase in request for residential construction/resurfacing, but decrease in school/municipal work
10. Increasing number of pickleball
11. It’s all about pickles. Also, a lot of new developments building tennis and pickles
12. Lots of home construction
13. More people putting courts in their home
14. New pickle ball courts and pickle ball court conversions.
15. Now the customers are asking about ways to prevent cracking of courts on the front end of the construction process
16. People are afraid to spend money. Holding off projects till next year or two
17. Pickleball overlay lines on tennis courts after surfacing
18. Striping pickleball courts on existing or new tennis courts
19. There seems to be an increase in people wanting to upgrade the condition of their courts because of an increase in use - possibly related to COVID
20. Uncertainty by all concerned