

# Maintenance: Cost Benefits



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**Date: 04/03/09**

The misinformation that synthetic turf surfaces are maintenance free has been very unhelpful and detrimental to the industry, client and long-term quality of these facilities.


The benefits of regular maintenance are well understood.

All too often little provision is devoted towards maintenance.

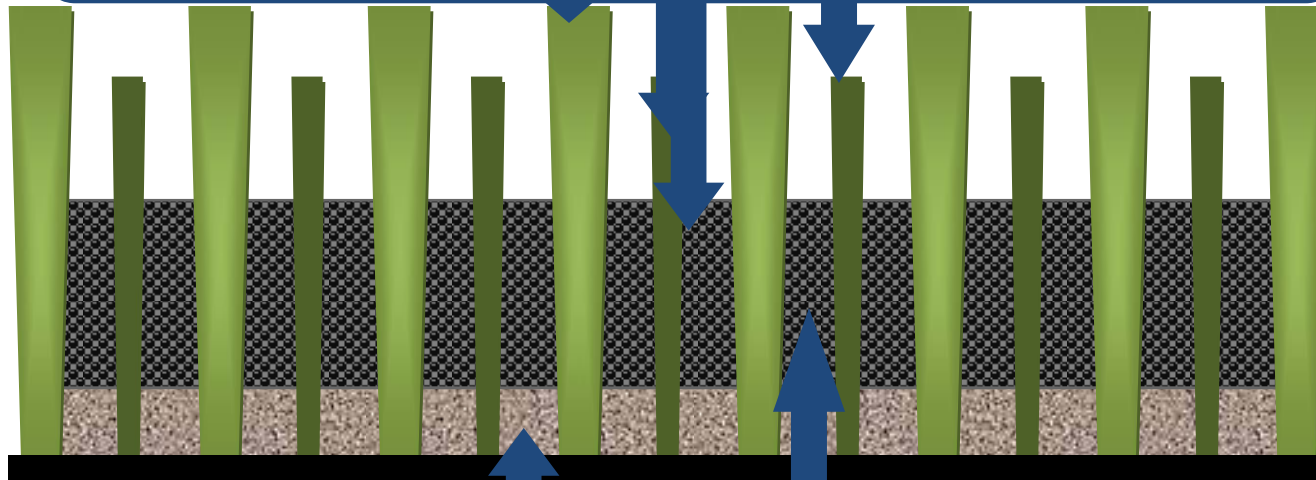
Unclear responsibility and lack of funding.

The presentation will illustrate the financial benefits on regular maintenance and highlight a novel approach to demonstrate how it can be correctly specified in the future.

# Influences of Ageing/Wear

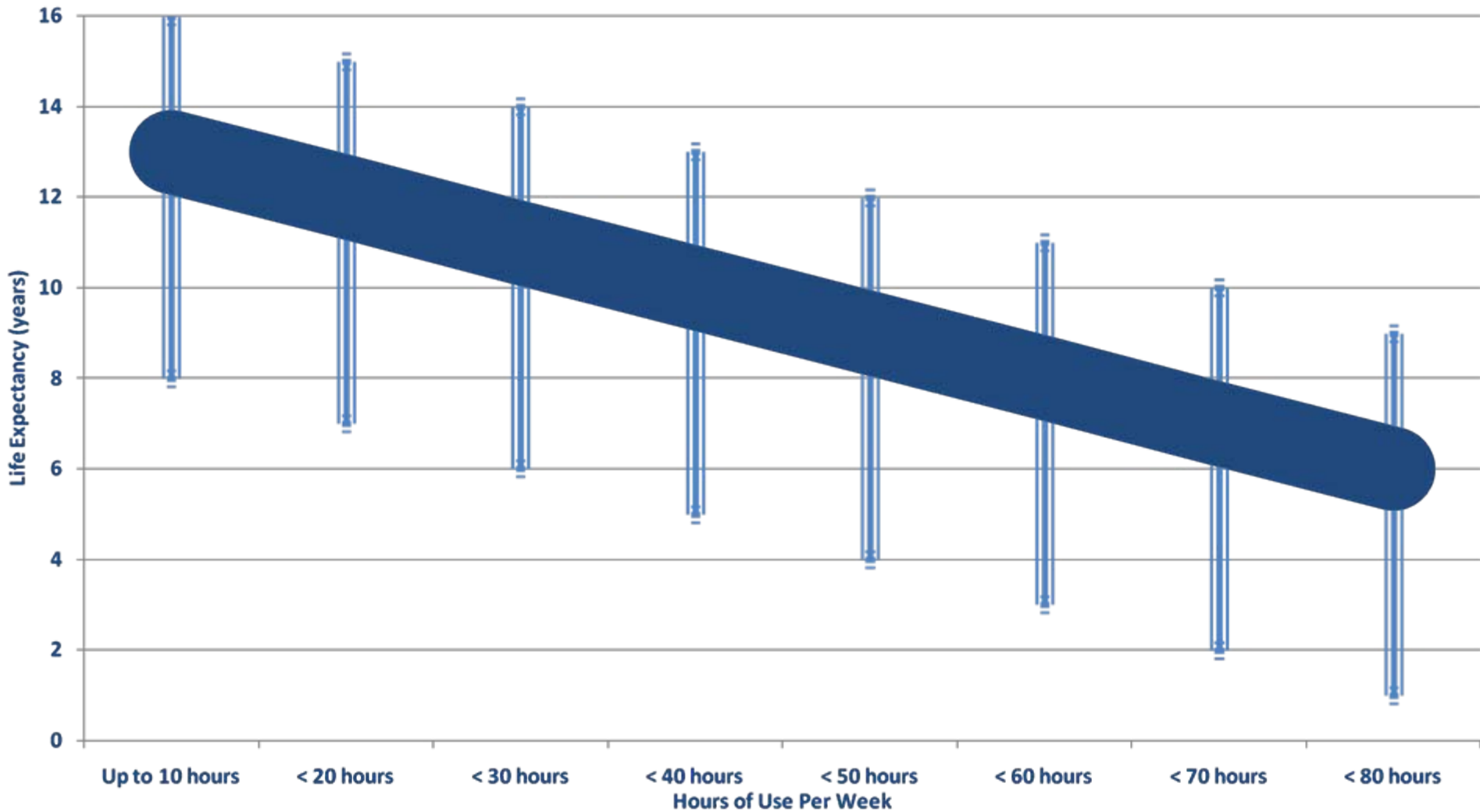


Maintenance will not prevent these mechanisms. However, it will drastically reduce their onset whilst at the same time improve life-expectancy and ongoing performance



**Infill Material**  
Sand, Rubber, Water, None

# Life Expectancy



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## Capital Investment:

Ground works	£200,000
Synthetic turf system	£195,000
Floodlighting	£50,000
Fencing and other stadia works	£25,000
Maintenance equipment	£10,000
Consultants fees & site investigation	£40,000
<b>Total</b>	<b>£520,000</b>



## Ongoing Costs

Replacement Synthetic Turf system	£150,000
Maintenance*	£2,000 - £6,000 (per annum)
Overheads	£6,000 (per annum)

\*variable but based on equipment servicing/fuel, specialist maintenance and staff time

**Note: All figures based on estimates for 2009**

# Why only natural?



Club operators will not think twice about spending large sums of money for the maintenance regime of natural turf pitches.

From a review of 5 semi-professional clubs the maintenance costs were in the region of £20,000 per annum, including:

staff time, materials, seeds, sand, fertilisers, line markings, water, and equipment maintenance.

# Full Cost Example



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## Annual Costs:

Booking/hire staff	£6,000
Electricity (floodlights)	£6,000
Certification (performance tests)	£2,000
<b>Total</b>	<b>£14,000</b>

**Annual Income: £117,000**

## Annual Savings:

Maintenance (materials, etc...)	£6,000
Maintenance (staff costs)	£2,500
Water bill	£1,500
Alternative venue rental	£15,000
Match postponement fines	£0
<b>Total</b>	<b>£25,000</b>

## Annual Revenues:

Pitch rental/hire	£104,000
Secondary spend (catering)	£4,000
Clubhouse rental/hire	£0
<b>Total</b>	<b>£108,000</b>

# Full Cost Example



	M	T	W	T	F	S	S
9						Commercial Use	Commercial Use
10						Commercial Use	Commercial Use
11						Club Use	Club Use
12						Club Use	Club Use
13						Club Use	Club Use
14						Club Use	Club Use
15						Club Use	Commercial Use
16						Club Use	Commercial Use
17					Commercial Use	Club Use	Commercial Use
18	Club Use	Club Use	Commercial Use	Club Use	Commercial Use	Commercial Use	Commercial Use
19	Club Use	Club Use	Commercial Use	Club Use	Commercial Use	Commercial Use	Commercial Use
20	Joint Club/Commercial	Joint Club/Commercial	Commercial Use	Joint Club/Commercial	Commercial Use		Commercial Use
21	Joint Club/Commercial	Joint Club/Commercial	Commercial Use	Joint Club/Commercial	Commercial Use		Commercial Use
22							

Note: weekly income £2,000 from 45 h/week use  
 Club Use 20 h/week; Commercial Use 25 h/week

- Club Use
- Commercial Use
- Joint Club/Commercial (split pitch, 5-a-side, etc...)

# Life Cycle Cost



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# New Procurement Route



Working with the FA/FF and RFU, SAPCA are developing a new procurement framework to cover all aspects of pitch building from feasibility to aftercare.

Within this new framework manufacturers will specify for each synthetic turf system the full maintenance requirements.

This will include approved manufacturers of maintenance equipment, a full schedule, and training requirements.

The maintenance equipment costs for each synthetic turf system will be specified in the tender documentation.

# New Procurement Route



Approved Equipment Details:			
<b>Decompaction Device*</b>			
<b>Supplier(s)</b>	1.	2.	3.
<b>Product Name(s)</b>	1.	2.	3.
<b>Full Description</b>			
<b>Tractor Unit</b>			
<b>Supplier(s)</b>	1.	2.	3.
<b>Product Name(s)</b>	1.	2.	3.
<b>Full Description</b>			
<b>Drag Brush and/or Drag Mat</b>			
<b>Supplier(s)</b>	1.	2.	3.
<b>Product Name(s)</b>	1.	2.	3.
<b>Full Description</b>			

*\* this does not need to be supplied directly to the client but can be part of a maintenance contract; however, it must be specified in this document.  
Please note: the synthetic turf system manufacturer at their discretion can accept alternative equipment if approved at the tender phase.*

# New Procurement Route



Type of Maintenance	Full Description	Equipment Required	Required Frequency*
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			

*\* this can be duration or usage based i.e. weekly, monthly; OR every 20 hours of use, every 60 hours use, etc...*

The system will be used to:

Provide a performance backed warranty.

The client will be required to monitor and record ongoing maintenance. Failure to do so will result in a loss of the performance warranty.

The whole system will be backed up by a sophisticated monitoring system that will record usage, maintenance, and performance test data.

Auto altering if it is not filled in correctly.

# SAPCA Educational Programme



**We have a range of qualifications and training courses designed for the industry for a range of employees within SAPCA members companies.**

**National Vocational Qualifications (NVQs)**

**Certificate in Management and Leadership (PG Cert.)**

**Training Seminars**

# Qualification Structure



- NVQ Level 2 in Sport and Play Surfaces
- NVQ Level 3 in Sport and Play Surfaces (to start late 2009)

Core Units have been developed but further units added as required from different sectors of the industry.

•Professional Qualification at Loughborough University Business School 'SAPCA Certificate in Management and Leadership'. First intake March 2009.

•Individual training units on specific topics as required, by SAPCA members.

•All leading to a SAPCA certificate backed by the UK Governing Bodies of Sport.