Membership Models

June 20, 2025

Boston Regional IAPF Meetup

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Membership Models

	Membership Unlimited	Membership – Hybrid	Non-Member
Fee type	Monthly or annual fee	Monthly or annual fee	Per transaction
Typically included	Free unlimited open play Free court reservations	Discounted open play Discounted court reservations	Purchased item only
May be included	Free clinics Free tournaments Free guest passes Pro shop discounts F&B discounts Free ball machine usage	Free clinics Free tournaments Free guest passes Pro shop discounts F&B discounts	

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Other Considerations

- Court reservations
  - How many days in advance? By membership type?
  - How many courts can be reserved at any one time?
  - How many courts can be reserved in any one day?
- Open play
  - Any limits?
- Guests
  - How many per member?
  - Limit visits per month?
- How many memberships per court?
  - 25-100
- Do you segment into peak and non-peak rates?
- Do you charge an initiation fee?

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Initiation Fees

Percentage charging initiation fees	23%
Smallest fee	$20
Highest fee	$750
Average fee	$119

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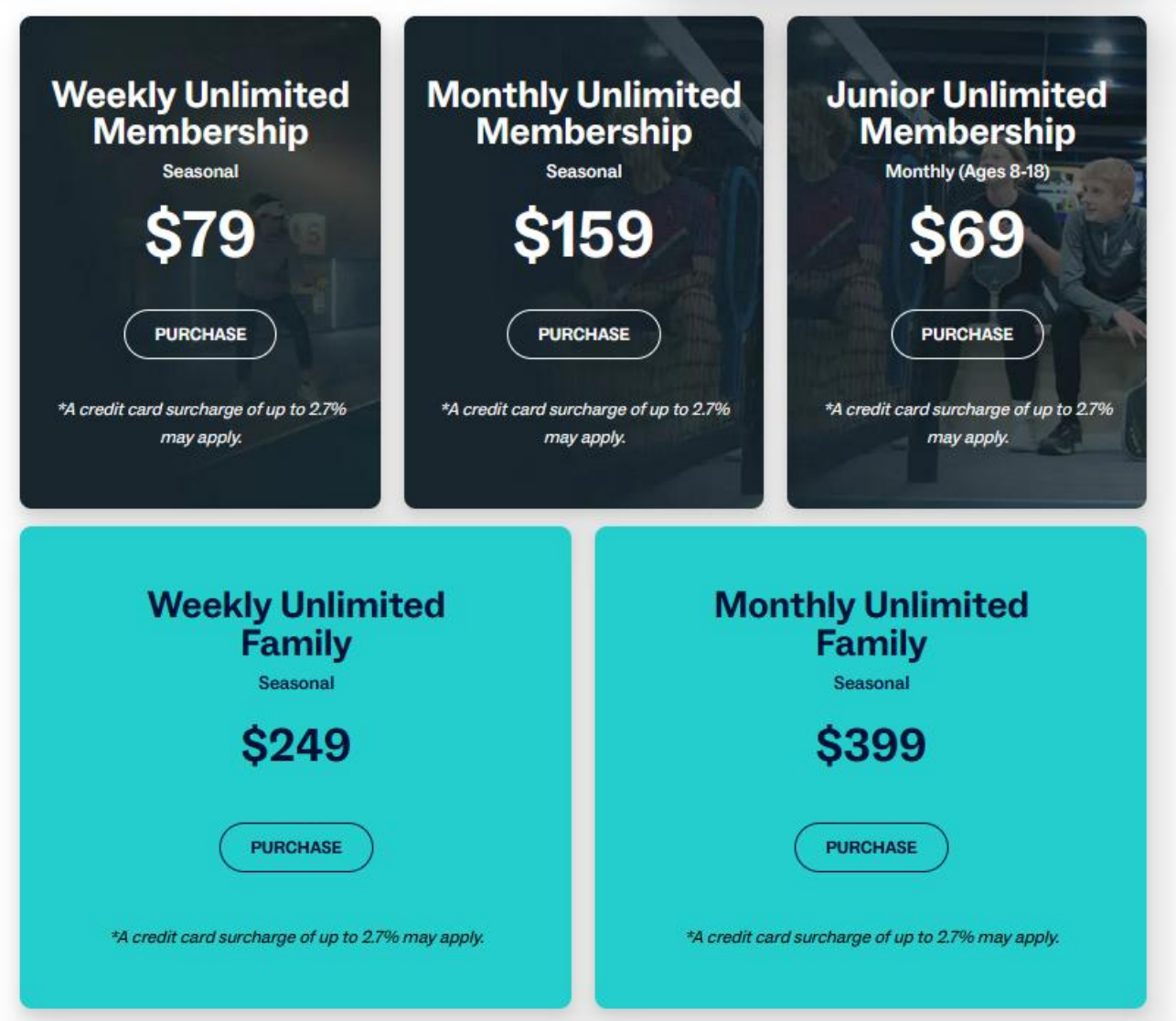
Franchise Models

	The Picklr	Dill Dinkers	Ace Pickleball Club	Pickleball Kingdom
Model	Membership Only	Hybrid	Membership Only	Membership
What is included	Unlimited Play		Unlimited Open Play	Free Unlimited Open Play
	4 monthly clinics		Court Reservations	Free Unlimited Court Reservations
	4 monthly guests		Free mixers, events, clinics	
	Nationwide Access	Nationwide Access	Unlimited paddle demos	
	Free court reservations 7 days	50% off court rental - 10 days		
		Reserve up to 14 courts per week		
		Reserve up to 2 courts per day		
Monthly	109-159		69 - 129	110 - 129
Family - monthly	250-349			275 - 279
Junior	59 - 69			
Mid-day monthly - open play only			35 - 59	
Annual	999 – 1,390	400 -475		1,430
Annual - Family	1,999 – 3,499	1,150 – 1,350		3,080
Annual - Couples		750 - 875		2,530
Open Play	included	$7.50	included	non-members $25 / session
Court Rental	included	$30	included	non-members $15 /hour /person

The Pickler



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Dill Dinkers

PRICING SHEET FOR SATELLITE BEACH, FLORIDA

(All rates are subject to change based on annual assessments)

ANNUAL MEMBERSHIPS

Individual	Couples	Family (3-5 members)	Seniors (60+), Active Military & Veterans
$450/year $45/month** Save $90/year when paid annually	$800/year $80/month** Save $160/year when paid annually	$1,200/year $120/month** Save $240/year when paid annually	10% off (Discount is applicable for annual membership rate only; all other rates apply)

** Optional monthly payment plan is available, but member must commit to the monthly fee for 12 payments

MEMBERSHIP BENEFITS

- 50% off all fees
- Membership is valid at any Dill Dinkers facility nationwide
- 10 days advance reservations for home court 5 days advance reservations for other DD facilities nationwide
- Increased play time of 4 hours per day
- First choice for league and open play sign ups

INTRODUCTORY ANNUAL MEMBERSHIPS

Available for the first 200 Founding Members who join
Enrollment Period: May 1-16-2025 only

- Receive a one-time credit to your Home Club Account: $70 (Singles) / $140 (Couples) / $200 (Family) Can be used for court time, leagues, events, open play
- Cannot be honored or used at other Dill Dinkers facility

MONTH-TO-MONTH MEMBERSHIP

ALL	Seniors (60+), Active Military, & Veterans
$60 per person/per month Suitable for snowbirds, long-term visitors, individuals seeking a more manageable monthly payment option or are unsure about making a full annual commitment	10% off (Discount is applicable for membership rate only; all other rates apply)

COURT FEES

	Member	Visitor
Regular Courts	$32 per court/per hour	$64 per court/per hour
Championship Courts	$36 per court/per hour	$68 per court/per hour
Ball Machine (min. 1 hour)	Hourly Court fee + $0 fee	Hourly Court Fee + $10 fee

OPEN PLAY

(*** Priority will be given to members ***)

	Member	Visitor
Two Hours (6 persons max/court)	$8.00/person	$16.00/person
Three Hours (6 persons max/court)	$12.00/person	$25.00/person

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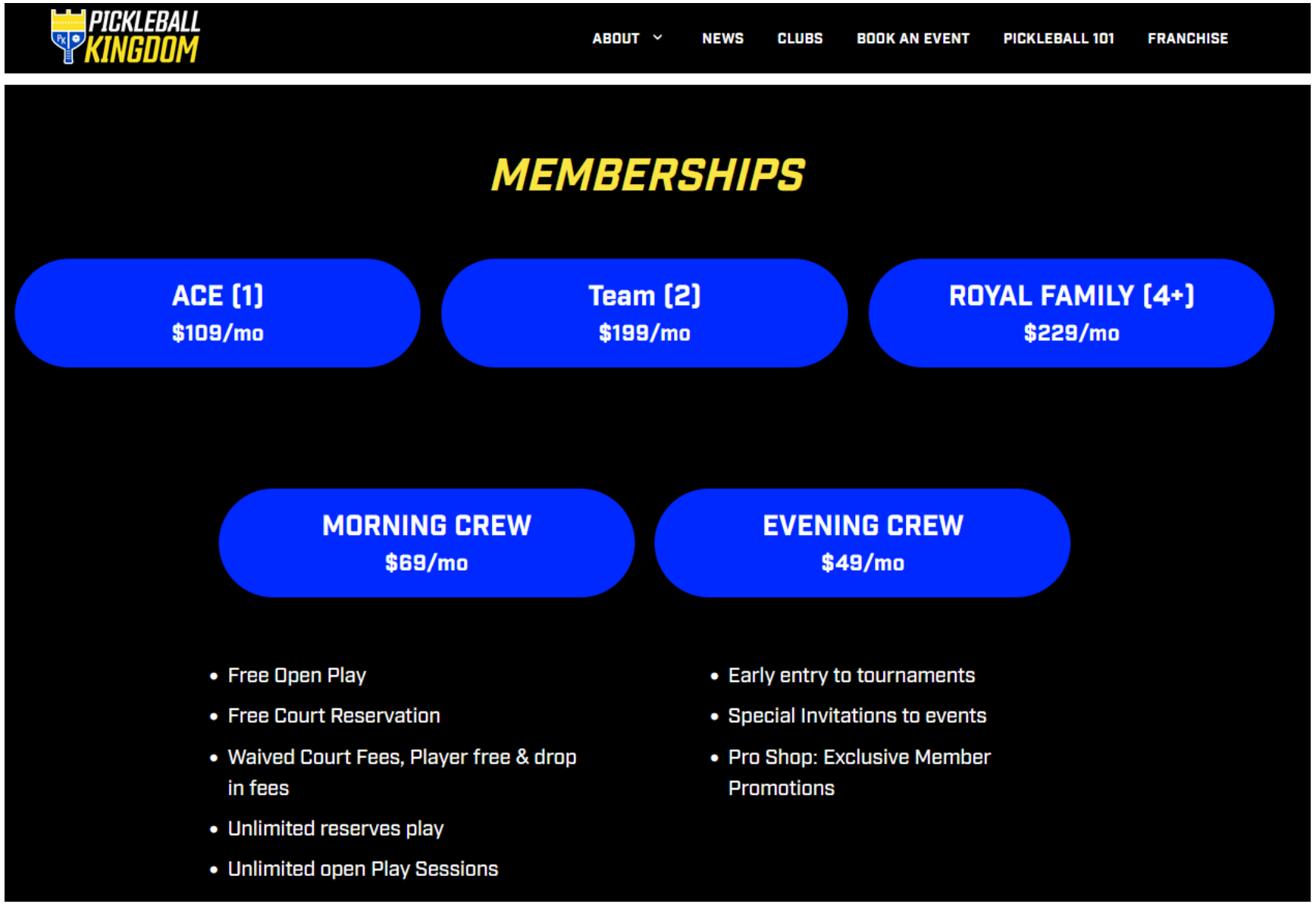
Pickleball Kingdom



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Robbinsville Pickle House

COMPARE MEMBERSHIP PERKS

Features	Weekday Warrior Membership	Premium Membership	Premier Membership	Legacy Membership	Family Membership	Pickle House Student
Advanced Booking Time	7 Days	10 Days	14 Days	21 Days	10 Days	7 Day
Open Play	Free	Free	Free	Free	Free	Student Open Play, free
Court Rental Fee	$8/hr	$8/hr	$6/hr	No Cost**	$8/hr	$8/hr
Guest Passes	1/mo	2/mo	3/mo	4/mo	2/mo	X
Ball Machine Credits	2/y	4/y***	6/y	12/y	4/y***	X
Pro Shop Discounts	X	10%	15%	20%	10%	X
Club Access	Limited Access (M-F / 8a-5p)	All Access	All Access	All Access	All Access	All Access

**Unlimited court rentals within the daily cap of 2hr/d based on availability.
*** Family membership ball machine rental allowances for per membership, not per each person.
Two month minimum for all monthly memberships.
Please see a team member at the front desk for Pickle House U (student) memberships.

Pickleball 365

Pickleball 365

MEMBERSHIP OPTIONS

JOIN AND SAVE!

	SIGNATURE MEMBER	CLUB MEMBER	CLUB GUEST
Monthly Membership	**$44**	**$24**	**$0**
Free Open Play Sessions (Monthly)	4	2	✗
Free Court Reservation Hours (Monthly)	1	0	✗
Free Court Reservation Replays (Monthly)	10	5	$.50/each
Open Play (2 hrs/each session)	$4/person	$8/person	$12/person
Hourly Court Reservation	$20	$30	$40
Advanced Reservation Window	14 days	7 days	3 days
Discounted Leagues & Tournaments	✓	✓	✗
Discounted Mixers & Special Events	✓	✓	✗
Members Only Events	✓	✓	✗
Exclusive Signature Member Events	✓	✗	✗

- *Open Play offers up to 150+ hours of open play available monthly.*
- *Court Reservations up to 4 players are included (limit 8). Additional players $5 each for members, $10 each for non-members.*

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Diadem Pickleball Complex

Founding Membership (Annual)

$1,500.00

- Free open play (7 days a week)
- $10 off per hour on court bookings
- Discounted league rates
- Clinics for $20 (normally $30)
- Book 28 days in advance
- Discounted Private Lessons
- 30% off pro shop & Drinks

LEARN MORE

Diadem Membership (Monthly)

Starting

$200.00

- Free open play (7 days a week)
- $10 off per hour on court bookings
- Discounted league rates
- Clinics for $20 (normally $30)
- Book 28 days in advance
- Discounted Private Lessons
- 30% off pro shop & Drinks

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Pkl Park

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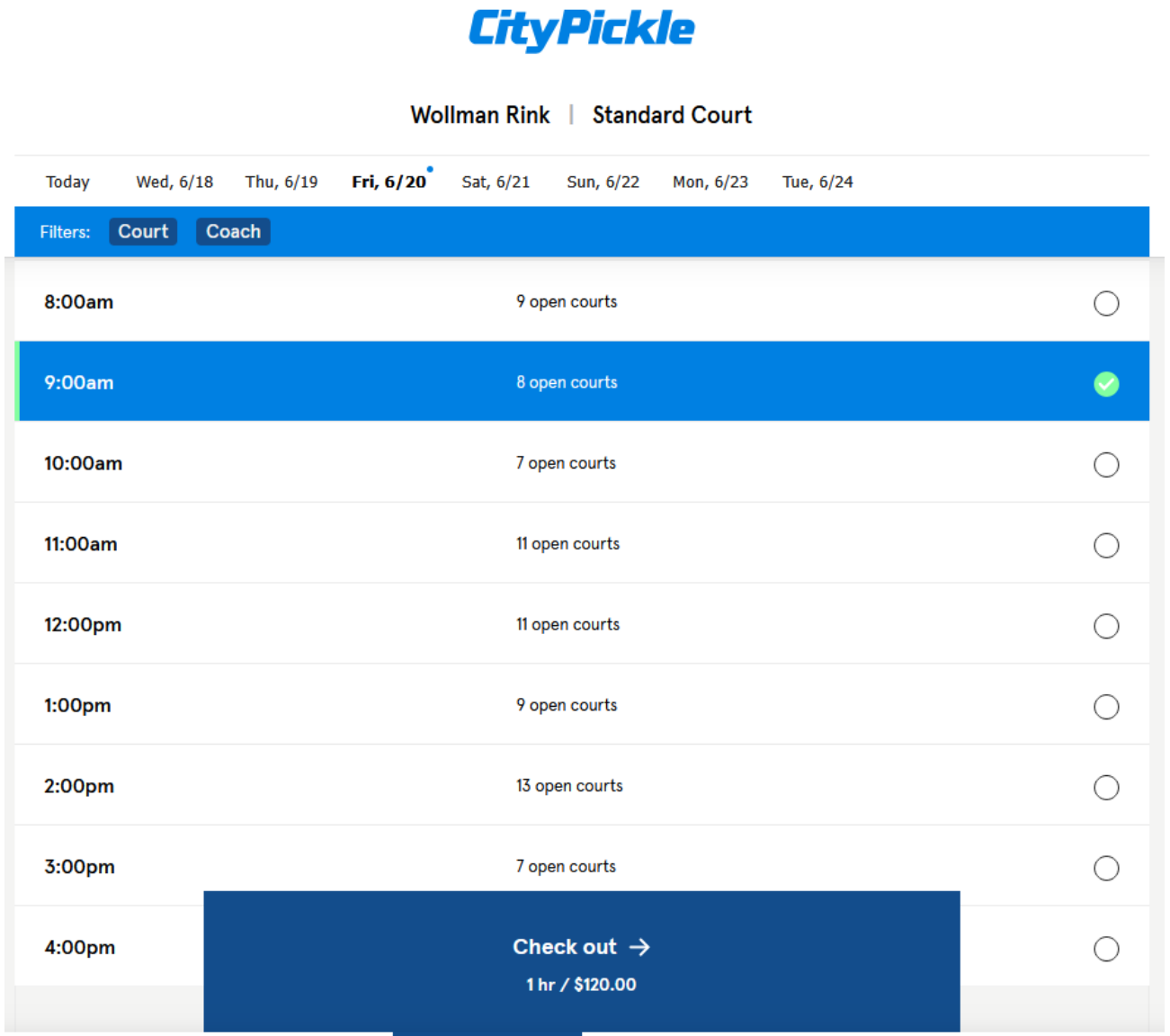
City Pickle – Wollman Rink



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True Pickleball Club

Memberships

Individual

True Player (Pay to Play)

Free

Pay to Play Option. *No upfront cost.

- Court Reservation Rate: $15 per hour, Courts 1-5 when available
- Championship Court Reservation Rate: $15 per hour
- Open Play Rate: $15 for two hours
- 7 day advance booking available
- Additional Benefits Included

Learn More

Individual

True Membership ($50 a month)

Effective from 6/1/2025

$50 / Monthly

- Reserve up to 14 days in advance

Learn More

Pickleball and Padel Facilities

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Sensa Padel Boston

Boston Monthly Membership

Unlimited Padel Play Peak and Off-Peak

$240.00

- Peak Padel: included
- Off-Peak Padel: included
- Advance Booking: 15 days
- Discounts on Activities, Tournaments, Events & Lessons
- Free Welcome Clinic
- Member Events
- Free Rental Racket
- First Time Friends Play Free

Student Monthly Membership

Unlimited Padel Play Peak & Off-Peak

$160.00

- Peak Padel: included
- Off-Peak Padel: included
- Advance Booking: 7 days
- Free Welcome Clinic
- First Time Friends Play Free
- Free Rental Rackets

Annual Boston Membership

Unlimited Padel Play Peak and Off-Peak

$2,400.00

- Peak Padel: included
- Off-Peak Padel: included
- Advance Booking: 15 days
- Discounts on Activities, Tournaments, Events & Lessons
- Free Welcome Clinic
- Member Events
- Free Rental Racket
- First Time Friends Play Free

Play More Padel Membership

Play More Padel

$80.00

- Peak Padel: $20 per hour
- Off-Peak Padel: $10 per hour
- Advance Booking: 7 days
- Discounted Programs & Lessons
- Free Welcome Clinic
- Free Rental Racket
- First Time Friends Play Free

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Matt’s Pickle and Padel

Matt's Membership

Monthly

$80.00

- 7 day advanced booking window
- Reduced private court booking fees
- Reduced open play booking fee
- 10% off lessons and clinics
- 10% off pro shop purchases
- 1 Free Guest Pass per month
- 10% off rentals and rental equipment
- Reduced multi-purpose room booking rate

Drop-in Membership

A really tiny monthly commitment

$1.00

- 5 day advanced booking window

Pickleball Only

Monthly

$50.00

- 7 day advanced booking window for pickleball courts
- Reduced private court booking fees for pickleball courts
- 10% off lessons and clinics for pickleball courts
- 10% off pro shop purchases
- 1 Free Guest Pass per month for pickleball
- 10% off rentals and rental equipment
- Reduced multi-purpose room booking rate

Ultimate Membership

12 month Commitment, Monthly

$225.00

- 10 day advanced booking window
- **Private court booking fees included**
- **Open play booking fee included**
- FREE pickleball paddle or padel racquet
- 10% off lessons and clinics
- 10% off pro shop purchases
- 3 Free Guest Pass per month
- Free Rentals and Rental Equipment
- Reduced multi-purpose room booking rate

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Tempo - Houston

SERVICE	NON-MEMBER PRICE
Padel Court 90mins (per player)	$21
Pickleball Court 60mins (per player)	$9

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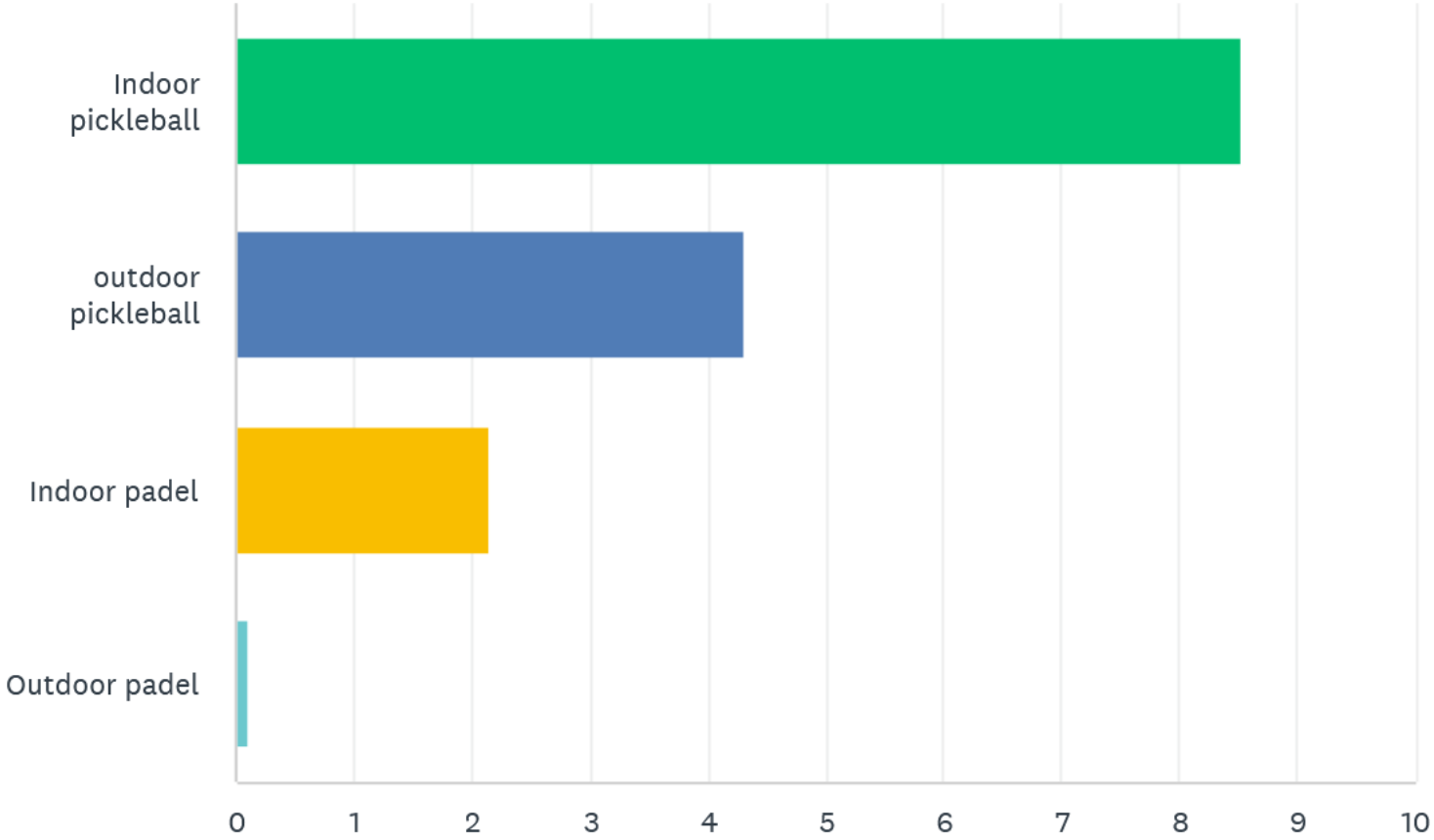
Average # of Courts

How many courts?

Answered: 50 Skipped: 2



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