

The University of Queensland Tennis Club Inc.

Sponsorship Proposals



2019 University Open Tennis Championships

St Lucia - Brisbane - Queensland - Australia

Sponsoring Tennis

Tennis is one of the most popular recreational sports in Australia. It is played by people of all ages and from all walks of life.

Because of this diversity, Tennis players are a prime marketing target for just about every type of business. This potential market can be tapped through support of the sport at the international and national level, but it can also be reached by supporting the sport at the grassroots level. Grassroots sponsorship enhances the public image of the sponsor because the members of the target group actually receive direct benefits.

A major avenue for companies to reach the players at the grassroots level is to support the open tournaments played throughout Queensland. As well as the ranking points events for the top players, many open tournaments, like the University Open, run a variety of other events suitable for all levels of players.

These tournaments are hugely important for the sport. The current top players had to start somewhere and it may well have been in the D Grade events in a local open tournament. These tournaments do not attract large numbers of public spectators or much media coverage but they do provide a focus for the local Tennis community and attract hundreds of players as participants. This provides wide public recognition for sponsors.

The University Open Tennis Championships, organized by the UQ Tennis Club, is the major open tournament in Brisbane and for decades was, by far, the richest and largest open tournament in Queensland. The tournament record is 750 entrants. The University Open was also the Queensland Open Tennis Championships from 1996 to 2006.

However, open tournaments need sponsorship to be able to offer the required levels of prizemoney for the major ranking events.

The 2019 University Open will be played over three weekends in July/August (20-21 & 27-28 July and 3-4 August) with the major ranking points events being played on 20-21 & 27-28 July. The tournament will offer over 40 events covering Open, Junior, Senior and Grade players.

The opportunity exists for national and local businesses to support this major Brisbane community sporting event. Some possible sponsorship packages are outlined in the following pages, ranging from major naming-rights sponsors to local business supporters. Although the key benefits revolve around the University Open, most of the packages incorporate 12-month exposure to the Brisbane Tennis community through the Club's other Tournament and Fixture activities.

<p>UQ Tennis Club: <i>Phone: 07 3371 4974</i> <i>E-Mail: admin@uqtc.org.au</i> <i>Website: https://www.uqtc.org.au</i> <i>Postal Address: PO Box 6005, St Lucia, Qld 4067</i> <i>Tournament Director: Doug Bergman (Ph 0409 090 299)</i></p>

The Venue

The venue for the tournament is the UQ Sport Tennis Centre on The University of Queensland's St Lucia Campus (Brisbane). This is one of the largest Tennis complexes in Queensland and is used frequently by Tennis Australia and Tennis Queensland for National and State Championships and by the Fixture Associations for Grand Finals.

The Centre consists of 21 floodlit courts [15 Hardcourts (Laykold), 4 Cushioned Hardcourts (Laykold Cushion) and 2 Synthetic Grass Courts (Omnicroourt)], a Pro Shop and a new café (Saint Lucy caffè e cucina). In March 2015, all the court lights were replaced with state-of-the-art LED luminaires, making the UQ Sport Tennis Centre one of the first Tennis facilities in Australia to have this level of lighting.

The Centre is owned by The University of Queensland and is operated by UQ Sport Limited. As it is situated on a University of Queensland campus, its operation is governed by all of the University's rules and regulations. This places restrictions on the permanent advertising that is possible at the venue.



UQ Tennis Club

The University Open is conducted by The University of Queensland Tennis Club Inc. (UQ Tennis Club). The UQ Tennis Club was established in 1911, the year teaching commenced at The University of Queensland. With a membership of around 800, it is by far the largest sporting club at the University and the largest Tennis club in Brisbane.

The UQ Tennis Club is a major hub of Tennis activities in Brisbane. The Club usually fields around 80 teams per season in Brisbane-wide Fixtures and Internal Fixtures. Social Tennis programmes on Thursday nights and Sunday afternoons generally attract around 60-80 players per day from around Brisbane.

In addition to the University Open, the Club conducts an Annual Club Championships and 12 night-time and daytime internal tournaments. These internal tournaments use a variety of formats that guarantee all participants keep playing and get lots of Tennis.

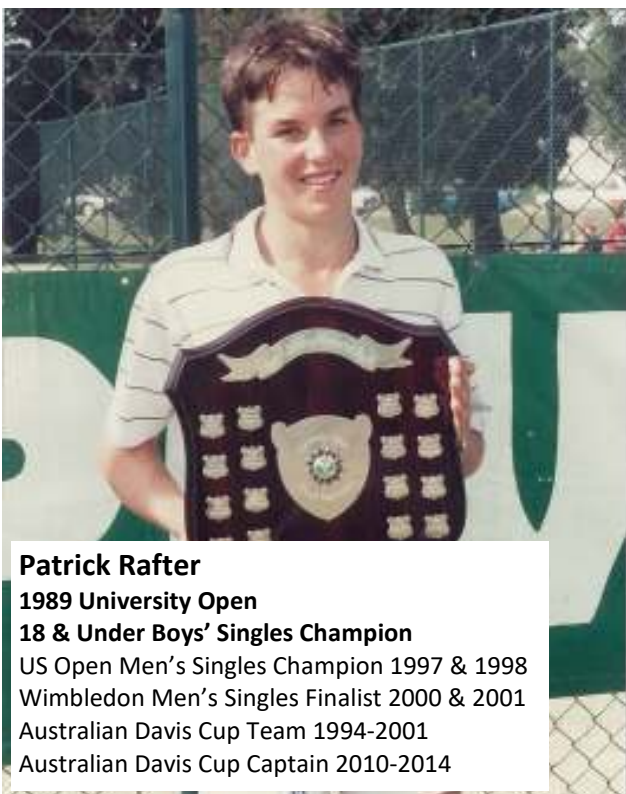
The Club's regular e-mail newsletter, which is sent out to around 1,000 players, is widely read as it is packed with reports and information about upcoming events. For events like the University Open, e-mails promotions are sent to around 8,000 players.

Players in the Club's programs need to visit the Club's Website repeatedly to access information and lodge entries. The Website is also a main access point for players looking for information about Tennis in Brisbane. The Club's Website had around 36,000 page visits over the last 12 months. Events are also advertised using Social Media.

PLATINUM PREMIUM SPONSOR*

\$10,000 + GST

- sole naming rights to the tournament
- naming rights to at least one Open Singles event
- advertisement or company logo in the tournament entry form and on tournament poster and tournament leaflet
- acknowledgement in e-mail and social media tournament promotions
- signage in clubhouse for 12 months
- option of signage on court fences on tournament days
- company name/logo on tournament printed material (e.g. result cards and draws)
- free Corporate Tennis Day prior to or after the tournament
- use of company name in all media releases (but media exposure cannot be guaranteed)
- invitation to present cheques and trophies for Open Singles events
- advertisement or logo in 10 editions of *UQ Tennis E-News* during 2019
- advertisement or logo in all editions of *2019 Uni Open E-News*
- company logo on the UQ Tennis Club Website for 12 months
- naming rights for Annual Club Championships or Club Grand Prix
- naming rights for one of the Club's internal Fixtures for two seasons
- company logo in Club Information Booklet for 12 months
- free entry for up to 8 company nominees in the University Open



Patrick Rafter

1989 University Open

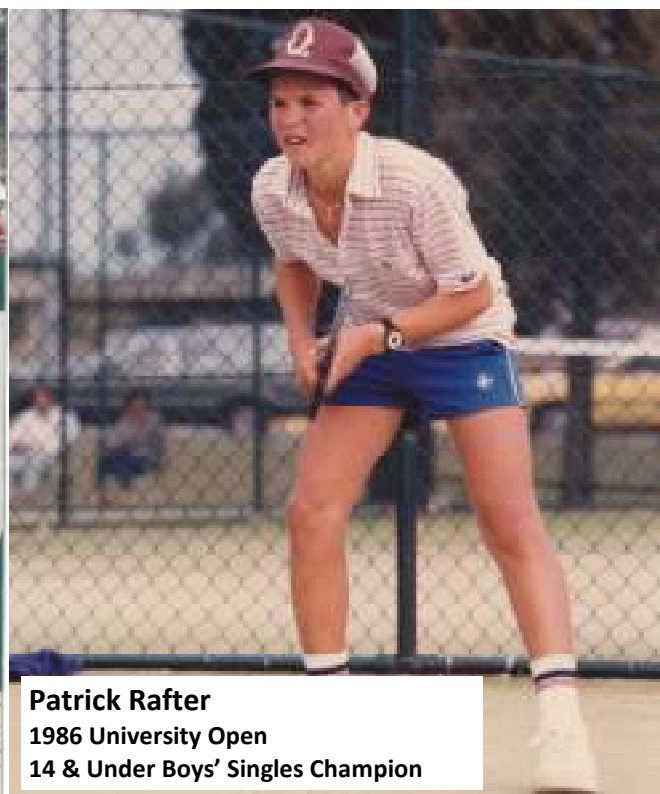
18 & Under Boys' Singles Champion

US Open Men's Singles Champion 1997 & 1998

Wimbledon Men's Singles Finalist 2000 & 2001

Australian Davis Cup Team 1994-2001

Australian Davis Cup Captain 2010-2014



Patrick Rafter

1986 University Open

14 & Under Boys' Singles Champion

PLATINUM SPONSOR*

\$5,000 + GST

- sole or joint naming rights to tournament (if no Platinum Premium Sponsor)
- naming rights to at least one Open Singles event
- advertisement or company logo in the tournament entry form and on tournament poster and tournament leaflet
- acknowledgement in e-mail and social media tournament promotions
- signage in clubhouse for 12 months
- option of signage on court fences on tournament days
- company name/logo on tournament printed material (e.g. result cards and draws)
- free Corporate Tennis Day prior to or after the tournament
- use of company name in all media releases (but media exposure cannot be guaranteed)
- invitation to present cheques and trophies for Open Singles events
- advertisement or logo in 6 editions of *UQ Tennis E-News* during 2019
- advertisement or logo in all editions of *2019 Uni Open E-News*
- company logo on the UQ Tennis Club Website for 12 months
- naming rights for Annual Club Championships or Club Grand Prix
- naming rights for one of the Club's internal Fixtures for two seasons
- company logo in Club Information Booklet for 12 months
- free entry for up to 6 company nominees in the University Open



Ashleigh Barty
2008 University Open
Wimbledon Girl's Singles Champion 2011
US Open Ladies' Doubles Champion 2018
Australian Fed Cup Team 2013-2014 & 2017-2018

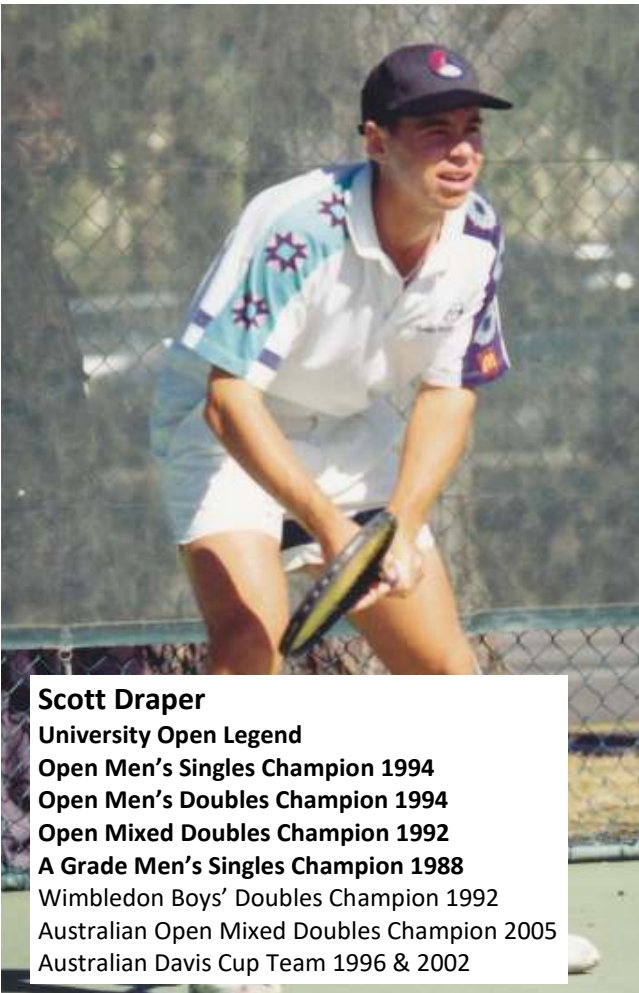


Bernard Tomic
2007 University Open
Open Men's Singles Finalist
Australian Davis Cup Team 2010-2016

GOLD PREMIUM SPONSOR*

\$2,500 + GST

- naming rights to an event (not necessarily an Open event)
- advertisement or company logo in the tournament entry form and on tournament poster and tournament leaflet
- acknowledgement in e-mail and social media tournament promotions
- signage in clubhouse for 12 months
- option of signage on court fences on tournament days
- company name/logo on tournament printed material (e.g. result cards and draws)
- advertisement or logo in 4 editions of *UQ Tennis E-News* during 2019
- advertisement or logo in all editions of *2019 Uni Open E-News*
- company logo on the UQ Tennis Club Website for 12 months
- naming rights for one of the Club's internal Fixtures for one season
- company logo in Club Information Booklet for 12 months
- free entry for up to 5 company nominees in the University Open



Scott Draper

University Open Legend

Open Men's Singles Champion 1994

Open Men's Doubles Champion 1994

Open Mixed Doubles Champion 1992

A Grade Men's Singles Champion 1988

Wimbledon Boys' Doubles Champion 1992

Australian Open Mixed Doubles Champion 2005

Australian Davis Cup Team 1996 & 2002



Samantha Stosur

University Open Legend

18 & Under Girls' Singles Champion 1998

14 & Under Girls' Doubles Champion 1996

B Grade Ladies' Doubles Champion 1995

C Grade Ladies' Singles Champion 1994

C Grade Ladies' Doubles Champion 1994

US Open Ladies' Singles Champion 2011

Wimbledon Mixed Doubles Champion 2008

US Open Ladies' Doubles Champion 2005

Australian Open Mixed Doubles Champion 2005

Australian Fed Cup Team 2003-2017

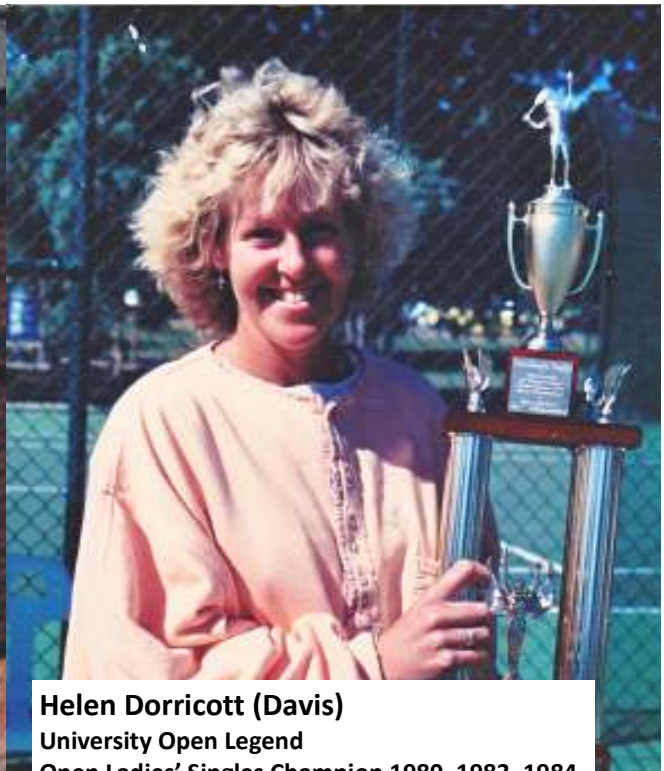
GOLD SPONSOR*

\$2,000 + GST

- naming rights to an event (not necessarily an Open event)
- advertisement or company logo in the tournament entry form and on tournament poster and tournament leaflet
- acknowledgement in e-mail and social media tournament promotions
- signage in clubhouse for 12 months
- option of signage on court fences on tournament days
- company name/logo on tournament printed material (e.g. result cards and draws)
- advertisement or logo in 3 editions of *UQ Tennis E-News* during 2019
- advertisement or logo in all editions of *2019 Uni Open E-News*
- company logo on the UQ Tennis Club Website for 12 months
- naming rights for one of the Club's internal Fixtures for one season
- company logo in Club Information Booklet for 12 months
- free entry for up to 4 company nominees in the University Open



Heath Denman
University Open Legend
Open Men's Singles Champion 1995, 1996,
1998 & 1999
Open Men's Doubles Champion 1989 & 1997
16 & Under Boys' Singles Champion 1987

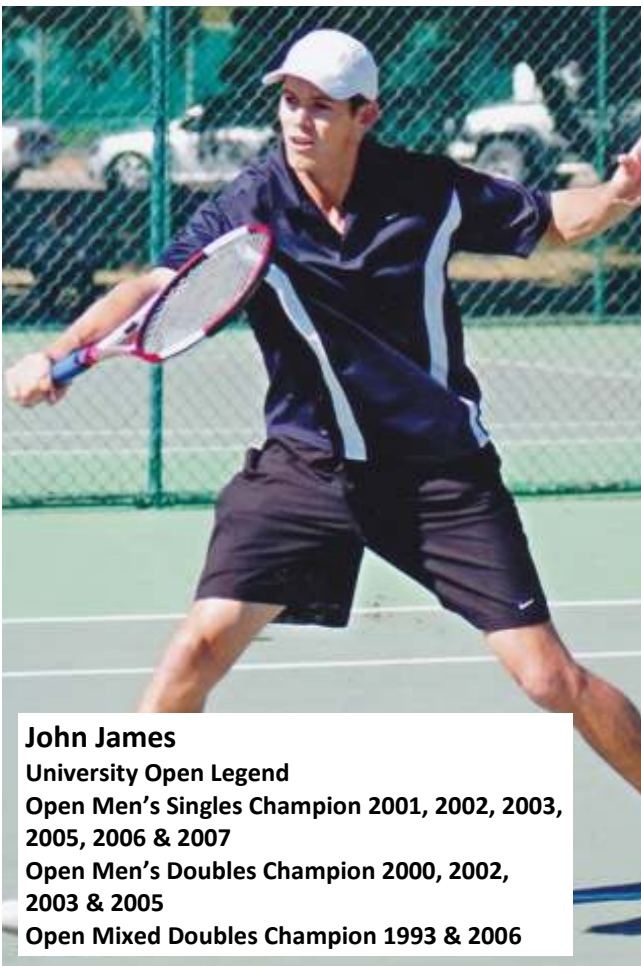


Helen Dorricott (Davis)
University Open Legend
Open Ladies' Singles Champion 1980, 1983, 1984,
1987, 1990, 1991 & 1993
Open Ladies' Doubles Champion 1985, 1986,
1987, 1991, 1992 & 1993
Open Mixed Doubles Champion 1984, 1985, 1988
& 1991
18 & Under Girls' Singles Champion 1980 & 1981

SILVER PREMIUM SPONSOR*

\$1,500 + GST

- naming rights to an event (not necessarily an Open event)
- advertisement or company logo in the tournament entry form and on tournament poster and tournament leaflet
- acknowledgement in e-mail and social media tournament promotions
- signage in clubhouse for 12 months
- option of signage on court fences on tournament days
- company name/logo on tournament printed material (e.g. result cards and draws)
- advertisement or logo in 3 editions of *UQ Tennis E-News* during 2019
- advertisement or logo in all editions of *2019 Uni Open E-News*
- company logo on the UQ Tennis Club Website for 12 months
- naming rights for one of the Club's internal Fixtures for one season
- company logo in Club Information Booklet for 6 months
- free entry for up to 3 company nominees in the University Open



John James
University Open Legend
Open Men's Singles Champion 2001, 2002, 2003, 2005, 2006 & 2007
Open Men's Doubles Champion 2000, 2002, 2003 & 2005
Open Mixed Doubles Champion 1993 & 2006



Kerry-Anne Guse
University Open Legend
Open Ladies' Singles Champion 1988, 1992 & 1995
Open Ladies' Doubles Champion 1988 & 2007
18 & Under Girls' Singles Champion 1987
16 & Under Girls' Singles Champion 1986
14 & Under Girls' Singles Champion 1985
A Grade Ladies' Singles Champion 1984 & 1995
D Grade Ladies' Singles Champion 1982
Australian Fed Cup Team 1997 & 1998

SILVER SPONSOR*

\$1,000 + GST

- naming rights to an event (not necessarily an Open event)
- advertisement or company logo in the tournament entry form and on tournament poster and tournament leaflet
- acknowledgement in e-mail and social media tournament promotions
- signage in clubhouse for 12 months
- option of signage on court fences on tournament days
- company name/logo on tournament printed material (e.g. result cards and draws)
- advertisement or logo in 4 editions of *UQ Tennis E-News* during 2019
- advertisement or logo in all editions of *2019 Uni Open E-News*
- company logo on the UQ Tennis Club Website for 12 months
- naming rights for one of the Club's internal Fixtures for one season
- company logo in Club Information Booklet for 6 months
- free entry for up to 2 company nominees in the University Open



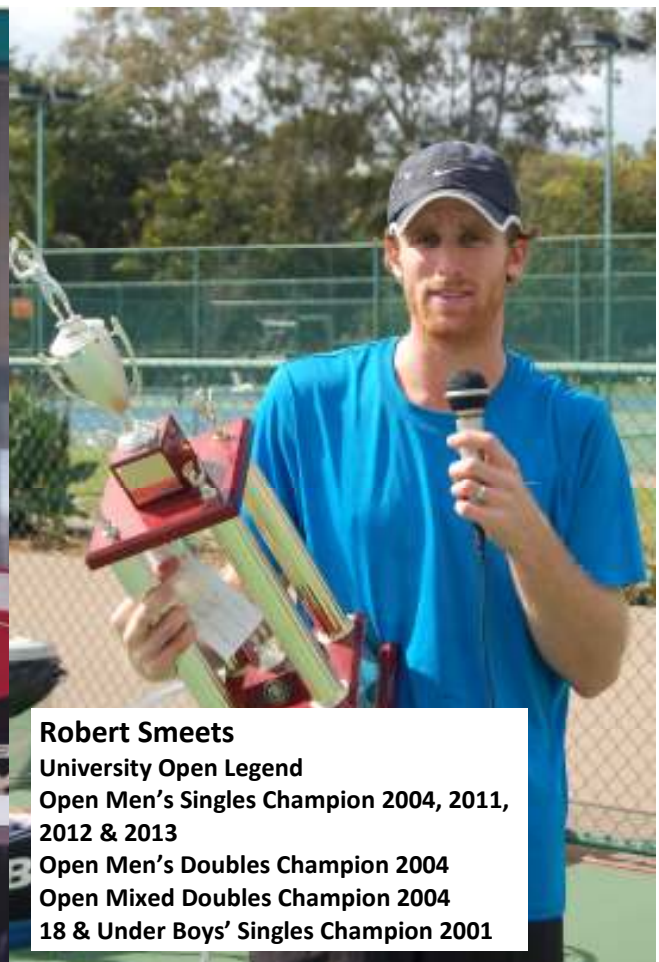
Monika Wejnert

University Open Legend

Open Ladies' Singles Champion 2006 & 2008

18 & Under Girls' Singles Champion 2006

2006 - Youngest winner of Queensland Open
& University Open Ladies' Singles at 14 years
3 months 10 days old



Robert Smeets

University Open Legend

Open Men's Singles Champion 2004, 2011,
2012 & 2013

Open Men's Doubles Champion 2004

Open Mixed Doubles Champion 2004

18 & Under Boys' Singles Champion 2001

BRONZE PREMIUM SPONSOR*

\$500 + GST

- company logo in the tournament entry form and on tournament poster and tournament leaflet
- acknowledgement in e-mail and social media tournament promotions
- signage in clubhouse for 6 months
- option of signage on court fences on tournament days
- advertisement or logo in 2 editions of *UQ Tennis E-News*
- advertisement or logo in all editions of *2019 Uni Open E-News*
- company logo on UQ Tennis Club website for 12 months
- company logo in Club Information Booklet for 6 months
- free entry for one company nominee in the University Open



2018 University Open
Ashley Wilkinson (President, UQ Tennis Club) presenting The Colonel's Trophy
to Elodie Foster (Open Ladies' Singles Champion)

BRONZE SPONSOR*

\$250 + GST

- company logo in the tournament entry form and on tournament poster and tournament leaflet
- acknowledgement in e-mail and social media tournament promotions
- signage in clubhouse for 6 months
- option of signage on court fences on tournament days
- advertisement or logo in 1 edition of *UQ Tennis E-News*
- advertisement or logo in all editions of *2019 Uni Open E-News*
- company logo on UQ Tennis Club website for 12 months
- company logo in Club Information Booklet for 6 months

* All sponsorship packages are flexible and open to negotiation as there could be alternative ways of promoting a sponsor's support of the tournament or some goods & services could be provided in lieu of cash. Costs involved in providing signs/banners, producing artwork for advertisements and printing advertising inserts are a cost of the sponsor, over and above the sponsorship amount.



2018 University Open
Frank Martinez (APT Asia Pacific) presenting The Colonel's Trophy
to Harrison Brown (Open Men's Singles Champion)

CHAMPIONS HONOUR ROLL

YEAR	OMS	OLS	OMD	OLD	OXD	18BS	18GS
1966	Gary Baulch	Lexie Kenny				Larry Weatherhog	Lexie Kenny
1967-71	tournament not held						
1972	Maurie Guse*						
1973	Mal Anderson*						
1974	results not known						
1975	Jeff Twist	Jan Fallis					
1976	Jeff Twist	Jan Fallis	Gary Hutchinson & Greg Braun			Mark Deuble	Susan Leo
1977	John Joyce	Susan Leo	John Decker & Cliff Bothwell	Jan Fallis & Susan Leo		Lyle Kluck	Karen Stewart
1978	Jeff Twist	Robyn Knobel				Richard Eden	Michele Earl
1979	Ray Kelly	Diana Brown	Campbell Robertson & Ian Johnson			Russell Barlow	Diana Brown
1980	Jeff Twist	Helen Davis	John Decker & Nev Hay		Karen Stewart & Nev Hay	Ken Thams	Helen Davis
1981	Max Bates	Lisa Bee	C. Robertson & Max Bates	Karen Stewart & Karen Gibbs	Lorraine Decker & John Decker	Christian Schatz	Helen Davis
1982	Geoff Masters	Amanda Tobin	not completed	not completed	not completed	Adrian Targett	not completed
1983	Jeff Twist	Helen Davis	Dale Collings & Ray Kelly	Bronwyn Draper & Jan Fallis	Cliff Bothwell & Jan Fallis	Graeme Brimblecombe	Rosemary Eden
1984	Mark Kratzmann	Helen Davis	Dale Collings & Ray Kelly	Sharon Smart & Joanne Butler	Christian Schatz & Helen Davis	John Gibson	Tracey Morton
1985	Wayne Hampson	Joanne Butler	Dale Collings & Ray Kelly	Rosemary Eden & Helen Davis	Helen Davis & Max Bates	Neil Borwick	Rosemary Eden
1986	Graeme Brimblecombe	Rosemary Eden	Ross Orford & Max Bates	Rosemary Eden & Helen Davis	not completed	Jason Carriage	Donna Littleton
1987	Wayne Hampson	Helen Davis	Wayne Hampson & Dale Collings	Rosemary Eden & Helen Davis	Rosemary Eden & Max Bates	Jason Carriage	Kerry-Anne Guse
1988	Pat Flynn	Kerry-Anne Guse	Wayne Hampson & Dale Collings	Kerry-Anne Guse & Justine Hodder	Helen Dorricott & Max Bates	Alan Ross	Justine Hodder
1989	Shane Barr	Lorrae Guse	Heath Denman & Mark Draper	Eira Sinkins & Sharon Ellis	Ian Malpass & Rachel King	Patrick Rafter	Lorrae Guse
1990	Ashley Naumann	Helen Dorricott	Ian Malpass & Max Bates	Nicole Kenneally & K. Schwenke	Brock Connolly & Kirsten Schwenke	Chris Mahony	Danielle Thomas
1991	Graeme Brimblecombe	Helen Dorricott	Ian Malpass & Max Bates	Rosemary Eden & Helen Dorricott	Helen Dorricott & Mark Draper	Travis Semmens	Melissa Beadman
1992	Alan Ross	Kerry-Anne Guse	G. Brimblecombe & Simon Merrin	Rosemary Eden & Helen Dorricott	Bronwyn Draper & Scott Draper	Toby Mitchell	Natalie Frawley
1993	Mark Draper	Helen Dorricott	Ian Malpass & Max Bates	Rosemary Eden & Helen Dorricott	John James & Kym Hazzard	Toby Mitchell	Amy Jensen
1994	Scott Draper	Helen Olsson	Mark Draper & Scott Draper	Bronwyn Draper & Danielle Thomas	Helen Olsson & Mark Draper	Paul Hanley	Amy Jensen
1995	Heath Denman	Kerry-Anne Guse	Chris Bates & Mark Way	Rosemary Eden & Amanda Webb	Jodie Lynn & Ian Malpass	Gareth Keating	Kylie Kemsley
1996**	Heath Denman	Lechia Trewick	John Marinov & Ken Smith	Karen Black & Andrea Ho	Mark Chappell & Karen Black	Ryan Frischkorn	Andrea Ho
1997**	Brock Connolly	Justine Hodder	Heath Denman & Paul Mooney	Justine Hodder & Electra Henry	Mark Chappell & Karen Black	Johnny Stamenovic	Angela Szymanowski
1998**	Heath Denman	Deanna Roberts	Matt Ilott & Jay Pike	not completed	not completed	Adam Carey	Samantha Stosur
1999**	Heath Denman	Deng Kun	Patrick Flynn & Simon Merrin	Marinet Morgan & Belinda Kelly	Andrew Orford & Lisa Argent	Troy Gillham	Linda Fallon
2000**	Peter Handoyo	Kelly Blanch	John James & Jason Sellin	Kelly Blanch & Amanda Jones	Andrew Orford & Lisa Argent	Morgan Wilson	Tiffany Welford
2001**	John James	Linda Fallon	Ashley Naumann & Marc Kimmich	Gabrielle Baker & Rebecca Pike	Lisa Argent & Andrew Orford	Robert Smeets	Genevieve Butnoris
2002**	John James	Lisa Argent	John James & Ben Mathias	Lisa Argent & Kelli Orford	Lisa Argent & Andrew Orford	Michael Leong	Katrina Domela
2003**	John James	Deng Kun	John James & James Rapkins	Marinet Morgan & Shannon Golds	Shannon Golds & Johnny Stamenovic	Luke Campbell	Kelli Zahmel
2004**	Robert Smeets	Tiffany Welford	Robert Smeets & Chris O'Mara	Jessica Hoath & Shannon Golds	Shannon Golds & Robert Smeets	Michael Leong	Prue Teitzell
2005**	John James	Bianca Smith	John James & Marc Svenson	Maria Sorbello & Shannon Golds	Andrew Orford & Lisa Orford	Alex Bothe	Alice Watter
2006**	John James	Monika Wejnert	Lachlan Reed & Alex Bothe	Kayla Berry & Kelli Zahmel	Gabby Baker & John James	Keith Willis	Monika Wejnert
2007	John James	Renee Binnie	Lachlan Reed & John Warner	Lorrae Guse-Bell & Kerry-Anne Guse-Abbott	Taylor Douglas & James Rapkins	Cory Phillips	Katie Lee
2008	Mark Draper	Monika Wejnert	Hugh McDonald & Robert Bartlett	Alice Watter & Katie Lee	Steven De Waard & Amy Barton	Scott Puodziunas	Yuri Nomoto
2009	Mark Draper	Ashling Sumner	Ethan Wilkinson & Nick Northcott	Nana Miyakawa & Athena Nathalia	Hannah Receveur & Gavin Van Peperzeel	Lachlan Treacher	Athena Nathalia
2010	Michael Look	Shannon Golds	Philip Janz & Adon Kronk	Shannon Beckett & Cassie Gramlick	Cassie Gramlick & Philip Janz	George Wall	Jacqui Bell
2011	Robert Smeets	Nao Hibino	Gavin Van Peperzeel & John James	Athena Nathalia & Oriana Nowicki	Logan MacKenzie & Stefanie Tan	George Wall	India Warren
2012	Robert Smeets	Ebony Panoho	Gavin Van Peperzeel & Brendan Moore	Elizabeth James & Cassie Gramlick	Logan MacKenzie & Stefanie Tan	George Wall	event cancelled
2013	Robert Smeets	Ashling Sumner	Robert Stirling & Ryan Simmons	Katarina & Andrea Dikosavljevic	Brianna Thompson & Gareth Keating	George Wall	Daniela Kovacevic
2014	Mitchell Robins	Lizette Cabrera	Nash Vollenweider & Mitchell Robins	Cassie Gramlick & Sarah Brown	Lizette Cabrera & Benjamin Dolan	Joshua Ryan	Lada Baglaeva
2015	Kaden Hensel	Lizette Cabrera	Brandon Walkin & Anthony White	Andjela Djokovic & Lyann Hoang	Courtney Schulte & Jordan Loughnan	Max McCarthy	Danielle Morris
2016	Kaden Hensel	Anna Wishink	Nash Vollenweider & Michael Look	Bryah Guilfoyle & Georgia Christie	Josh Barrenea & Anna Wishink	Karl Mosterd	Naomi McKenzie
2017	Mitchell Harper	Cyan Sun	Mitchell Harper & Adam Walton	Olivia Mann & Danielle Morris	Jake Nicholson & Bryah Guilfoyle	Tai Sach	Amelijja Swaffer-Selff
2018	Harrison Brown	Elodie Foster	Patrick Harper & Matt Harper	Andjela Djokovic & Lana Djokovic	Daniel Fraser & Emily McColl	Billy Bougoure	Tianyu Dong

* no records to confirm

** also Queensland Open Championships

2018 University Open Tennis Championships



Noah Brownrigg & Aaron Remedios and Paul Hyde & David Drew
(B Grade Men's Doubles Winners & Runners-Up)



Naomi McLean & Jodi Smith and Ashley Wilkinson & Tomomi Hagi
(A Reserve Grade Ladies' Doubles Winners & Runners-Up)



Colin Prince & Tanita Kok and Ashley Wilkinson & Martin Kelly
(A Grade Mixed Doubles Runners-Up & Winners)

2018 University Open Tennis Championships



Simon Davis & Nenad Srbnovski and Robert Dair & Mark Hodgson
(A Grade Men's Doubles Winners & Runners-Up)



Josh Barrenceha and Nick Brownrigg
(Special Men's Singles Winner & Runner-Up)



Susan Ko and Amanda Bryant
(C Grade Ladies' Singles Winner & Runner-Up)

2018 University Open Tennis Championships



Craig Ross and Nobuhiko Eto
(55 & Over Men's Singles Winner & Runner-Up)



Arabella Barnett and Tianyu Dong
(18 & Under Girls' Singles Runner-Up and Winner)



Billy Bougoure and Ethan Takac
(18 & Under Boys' Singles Winner & Runner-Up)

2018 University Open Tennis Championships



Casey Hoole & Finn MacNamara and Matt Harper & Patrick Harper
(Open Men's Doubles Runner-Ups & Winners)



Andjela Djokovic & Lana Djokovic and Danielle Morris & Emily McColl
(Open Ladies' Doubles Winners & Runners-Up)



Cade Birrell & Ebony Jackson and Emily McColl & Daniel Fraser
(Open Mixed Doubles Runners-Up & Winners)