

Do You Pickle? The Economics of Pickleball



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Susanna McConnell





Susanna Pierce McConnell is a curriculum consultant, Master teacher for the Council of Economics Education and the Foundation for Economic Education, and an AP Economics at Westlake High School. She strives to make teaching and learning meaningful for teachers and students. In her past 15 years in education, she has taught social studies in the US and abroad, participated in Harvard's Globalizing the Classroom Fellowship, and has traveled with US teachers to schools in Japan and South Africa on two remarkable Study Tours. Susanna founded the Teacher Innovation Academy on her high school campus where she facilitated PD for 6 years for 30 educators who strive to share best practices through innovation. Susanna earned degrees in Spanish and International Economics and her Master of Arts in Teaching from Trinity University in San Antonio. Her greatest joys are finding the many connections of economics to the real world, traveling, speaking Spanish, and spending time with her family.

Agenda

- Participant Insights
- Background: Pickleball Content Connections
- Classroom Integration
 - Warm Ups: Media
 - Individual Tasks
 - Group Task
- Reflect
- Questions





Objectives



- Participants will:
 - discover digital media that can facilitate student learning about pickleball.
 - learn social emotional strategies to connect the content to students' lives.
 - \circ learn relevant tasks to use with tools in their classrooms.
 - reflect on the implementation into their own classroom.



National Standards

- Standard 2: Effective decision making requires comparing the additional costs of alternatives with the additional benefits. Many choices involve doing a little more or a little less of something: few choices are "all or nothing" decisions.
- **Standard 7:** A market exists when buyers and sellers interact. This interaction determines market prices and thereby allocates scarce goods and services.

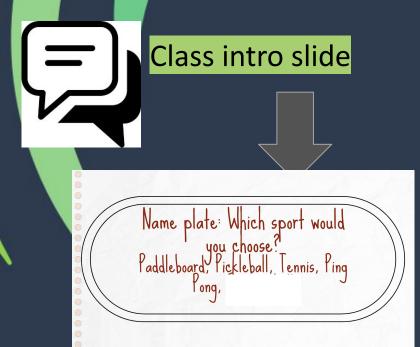


If you could only play one sport, which would you choose? Paddle Board, Pickleball, Tennis, Ping Pong

Let's Connect: SEL



Add your response in the Chat box!

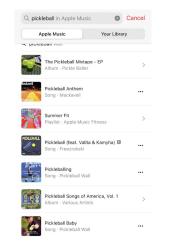


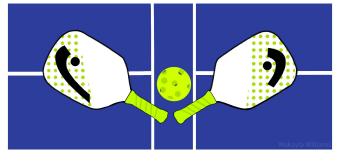


Background: Demand Shifters

The Shifters of Demand

- Trends or Tastes
- Related Goods' Prices
- Income
- Buyers (# of buyers)
- Expectations







"But today, when <u>Kevin Durant</u>, <u>Lebron James</u> and <u>Tom Brady</u> say it's cool, I think that changes everybody's opinion," he said.

The billionaire, who lives in Austin, has gotten the pro league off the ground by <u>growing the business</u> with sponsorships, media deals and expansion teams.

These factors change consumer behavior to demand more or less at ALL prices.

Media Connections

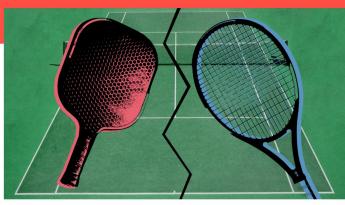
Major League Pickleball founder looks to capitalize on the sport's growing 'cool' factor

PUBLISHED WED, JUL 26 2023-3:12 PM EDT | UPDATED WED, JUL 26 2023-4:12 PM EDT



In the tennis vs. pickleball showdown, who's winning?

Many tennis players are miffed that pickleball is taking over, well, everythir



Jacqueline Nuzzo / NBC New



Pickleball Went Pro. Can It Profit?

Investors are pouring money into the less exclusive cousin of tennis.

SPORTS • BUSINESS

LeBron James Could Take Pickleball—Yes, Pickleball—to the Next Level

Pickleball Diehards Are Choosing Vacations Based On Where They Can Play

"Pickleball toursim" is taking off as fans of America's fastest-growing sport go to great lengths to incorporate the game into every holiday

By Allison Pohle

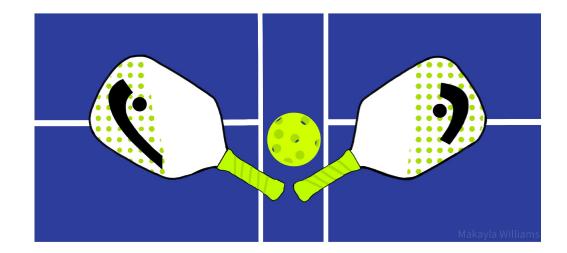


HOME > HEALTHCAR

Pickleball could be responsible for up to \$500 million in medical costs this year, one industry watcher says







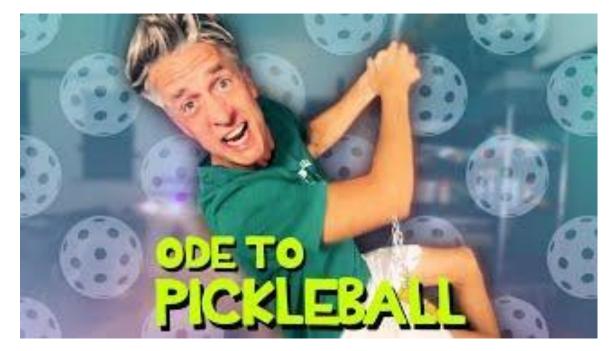
Implementation #1: Warm Ups or Starters

Warm Up Music Video: Pickleball





holdernessfamily 801K subscribers 708 videos nks for being here! We're Kim and Penn Holderness of The Holderness ... > essfamily and 6 more link



- 1. What did you hear in the video?
- 2. So what would be the impact on demand?
- 3. Now what is the component changing this demand?

DURATION: 10 minutes

214K views

Warm Up NBC News: Pickleball







DURATION: 10 minutes

- 1. What did you hear about the growth of pickleball?
- 2. So what would be the impact on other markets?
- 3. Now what is the cause of this growth (SHIFTERS)?



How are all of these people connected? (besides being famous)

Add your response in the Chat box!

SEL











The Journal.

The most important stories, explained through the lens of business. A podcast about money, business and power. Hosted by Kate Linebaugh and Ryan Knutson. The Journal is a co-production from Gimlet Media and The Wall Street Journal.

Apple Podcasts	amazon music

TUESDAY, OCTOBER 25, 2022

10/25/2022 4:25:00 PM Share This Episode Is Big Money Souring Pickleball?

Pickleball is a big dill. It's also the fastest-growing sport in America. Meanwhile, superstar investors like Tom Brady and LeBron James are pouring cash into pro pickleball. WSJ's <u>Sara Bosworth</u> explains the rise of the paddle sport and why investors are flocking to it.

rther Reading: ince When Do Millennials Love Pickleball? eBron James Is Buying a Professional Pickleball Team

MORE WAYS TO LISTEN

Google Podcasts

TunelnAlexa

iHeartRadio

Amazon Music



Bloomberg

Implementation #2: Real World Fridays: Podcasts or Videos



DURATION: 30 - 45 minutes



Overview

- 1. Explain the non-price determinants of demand.
- Identify how population changes (buyers) and trends can impact demand (trends).
- 3. Post template to GC for students to take notes.
- 4. Let students listen and take notes.

What important or significant question does your podcast address?	What major assumptions does the podcast make about this topic and/or question?	How can you <u>apply this information</u> to what we have studied? Explain a least one relevant economic term and/or a model it connects to.

What 6 interesting facts did you hear? Use bullet points.	What <u>questions</u> might an economist ask about this topic?
	Question #1 (Micro):
	Question #2 (Macro):
ow would you summarize the economic forces within this topic?	





Implementation #3: Cost-Benefit Analysis Choice Board

Background: Cost-Benefit Analysis



- A process used to evaluate the potential costs and benefits of a proposed project or policy
 If TB > TC or if positive net benefit, then complete
- Total Benefits:
 - The improvements in wellbeing or financial impacts on markets from the choice
- Total Costs
 - \circ $\,$ The explicit and implicit costs of the decision
 - Explicit: physical receipts
 - Implicit: next best use of the money

DURATION: 50 - 60 minutes

Overview

- 1. Have students bring in headphones.
- 2. Post the task to Google Classroom.
- 3. Explain cost-benefit analysis.
- 4. Explain the steps for research.
 - a. Complete Part A.
 - b. Select 3 articles to read.
 - c. Data/Insight/Question

Due Tomorrow, 11:59 PM

Complete this background research about the growth of pickleball as you consider the potential benefits and costs associated with the growth of the sport.

You will be responsible for sharing your insights with your group at the beginning of class tomorrow.

8.31.23 Cost-Benefit Anal	
Google Docs	

Cost-Benefit Analysis (1.5): The Growth of Pickleball	-	
	(1.5): The Growth of Pickleball	Cost-Benefit Analysis (1.5):

Pre-Think: Before we utilize cost-benefit analysis, complete this task to get some background on the growth of the sport

Watch this <u>video</u> about Pickleball, and then answer the following questions. (15 mins)

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1. What are 3 significant pieces of data that you heard?
```

2. What are 3 interesting facts that you heard with regards to its growth?

3. What might be troubling about the growth of pickleball?

4. Economics connection: What might be an economic benefit and cost from the growth of pickleball?

Benefit

Cost

Cost-Benefit Analysis (15): The Growth of Pickleball



Add the article selected for each subtopic, add quotes/data about the topic, a takeaway, and a question it now raises.

<u>City Diemmas + Growth:</u> Article Selected: What Key data/quote did you find about a benefit or cost?

What is an important takeaway from this article?

What question does this raise?



Thinking In Action!





1. What are 3 significant pieces of data that you heard?

Pickleball is the fastest growing sport in America and is beloved by 5 million people.

Estimated 40 million players worldwide by 2030.

11.5% average annual growth for the past five years.

Pickleball central: the largest pickleball apparel store in the US saw 30-40% growth from 2020-2021. Winner of MLP takes home 100.000k

2. What are 3 interesting facts that you heard with regards to its growth?

Pickleball has been around since 1965.

Nike launched a buyers guide and Adidas started selling pickleball paddles.

Equal playing time and prize money for both sexes at Major League Pickleball.

3. What might be troubling about the growth of pickleball?

Cost of investment is in the seven figures. Only sports celebrities can invest in teams. While the sport changes, tournaments have become more dangerous. Players aren't getting enough break in between matches.

What might be troubling about the growth of pickleball?

There are not enough tournaments or courts to keep up with the demand of Pickleball players, the safety of players is becoming a growing concern for players and event organizers, and the lack of Pickleball courts is causing players to take over existing tennis courts

Article Selected: Pickleball Diehards are Choosing Vacations based on Where they can Play What key data/quote did you find about a benefit or cost?

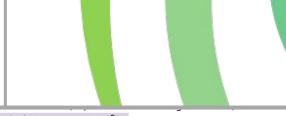
"Tour companies catering to "picklers" have sprung up and are organizing pickleball-focused trips."

What is an important takeaway from this article?

People are choosing where to go on vacations based on where they can play pickleball.

What question does this raise?

How will resorts, hotels, and general vacation spots adapt to the increased demand for pickleball?



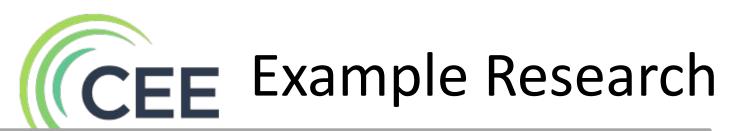
<u>Pickleball Growth/Benefits:</u> Article Selected: Pickleball Tournament Growth

What key data/quote did you find about a benefit or cost?

The paddle market is booming, and one company, Selkirk, is on track to sell over a million paddles by the end of the

t takeaway from this article?

ckly gaining momentum and it is a widely available sport, and it brings new revenue to markets



Article Selected: Pickleball + Tourism

What key data/quote did you find about a benefit or cost? Benefit: "The hotel charges \$150 dollars for 2 people for 90 minutes"

What is an important takeaway from this article?

As pickleball has grown, companies have taken advantage of it and incorporated it into their business model, allowing them to gain revenue from it.

Article Selected: Business insider: pickleball medical costs

What key data/quote did you find about a benefit or cost? "Pickleball could be responsible for up to \$500 million in medical costs this year"

What is an important takeaway from this article?

Most pickleball players are old, and due to an increase in popularity of the sport, more old people are getting injured which causes out of pocket costs for thousands of Americans.

What question does this raise?

Why do old people still play pickleball if so many of them are getting hurt? Why not play an easier sport like ping pong?



What did you read? I saw... I'm wondering...

Group Exploration (7 mins)



What do you value about your city?

Add your response in the Chat box!

SEL









Is pickleball becoming too popular? 'Turf wars' break out in south Austin

The City Council is considering a permit proposal to build more pickleball courts in Austin.

You have been hired as a consulting economist to present data to the council to help them make a sound economic decision on behalf of the many unique people of Austin.

In your analysis, consider who might benefit and suffer from this decision.

Implementation #4: Cost-Benefit Analysis for City Proposal (Group)

CEE

DURATION (2 classes): Individual: 50 mins Group: 50 minutes

Overview

- Give students time to do research on the topic before class.
- Let groups compile their research 2. (Part A) - 10 mins.
- Have groups weigh the benefits and 3. costs of each choice (Part B) - 20 mins
- Let groups compile their final decisior 4. into a CANVA poster (Part C) - 10 mins

	You only need one person per group to submit this with all group member names added as a private comment.
	9.1.23 Cost-Benefit Analy Google Docs
You have been hired	aliysis in Public Policy: The Austin City Council is considering a permit proposal to build pickleball courts . Id as a consulting economist to present data to the council to help them make a sound economic choice any unique people of Austin. There are 3 options: don't build, resurface, or build.
	nsider who might benefit and suffer from each decision. It of potential benefits and costs of this decision, based on what you read in the articles yesterday.
	What are some benefity of this decision? What are some costs of this decision?
Option	
Option Don't build any pickleball courts.	
Don't build any	
Don't build any	
Don't build any	Based on your <u>cost-benefit analysis</u> , what do you think is the optimal decision for the city council to make?
Don't build any	

C. Policy Position: Create a "Poster" on CANVA to showcase your group's decision that includes:

Evaluate the costs/benefits of each option. Then create a billboard of your group's choice on Canya. Unload both the

- A Headline with your group's stance (5 points)
- 3 Major arguments to support your stance (10 points)
- A value that the decision will advance in the city (5 points)
- 2-3 Images to highlight your impact (5 points)
- Design/Creativity (5 points)



9.1.23 Class 🔤: Cost-Benefit Analysis (1.5) G...

Make a copy of this document and share it with your group.

Due Tomorrow, 4:15 PM



Sharing Ideas





What does your group think?

- L. Don't Build.
- 2. Resurface Existing Tennis
 - Courts.
 - **Build New Courts.**

Breakout Rooms: Which Option? (8 mins)



What did your group decide?

Group Decisions



Summary in 2-3 sentences:



The most optimal decision for Austin would be to not build new pickleball courts. A value of the Austin community is our commitment to respecting natural areas and promoting sustainability. Pickleball courts will take up the green space that we place great value on, and it will allow the Pickleball trend to grow for a few more years before there's unused courts all over Austin.

Summary in 2-3 sentences:

To fulfill Austin's value of respecting its people the city council should build new pickleball courts. These new courts will provide a space for current and new pickleball players to play and help build a new community in Austin. Additionally, creating separate courts would relieve tension between tennis and pickleball players. A good location for the courts would be in local parks where people could have public access.

Group Decisions



Summary in 2-3 sentences: We think the optimal decision is to resurface the existing tennis courts. Resurfacing emphasizes Austin's value of sustainability by avoiding the expansion of concrete over nature, while simultaneously improving economic prosperity with new players able to play on the now functional tennis courts. Resurfacing also shows Austin's values of livability and respecting the citizens by allowing both tennis players and pickleball players to participate, rather than keeping tennis players on borderline unusable courts with fading paints and cracks.



Summary in 2-3 sentences:

The optimal decision for the city council to make is to build completely new pickleball courts. Instead of resurfacing current tennis courts and driving away future players, the city could establish new courts that bring in new people given the important values that Austin holds. Some values include the liveability, prosperity, and funding that Austin believes in.



Resurface

Summary in 2-3 sentences:

Our group decided to resurface some of the existing tennis courts because of the limited available land in Austin, making paving new courts unfeasible. Additionally, if the popularity of pickleball regresses, there will be less wasted resources as the new pickleball courts can be resurfaced again to return to tennis courts. Pickleball courts can also revitalize other sports with facilities nearby by encouraging pickleball players to consider trying other similar sports like tennis.

Summary in 2-3 sentences: We think that the city council should build new pickleball courts in Austin. We believe that this decision will align with Austin's values because it will increase money coming in, increase the interconnectedness, and make Austin an even more desirable spot to live. Near Zilker Park is a good location for some courts because it is always full of both young and old people who love to do activities.



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See all

(i) You can only invite people with a WESTLAKE HIGH SCHOOL email.

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Example Billboards



Bulid New Pickleball Courts in Austin

Prosperity

Austin is an innovative and trending city, which allows for

Austin Needs to Build **New Pickleball Courts**



Why?



 Will bring new events wit players, vendors, and viewers ses popularity of Austin Austin will be portraved as a active and youthful city within Austin which is one o the cities key values







BUILD NEW PICKLEBALL COURTS IN AUSTIN





PLAY

LOCAL BUSINESSES RENEFIT By building our courts at Shady Grov m of pickleball players who w















why you

PICKLEBALL'

Funds can be used for other more

beneficial advancements in the

community

Maintaining the natural areas in Austin

Promotion of other sports/not allowing

pickleball to dominate casual sports

The most optimal decision for Austin would be to not

build new pickleball courts. A value of the Austin

community is our commitment to respecting natural

areas and promoting sustainability. Pickleball courts will

take up the green space that we place great value on, and

it will allow the Pickleball trend to grow for a few more

years before there's unused courts all over Austin.

RESURFACING THE

TENNIS COURTS

HELPS BUILD COMMUNITY

Advancing Austin Community

As an unorthodox

sports, austin WILL help "KEEP AUSTIN WEIRD"

NO MORE PICKLEBALL

FOR AUSTIN!

WANTEL

Pickle Ball

1.000,000\$

Dead or alive

Benefits

MAKES THE BEST USE OF WASTED LAND. AUSTIN DOES NOT WANT TO WASTE RESOURCES OR DESTROY NEW LAND, WHEN THE SOLUTION IS MORE SUSTAINABLE.





1) RESURFACING IS LESS COSTLY THAN BUILDING COMPLETE NEW

WHY?

Turning unused tennis courts into pickle ball courts.

AUSTIN VALUE RESURFACING TENNIS COURTS IS MORE SUSTAINABLE AND





REFURBISH OLD

TENNIS COURTS

BENEFITS OF REFURBUSHMENT

1.Less cost for same

2. There is a Decline in

tennis, and an incline

in pickle-ball so

building more courts

outcome

COURTS 2) PUTS USE TO UNUSED LAND 3) GIVES FAILING FACILITIES A **NEW SHOT AT PROFIT**



Reflect

What's something you can use in your classroom?

SEL	Media	Task	
Which paddle sport would you choose?	Podcasts	#1: Warm Ups	Add your
Who are the celebs, and how do they connect?	Music Videos	#2: Podcast Template	response in the Chat box!
What do you value about our city?	Articles	#3: Choice Board	
	News Articles + Videos	#4: Group Policy Proposal	

Reflection



Q & A



References

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- Ode to Pickleball: Music Video
- <u>Austin: Turf War</u>
- <u>Marketplace: Policy Equity</u>
- Route 55: Mayors + Pickleball
- <u>NYTimes: Competing Interests</u>
- <u>NBC News: LeBron James + Pickleball</u>
- Time: LeBron James + Pickleball
- WSJ: Pickleball + Tourism



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- Fortune: How Pickleball Grew
- <u>NPR: Fastest Growing Sport</u>
- <u>CNBC: Pickleball Tournament Growth</u>
- <u>NYTimes: Pickleball Private Development</u>
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- <u>CNBC: Pickleball Tournament Growth</u>
- <u>NYTimes: Pickleball Private Development</u>
- Bloomberg Original: America's Pickleball Craze



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- Business Insider: Pickleball Medical Costs
- <u>CNN: Noise Complaints</u>
- <u>Kiplinger: Healthcare Costs</u>

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FinEd50 is a coalition of non-profit organizations, researchers, corporate partners, and professional organizations that believes that personal finance education is a crucial tool to helping people better navigate their financial lives, make informed decisions regarding their life choices, and take more control over their own futures.

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Innovative Funding: Innovative funding mechanisms and professional development place to support and develop a corps of high-quality teachers with access to nr professional development opportunities to teach personal finance; ? Measurement: A mechanism for measuring access to courses on personal fir equitable reach of state requirements.

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Thank You

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