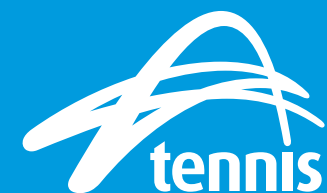




TENNIS NSW ANNUAL REPORT

2017/18







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2017/18 HIGHLIGHTS

**JULY 2017 –
NSW COUNTRY
CHAMPIONSHIPS**



**NOVEMBER
2017 –
TODD
WOODBIDGE
CUP FINALS**



**OCTOBER
2017 –
BRUCE CUP
WINNER RORY
PARNELL**



**DECEMBER
2017 –
DECEMBER
SHOWDOWN
ANASTASIA
BEREZOV U14'S
WINNER**



**JANUARY
2018 –
SYDNEY
INTERNATIONAL**



**APRIL
2018 –
REGIONAL
CLUB
FORUMS**



**JUNE
2018 – #1
STATE FOR
REGISTERED
PLAYERS**

**160,032
#1 STATE**

**MAY 2018 –
PIZZEY CUP
WINNERS**



**MARCH 2018
– FED CUP –
WOLLONGONG**



TENNIS NSW PRESIDENT'S REPORT



On behalf of the Board of Tennis New South Wales, I am pleased to present the President's Report for 2017/18. We have seen many successes and some significant challenges during the year upon which we now look back.

STRATEGIC PLANNING

The past year has been the first of a four-year revitalisation strategy during which we focused on gathering information from, and listening to, our affiliates. As a result, the Strategic Plan reflects the inputs of our key stakeholders and outlines our future plans to better connect players, clubs, coaches, councils, schools, volunteers and fans to tennis.

Our clear aim is to establish New South Wales as the state with the highest number of people playing and connecting to tennis in Australia. We made strong progress in almost all of our participation goals over the year but there are still many more opportunities to grow and improve. To do this we will need to embrace change, welcome innovative ideas and most importantly, work together as one team.

I encourage you to visit our website and have a look at our ideas and plans for the next three years.

BUILDING FINANCIAL SUSTAINABILITY

Your Board has been working hard to ensure we build a sustainable tennis business independent of income generated from our Grassroots Fund. We are pleased to advise that, for the second year in a row, we have achieved our operational, cash break-even objective. We also secured additional guaranteed financial support from Tennis Australia and so, when added to our surplus Grassroots investment income, we can now aim to invest in programmes and initiatives that focus on the long-term growth of tennis in both our Country and Metropolitan regions.

GETTING TO KNOW YOU

One of the most exciting ideas for the year was our state-wide forums. In February and March we held 13 forums all over the state with over 200 clubs and 500 people attending. It was a great opportunity to meet many of our volunteers and coaches, to share our vision and to hear what is happening on the ground. We thank you for your feedback and also for the time you spent so we could get to know you all better.

THE INTERNATIONAL STAGE

The 2018 Sydney International was exciting when, for the first time in many years, two Australians reached the final - our very own "demon", Alex de Minaur, and crowd favourite, Ash Barty from Queensland. For the fourth year in a row we also attracted some of the best players in the world, including Sascha Zverev, Nick Kyrgios and our own legend, Lleyton Hewitt, to a "Fast 4 Showdown" of spectacular tennis. Both events will be held again in 2019 with exciting opportunities for spectators to get up-close and personal with the stars whilst enjoying some great tennis and a festive summer vibe.

GOVERNANCE

At the end of 2017, after almost two years of investigations, the Royal Commission concluded its report into the response of three sporting organisations; soccer, cricket and tennis, to allegations of child sexual abuse. The findings were confronting and challenging for both the Board and Management. The final report examined and commented on how our sport had dealt with matters concerning child protection in the past and made recommendations on how we can improve in the future.

We have adopted these recommendations and are committed to going above and beyond to help ensure such matters cannot happen again. This is why we have asked ALL committee members of ALL clubs to complete a Working With Children Check. The Board is fully aware that this is not a legal requirement, but we feel so strongly about child protection that a zero-tolerance position has been adopted.

THANK YOU

There are many people who have contributed so much to our successes over the year and who deserve our sincere thanks. To our volunteers and administrators who take time out of their busy lives to grow our game - your enthusiasm and passion are essential. To our 500+ active coaches, your drive to get more people on the court will help us build a stronger future. To our CEO and his diligent staff of only 32 to serve 200,000 tennis players and tennis fans, your dedication to delivering our Strategic Plan is invaluable.

To my Board, I would like to offer a special thank you. All board members serve as volunteers to tennis and this year, in particular, has seen the need for significant extra time commitments and additional responsibilities to guide, advise and lead the organisation through a number of challenging and complex matters and decisions.

THE FUTURE

We are all so lucky to be involved in a sport that has so many unique benefits, both personal and to our society - it is truly a sport for life. I can only encourage everyone to keep on playing - based on a recent study from Denmark, it might just extend your life by 9.7 years!



Wayne Pascoe
President, Tennis NSW



TENNIS NSW CEO'S REPORT



It feels like it was no time since I penned my first message to you for last year's Annual Report. Yet, when I look back on my first full year as your Chief Executive, I can reflect positively on a year which can be best summarised as one of learning, challenging and achieving.

LEARNING OUR CHALLENGES

What I have learned over the past 12 months is that our sport is served and supported by a dedicated, passionate and knowledgeable workforce across our volunteers, coaches, teachers and staff. I have witnessed incredible efforts being made by clubs up and down the state, all with a view to growing our sport at grassroots level.

What we also learned through both our own State of Play and the Tennis Australia Participation Strategy review was that tennis as a sport has numerous opportunities and challenges. In NSW itself, we learned the following:

- Less than 20% of venues offer online court booking
- Only 4 in 10 clubs have some form of strategic plan
- Cost of membership averages \$1.30 a week
- Less than 50% of our venues with a coach have any form of formal contract

At a national level, despite tennis continuing to be the second largest participation sport, we have been seeing many children between the ages of 9-13 walk away from it. We have also been overlooking the opportunity that exists in targeting the 5 million adults across Australia who have stated their interest in either starting to play, or returning to play, tennis.

The review identified four main opportunities for tennis to lift participation in the next four years:

- To improve retention of children aged 9-13
- Attract adults to play, or return to play, through more social play opportunities
- To improve the operational capabilities of our tennis clubs
- Enhance the digital interface & experience to make for a better user experience

All of which leads to my second point: Challenges.

THE CHALLENGES WE FACE

The Board challenged me to construct a plan to help lift our sport over the next three years and to ultimately connect more people to tennis in NSW.

Our Vision 2021 Strategic Plan has been developed with that goal at its core. Our role is to empower, engage and support the tennis family to help grow the sport which means we are challenging our three key drivers; Clubs, Coaches and Councils to think more about what they can do to make tennis more accessible, affordable and ultimately enjoyable for people of all ages and abilities.

You can rest assured that I am also challenging my staff to think more about how we best serve and support each and every one of you to help put more people on your courts. How can we help you run and operate more sustainable tennis venues? How can we help you find and develop an effective relationship with great coaches? How can we help you run effective programmes to attract more players? How can we improve the tournament experience for players, parents and coaches?

CELEBRATING ACHIEVEMENTS

Whilst there is a great deal more to do, we can also reflect on a year where we made progress in certain key areas.

We launched State of Play to help us better understand the health of our clubs across NSW. Over 300 venues participated in helping not only Tennis NSW, but hopefully their own club in what they need to focus on to be better. This was a critical step in us forming our Strategic Plan and is the pre-cursor to us launching a more comprehensive measurement tool to help aid you, your council and ourselves with what we need to do to run better venues.

Throughout much of March and April, we hosted 23 Club Forums which were attended by 212 club representatives. These Forums provided all of you with the opportunity to feed into the Strategic Plan whilst offering Management an opportunity to better understand the challenges you are all facing. From this, and your desire to meet and connect with your local clubs more often, we have committed to conducting quarterly club forums to help share best practice, connect you with the clubs in your area and provide you with ongoing support with club and venue management.

Throughout the forums, we challenged you to think differently about members, venue users and registered players and, as a result, we saw a 44% jump in registered players over the course of the year. This ultimately saw NSW end the year as the state with the largest number of Registered Players across Australia, with 160,032 registered with Tennis NSW.

FUTURE CHAMPIONS IN THE MAKING

On the court, we have tasted success at a number of levels. The emergence of Alex De Minaur on the ATP circuit was great to see and I believe he will prove to be a fantastic role model for us all in the years to come. We also wish Jordan Thompson every success as he continues to fight his way back from injury.

In the junior ranks, we have a number of exciting young talent starting to emerge both nationally and internationally. Rinky Hijikata continued to develop and, as a result, rose to 20 in the ITF Junior Rankings and at the time of writing is Australia's No.1 ranked junior. On the girls' side, we watch with interest the likes of Sarah Rokusek, Taylah Lawless and Anastasia Berezov, all of whom claimed national titles of note during the course of the year.

At grassroots level, the Todd Woodbridge Cup has continued to grow and develop. The number of teams participating in the Sydney Badge and Inter-District competitions has grown over the past two years, as has the number of participants in the Priceline NSW Country Championships.

OUR WINNING FORMULA

As I have said previously, we have much to celebrate and yet so much more to do and achieve. Core to that is what we have identified as our 'Winning Formula':

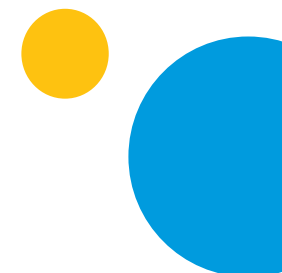
Great People + Great Coaches = Great Tennis.

I look forward to leading the organisation forward into 2019 and ensuring that each and every one of my staff are all focused on helping you all find your own 'winning formulas' at your clubs and venues.

See you on the courts,



Lawrence Robertson
CEO Tennis NSW



TENNIS AUSTRALIA CEO'S REPORT



BUILDING ON STRENGTH

Tennis is among the most successful sports in Australia in terms of participation and engagement rates. It is also the focus of the sporting globe each summer with world-class events such as the Australian Open.

Earlier this year, we conducted a comprehensive participation review with the aim of leveraging the current success of Aussie tennis for the next phase of ongoing growth in the sport.

During the last six months, I've travelled around the country as part of an extensive consultation with all key stakeholders. It has been a personal highlight of mine to be able to work on this review with the people involved in delivering our sport day in and day out across the country - the people responsible for building tennis into the success that it is today.

A THRIVING COMMUNITY

Both in Australia and in NSW, more people are enjoying the sport than ever. The 930,000-plus total participants who experienced tennis throughout the nation in 2017-2018 represented a 34 percent increase on the previous year. In NSW alone, there were a record 251,403 participants in this period.

Increasingly, a lifelong connection to tennis begins with ANZ Tennis Hot Shots, the junior development pathway that also underpins Tennis Australia's hugely successful School Partnership Program. A record 543,850 kids took part in 2017-2018 across coaching programs, community play and in primary schools.

At a time when providing healthy activity for young people is a priority, opportunities to participate have never been stronger.

Growth in registered club members has been particularly strong in NSW with participant numbers soaring to 160,032 in 2017-2018.

OPEN TO EVERYONE

Passionate that tennis should be a sport for everyone, our values of equality, inclusion and diversity are ever-present. Regardless of ability, gender, race, age or sexual orientation, players are always welcome.

Accessibility is also a priority in a more literal sense, as the expanding Book A Court program demonstrates. Providing casual players with the means to book and pay for courts online, the program is now available in 100 venues throughout the nation, including eight in NSW.

AUSTRALIA'S FINEST

Hometown hero Alex de Minaur and Queenslander Ash Barty provided local tennis fans with plenty to cheer for at the Sydney International in 2018.

Barty defeated compatriot Daria Gavrilova in the semifinal to become the first Australian female to reach the Sydney International final since Fed Cup captain Alicia Molik won the tournament in 2005 beating compatriot Sam Stosur.

Following his run to the semifinals at the Brisbane International a week earlier, de Minaur became the first 18-year-old to reach the Sydney final since his mentor Lleyton Hewitt won the tournament in 2000.

Two-time Grand Slam champion Angelique Kerber (GER) defeated Barty in front of a packed crowd in Ken Rosewall Arena, claiming her first title since winning the US Open in 2016.

In the men's final, qualifier Daniil Medvedev (RUS) proved too strong for wildcard de Minaur, beating him in a thrilling three set showdown. The victory made Medvedev only the fourth qualifier to take out the Sydney International title since 2003.

NATIONAL PRIDE

Our record-breaking world class events not only inspire the tennis community at every level, but also help grow the game in a positive sense as revenue is invested back into the sport.

More than one million fans flocked to see the world's best players compete during the Australian Open and Australian Open Series events last summer.

The Australian Open celebrated 30 years at Melbourne Park in January, with a record 743,667 fans experiencing new heights in hospitality and off-court entertainment, alongside captivating tennis. A fortnight of fiercely-contested matches showcased astonishing ability and unrelenting passion from the game's superstars.

It culminated in two stunning finals as Caroline Wozniacki claimed her first Grand Slam title with a three-set victory over Simona Halep and Roger Federer seized a record-extending 20th major title with a five-set win over Marin Cilic.

A TEAM EFFORT


Growth – whether it be in participation numbers, revenue or the achievements of our players – would not be possible without the collective efforts of our passionate team members throughout Australia.

As our hard-working staff showcased the company values of excellence, humility, loyalty and team-work, there was a special point of pride when Jayne Hrdlicka was voted Tennis Australia's first female President and Chair in October.

It was another inspirational turning point as the Australian tennis community comes together to achieve new heights in every endeavour.

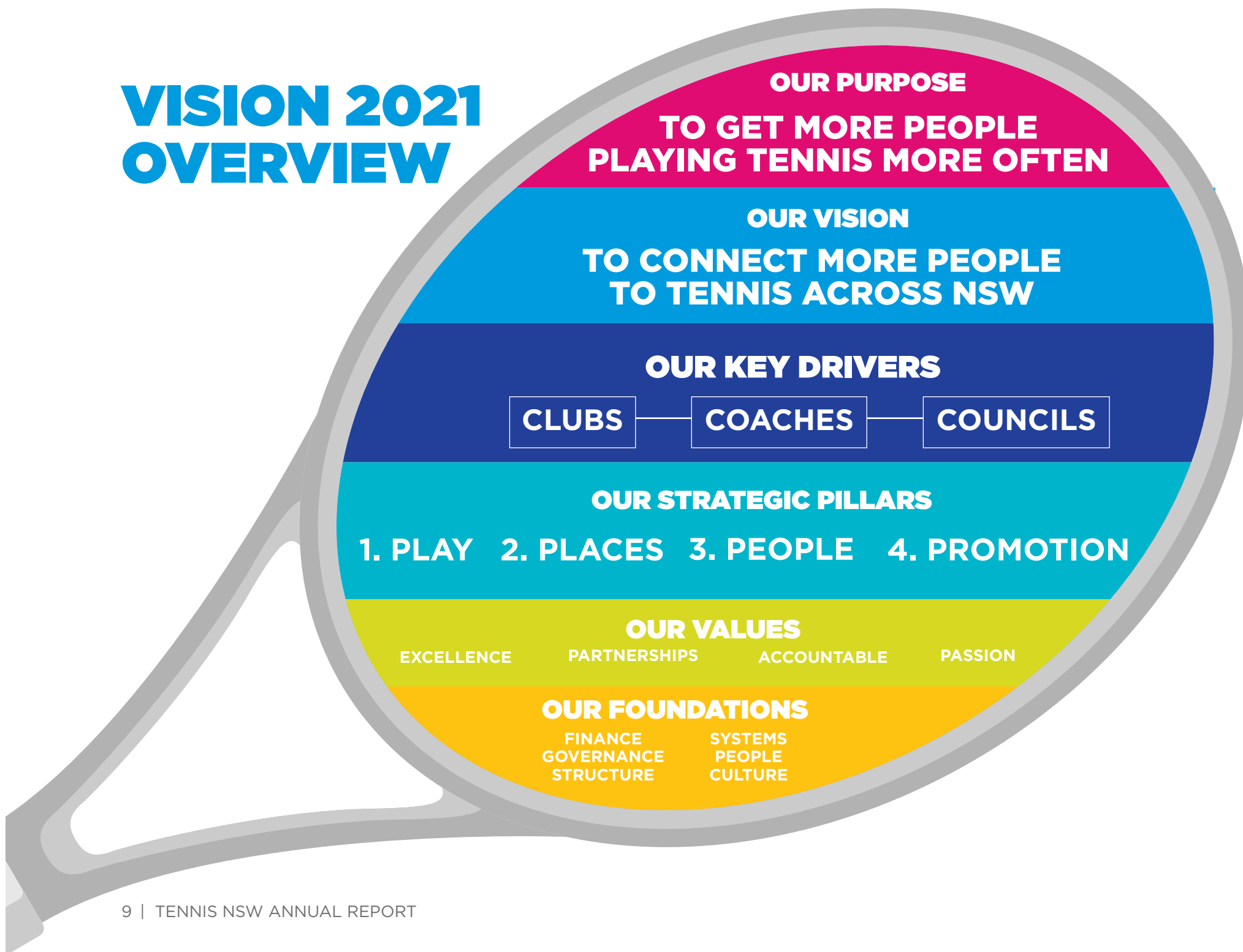
Thank you, your staff and Board, for your tremendous contribution to those achievements.

Our pride in the many unparalleled milestones of another memorable year in tennis is surpassed only by our passion to build on them in the future.



Craig Tiley
Chief Executive Officer
Tennis Australia

VISION 2021 OVERVIEW



GREAT PEOPLE + GREAT COACHES = GREAT TENNIS



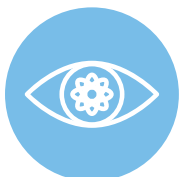
OUR PURPOSE

Our purpose is to get more people playing tennis more often.



OUR ROLE

Our role is to engage, empower and support the tennis family in NSW to help grow our game.



OUR VISION

Our vision aligns fully with Tennis Australia in that it is a simple extension of our desire to connect more people to tennis in our state.

This vision is accessible and allows us to recognise that whilst our primary focus is to get more people playing our sport, we are also reliant on a wider group who are connected to tennis and play an invaluable role in promoting, supporting and administering it.



OUR VALUES

Our values will determine the way in which we work, how we work, our behaviours and standards by which our stakeholders, both internal and external, can hold us to account.

EXCELLENCE

We will strive to provide the best possible experience at all times

PARTNERSHIPS

We will find and explore ways for the sport to win together

ACCOUNTABLE

We know our stuff and we will always do what we say we will do

PASSION

We take pride in what we do, how we do it and who we work for - at all times

PLAY

The Participation team remains dedicated to supporting clubs & coaches to increase the number of playing opportunities, resulting in a continued increase in the number of people playing tennis across NSW.



ANZ TENNIS HOT SHOTS

ANZ Tennis Hot Shots has positioned itself as a core component of many coaching programs, with 259 clubs and coaches now delivering it, resulting in 19,809 children participating in 2017/18. The opportunity for growth in 2018/19 will focus on regional clubs without a coach, and arming them with the resources to run a Hot Shots program for their local community. For those kids wanting to start putting their skills into practise with some match play, 120 venues are now offering a local level, modified team-based competition.



ACTIVE KIDS

An initiative from the NSW State Government, Active Kids launched in 2018, in an effort to get more school-aged children leading active lifestyles. Over 350 coaches and clubs signed up to become an approved Active Kids provider, with over 10,500 vouchers redeemed on tennis, equating to \$1.1 million invested in tennis across the state. Tennis NSW also invested in a tailored promotional campaign across the Summer of Tennis to help support all registered tennis providers. This included a regional TV campaign through its partnership with Channel 7, as well as courtside signage during the Sydney International.



SCHOOLS

Over 729 primary schools connected with tennis through the federally funded initiative, Sporting Schools – 84% of these were linked with a local club or coach. Across these venues, 68,976 students received a tennis experience within their school. The Sporting Schools program also began its launch into secondary schools, with 15 secondary school partnerships created.

The Todd Woodbridge Cup (TWC) continues to go from strength to strength, with 35 events, 219 schools and 2,660 participants participating in the red ball modified competition. Schools start competing within their local zone, and then within their region, with winning schools progressing to Sydney Olympic Park to battle it out for the rights to be named TWC Champions. St Raphael's Catholic School (Cowra) were awarded this honour at the conclusion of 2017.

Tennis NSW also partnered with the NSW Department of Education in 2017/18, launching a series of Teacher Professional Learning courses, where primary school teachers were taken through the curriculum-based resource and training on how to deliver a tennis program within their school environments.



YOUTH ENGAGEMENT

Backing up from the success in its inaugural year, the Future Leaders program returned in 2017 with 29 Year 9 & 10 students coming together for a weekend of fun and professional learning. Sessions this year included event planning, digital storytelling and gaining a better understanding of one's own, and others', personality. Participants were then required to complete a project in conjunction with their local club/coach that provided a positive impact for that venue. The Youth Advisory Group also met four times over the last 12 months. Special thanks to David Pletkan, Reagan Cooke, Megan DaSilva & Shivani Lakha for their involvement and contribution - discussing challenges and possible solutions to overcome the barriers impacting tennis participation in the youth age-bracket.



TOURNAMENTS & COMPS

The Tournaments & Competitions team moved under the Participation umbrella at Tennis NSW in early 2018, recognising the role that these competitive opportunities play in an individual player's development. The focus, however, remains unchanged - providing a high quality competitive environment across NSW that is relevant for players of all levels.



WINNING WOMEN IN WOLLONGONG

As the Fed Cup returned to Wollongong after a 15 year hiatus, Tennis NSW took the opportunity to invite both regional and metro female coaches to come together for a weekend of coach education, professional development and networking, while witnessing our top females in action. Of the seven coaches who attended, each brought along a couple of future female leaders (aged between 13 - 16 years old) from their respective venues. Special mention should go to Tennis NSW Board Director, Helen Magill, for driving the initiative with members of the Tennis NSW Participation team.



MAJOR EVENTS

Tennis NSW partnered with Penrith City Council and Nepean District Tennis Association, to launch the Pro Tour season, playing host to a Womens \$25k Pro Tour. The event saw the next generation of female players battle it out on the hardcourts of Nepean. Aussie player Olivia Rogowska prevailed, taking out the singles title, with Naiktha Baines (AUS) and Abigail Tere-Apisah (PNG) taking out the doubles.

Sydney Olympic Park also played host to an ITF Junior International G5 event in September 2017, with Ethan Lye (SGP) beating local Aussie hopeful Campbell Salmon (AUS) in three sets. Fifth seeds, Corey Clarke (AUS) and Tom Evans (AUS) took out the boys doubles title, beating the number one seeds. While in the girls, local NSW athlete Zara Brankovic took out the singles title in straight sets.



JUNIOR EVENTS

State Age, NSW State Championships and JDS State Finals maintained their standing as the pinnacle events for players throughout 2017/18. There was a combined total of 1,312 participant entries across all three events. Our thanks go to all the Tournament Directors, officials and parents who make these events what they are. We remain focused on ensuring that these events maintain their standing as pinnacle events on the tournament calendar each year.



STATE TEAMS EVENTS

One of the most popular events on the tournament calendar, the State Teams events for 10/u, 12/u and 14/u, combines the best players from both Metro and each regional area in their respective age groups - one of the few team-based tournaments currently available. A special thank you to all of the Team Managers who were involved across all events, mentoring their respective players to compete, commit and demonstrate respect across the entire weekend.



NSW COUNTRY CHAMPIONSHIPS

The Country Championships returned to Forster Tennis Club and played host to a total of 461 players across both the AMT and JT events. The Country Championships have a particular focus on fun and innovation, adding different elements each year to improve the experience for both players and spectators. This event would simply not be what it is without the tireless efforts of both Wendy Saville and Ellen Gordon, ensuring that this event is one that all regional players look forward to playing in each year.



SANCTIONED TOURNAMENTS

86 Australian Ranking (AR) tournaments were sanctioned throughout 2017/18, with total participation numbers exceeding 10,300. 157 non-AR events, consisting of Junior Development Series, Senior Tournaments and General Tournaments also featured on the calendar. Prefer this sentence to say: We look forward to increasing our support to those affiliated venues running these sanctioned events and assisting them in delivering a positive experience for both players and spectators.



PARENT ENGAGEMENT

Acknowledging the pivotal role that parents play in the future growth of our sport, Tennis NSW has begun work to formally establish better links between parents of tennis players across all levels of the player pathway and Tennis NSW. This will take effect in 2018/19 and we are looking forward to gaining a better understanding of some of the challenges that this group has identified and working together to provide suitable outcomes.



MAJOR COMPETITIONS

139 teams, comprising 1,100 players, took to the courts around Sydney as part of the Sydney Badge competition in 2017. As Tennis NSW looks to continue to evolve this competition, 2018 will see the introduction of singles into both the Mens and Ladies Premier League divisions. It is anticipated that this will draw both former players and current tournament players to the Badge competition, with the season dates expected to be void of tournament opportunities.

Tennis NSW again partnered with NSW Hardcourt in 2017 to deliver the Interdistrict Competition, growing from 91 teams (2016) to 137 teams (2017), including the new addition of a 10/u age group. We look forward to a continual growth of participation, in collaboration with NSW Hardcourt.



SYDNEY TENNIS LEAGUE

The Sydney Tennis League (STL) set out to revitalize the competition landscape in Metropolitan Sydney and restore the balance between tournaments and competitions. Super League (Tier 1) continued to gain support from coaches and players, maintaining a core group of players in the 10/u and 12/u age groups. In 2017/18, a squad was developed for those players on the cusp of selection for a Super League team – a great opportunity for these aspiring juniors to get some great match practise and strive for a permanent spot in the main team. Unfortunately, the decision was made to push pause on Team Tennis (Tier 2) and continue to gather feedback on the best approach to this level.

After 12 months since launching, whilst some components of the STL were working well, it was clear that there were some challenges that needed to be worked through. Tennis NSW embarked on a number of forums at the back end of 2017 to gather feedback and present initial thoughts and future recommendations. In addition, Tennis NSW engaged McLaughlin Sports Consulting (MSC) to undertake an independent review of the Sydney Tennis Competitions framework to assist with the future approach. This review commenced in July 2018 with findings due to be published in early 2019.



PLACES

The Tennis NSW Places to Play team is focused on understanding and improving the sustainability of our clubs and venues, along with stimulating investment into the tennis infrastructure that is required to ensure our facilities are fit for use, inviting, and capable of delivering the future growth needs of our sport.

Imperative to our success is our relationship with, and performance of our, 3 key drivers:



CLUB SUSTAINABILITY - NOW AND INTO THE FUTURE

During 2017, Tennis NSW undertook a whole staff project to better understand the landscape of tennis in NSW. State of Play focused on assessing venue health and tennis infrastructure in NSW.

In total, the wider Tennis NSW team visited 373 venues across NSW, consisting of 33 metropolitan and 274 regional venues. The total number of 277 Operational Health Checks and 292 surveys were completed.

Not only was this a fantastic result in providing the most comprehensive review ever undertaken of this kind in NSW, it also proved an invaluable tool in creating a greater sense of team within the organisation as every member of the team played an integral role in its delivery.

In all, State of Play revealed positive insights into our sport as well as some areas of potential future improvement.

See below a summary of some of the key findings.

25%
AVERAGE COURT
OCCUPANCY RATE

7%
LEASE FEE % OF OVERALL
VENUE EXPENSES

27 DIFFERENT WAYS
TO BOOK A COURT

SYNTHETIC
GRASS COURTS
MOST COMMON AT
71%
OF TOTAL COURTS

58.50% OF VENUES DO NOT HAVE A
STRATEGIC/BUSINESS PLAN

21%
REPORTED AS HAVING
ONLINE BOOKING
CAPABILITIES

82.17%
OF VENUES HAVE AN AGREEMENT
WITH THEIR LOCAL COUNCIL
OR CROWN LANDS

The data collected during State of Play has provided management and the wider team with a baseline understanding of the state of venue operations in NSW.

Rather than relying on anecdotal evidence and perception, management for the first time was able to make decisions regarding future planning and resourcing based upon hard evidence.

Much of the Places to Play strategy in the Vision 2021 plan has been derived from the insights gained through the State of Play project.

Following the learnings from State of Play, Tennis NSW identified that more work is required to understand the strengths and weaknesses of NSW tennis venue's delivery mechanisms and ultimately the sustainability of tennis at individual venues, across a region and then ultimately, state-wide.

#tennisrestart is a local government engagement strategy that aims to define, measure, and then ultimately improve the sustainability of tennis venues across NSW. The core elements, which have been identified as key in understanding sustainability, are:

- 1 The infrastructure condition of the venue
- 2 The level of community engagement/ participation
- 3 The financial health of the operation

Ultimately, data collected around these indicators will be combined to give an overview of each venue's sustainability and provide recommendations for future improvement.

Tennis NSW has collaborated with both Tennis Australia and Inside Edge recently to produce a sports facility audit tool that will allow us to capture and assess the infrastructure health of venues across the state.

This tool, along with the operational health checks, will be crucial in capturing our three priorities within #tennisrestart and will allow us to assist councils and clubs in producing ongoing sustainable asset.

COUNCILS

Relationships with councils remained a key focus area in 2017/18, and will certainly remain so moving forward. With 82% of tennis venues located on council or Crown land, councils have now been identified in Vision 2021 as one of the three key drivers towards the ongoing success of our sport.

Tennis NSW is actively providing support to local government across a multitude of areas in ever-increasing numbers. As managing community assets becomes an increasingly complex task for local government, the provision of services provides Tennis NSW with the opportunity to influence positive outcomes for our sport.

Our team are now actively supporting councils regularly in the areas of:

- Asset renewal planning
- Governance and operating models
- Leasing and licensing
- Venue sustainability
- LGA master planning
- Project scoping
- Funding solutions

With this in mind, the team is now focused on developing partnerships with 40 priority councils over the next three years as part of #tennisrestart and we will continue to work with those councils with whom we have established relationships and strategies over previous years.

Through establishing these working relationships, Tennis NSW will be ideally positioned to influence best practice outcomes in the areas of venue management as well as leasing and licensing agreements on behalf of our members.

PLACES CONTINUED

SUCCESSFUL PARTNERSHIPS IN 2017/18

Cumberland Council, in Sydney's Western Suburbs, became the first council in Australia to install Tennis Australia's Book a Court system into all council managed tennis venues. Accessibility to tennis venues remains a key pillar of the Places to Play team and Cumberland Council has shown impressive leadership in providing greater access to tennis participation opportunities for their whole community.

Willoughby Council installed Book a Court at Tyneside Tennis Centre in early 2017 as a 12 month pilot to investigate the effects of using keyless technology to provide greater accessibility to tennis participation for their community.

The following results have been achieved in 2018 compared to 2017 rates:

305% ↑ IN TOTAL COURT HIRE REVENUE

21% ↑ IN BOOKED HOURS

26% ↑ IN NUMBER OF BOOKINGS

Willoughby Council have now committed to a further 18 month trial period of Book a Court and have installed Book a Court at the Willis Sport and Recreation Tennis Centre as a result of their successful Book a Court trial at Tyneside.

Byron Bay Council invited Tennis NSW to assist in the leasing process of their key venue. Our team provided framework to council in developing an initial EOI process, and then using this framework, sat on a tender evaluation panel, which eventually saw a positive outcome for council.

Tennis NSW has also developed strong relationships with a number of other local councils through master planning and for future facility development opportunities. Some of these include:

- 1 Dubbo Regional Council
- 2 Wagga Wagga City Council
- 3 Central Coast Council
- 4 Wollongong City Council
- 5 Tamworth Regional Council
- 6 Hilltops Regional Council
- 7 Coffs Harbour City Council
- 8 Ballina Shire Council
- 9 Northern Beaches Council
- 10 Randwick Council
- 11 Hornsby Council

TENNIS INFRASTRUCTURE

A number of major and community infrastructure projects were completed in 2017/18 across NSW. With the support of the Tennis NSW team, our venues have successfully leveraged funds from a range of sources including local, state, and federal government, and Tennis Australia's National Court Rebate Scheme (NCRS).

In total, 43 projects were either fully or partially funded in 2017/18, resulting in a total investment value of more than \$5,500,000.

Projects were delivered all across the State including Metropolitan Sydney, the North East, South East, Central West and the Northumberland regions.

Of particular note was the Waitara Tennis Centre in Hornsby, where there was a complete redevelopment of the venue valued at \$3 million.

A number of venues have taken advantage of the National Court Rebate funding to install Book a Court software and hardware. In total, 15 council owned or Crown land managed venues had it installed, with Tennis Australia contributing \$90k towards these projects. The second half of 2018 will see a further eight council managed venues install Book a Court with a total investment of \$78k.



COACH EDUCATION

The number of Tennis Australia Coach Members in NSW reached a four year high with 908 coaches registered across the State in 2017/18. This was largely due to an increased number of courses and the introduction of regional subsidies. Through these initiatives, coaches were offered more affordable courses in closer proximity to home.

In partnership with Tennis NSW, we commenced our Foundation Coaching subsidy programme aimed at supporting over 200 aspiring coaches to start their journey on the coaching ladder. Subsidies were made available for Community Coaching Courses in each of our regions. Junior Development Courses (JDC) were also hosted by Canberra and Forster, providing opportunities for the first time to those in the north and south of NSW. Six coaches also took advantage of the travel subsidy provided for those traveling greater than 200km to attend a course.

In the metro area there were healthy numbers for our Junior Development Courses as well as a Club Professional course which started late in 2017. Two NSW coaches attended the Master Club Professional course that is delivered biannually in Melbourne. In total, 16 coaching courses were delivered throughout the year.

The 'Search for a Star' campaign began in January, giving head coaches the opportunity to nominate future coaching stars. 25 students were accepted and treated to a three-day Community Coaching Course, with one deserved participant receiving a full scholarship to complete their Junior Development qualification.

The Foundation course was introduced this year giving people the opportunity to attend a five hour course and receive a Tennis Australia course certificate. Focusing on the roles and responsibilities of a coach, demonstrating how to create contemporary learning environments and best practice Hot Shots activities, this course has become integral to our plan to give more people a formal coach education experience. Watch this space for a huge increase of these courses throughout the next year.

The Tennis for Primary Schools workshop continued to be delivered, providing coaches with the opportunity to further understand the program and how to successfully attract funding via the Sporting Schools government initiative. Towards the end of the year a Tennis for Secondary Schools program was also introduced.

COACH DEVELOPMENT

In line with the Tennis NSW 'more than insurance' campaign, this year saw Coach Development reinforce their reputation for offering more face to face and online workshops than ever before – at no additional cost for a Tennis Australia Coach Member. Throughout the year there were 485 attendees across NSW.

Workshops for existing coaches were delivered on an array of topics. Highlights included the 'National Academy Series' – where top NSW National Academy coaches shared knowledge and insights from the performance sector, talent development workshops (performance orange and green ball), as well as the introduction of business workshops including social media training and Digital Marketing.

Our award-winning online learning platform, Bounce, continued to grow, giving more resources than ever to our coaches at the click of a button. Performance, school and business workshops were all live streamed for the first time giving coaches statewide the opportunity to tune in. As per the norm, all filmed presentations from the Grand Slam Coaches' Conference were also made available for coaches to watch from the comfort of their own home.

In January, the Sydney International hosted a revamped Coaches' Conference with great success. The format of the day has evolved over the years and has now turned into a full day of world class speakers, hospitality and industry networking.

We celebrated hosting the Fed Cup in April by inviting regional female coaches to join us for a weekend of networking, industry insight and coach development. This included watching the Fed Cup players train and participating in coach education sessions with Head of Women's Tennis, Nicole Pratt.

COACH ADVISORY GROUPS

Management would like to acknowledge the input, insight and knowledge of the Coach Advisory Groups who were formed to assist Management in better understanding the day-to-day challenges within the Coaching fraternity.

COUNTRY

- Craig Louis - Gunnedah TC
- Andrew Mitton - Bathurst TC
- Mark Pritchard - Bomaderry
- Alan Pade - Westside TC
- Paul New - Temora TC
- Helen Magill - Parkes TC

METRO

- Andrew Sun - Max Tennis
- Sam Skippen - Croydon TC
- Pat Jensen - City Community Tennis
- Stuart Thompson - Grand Slam Tennis
- Paul Francis - Love 'n' Deuce
- Aaron Warwick - Kim Warwick Academy
- Ryan Henry - Voyager Tennis Academy

ADVANCING THE INDUSTRY

Feedback from the industry indicated that the coaching fraternity are seeking advancement opportunities beyond on-court delivery.

With a national workshop tour to help promote its launch, we saw the roll out of the all new Club/Coach Agreement. This document is a key tool

for both parties to refer to when discussing a new coaching contract. Devised by Coach Development, Places to Play and the Tennis Australia legal team, the supporting workshop tour educated coaches on topics such as 'Being a Good Contract Partner', 'Securing Your Venue' and 'Managing Your Own Staff'.

A huge undertaking was the introduction of the 'Keeping the Tennis Community Safe' online campaign. This was complemented by the new safeguarding requirements for Tennis Australia coach members and offered simple but important information regarding child protection. As a direct result from findings of the Royal Commission investigation, this online workshop – and the obtaining of a Federal Police Check – became mandatory for all coaches.

The Industry Leaders Initiative saw top operators from around the state gather in person and online throughout the year to share industry best practice and to attend bespoke educational opportunities. In an exciting collaboration, Google led some of our better operators for an upskilling session in digital marketing, website maintenance and how a whole array of Google products can assist in running more efficient businesses.

To encourage more females to either join or stay in the coaching industry, Tennis Australia again provided women's scholarships for successful applicants. Scholarships offered industry and financial support for women wishing to either become qualified or to upgrade their existing qualifications. To complement this, in May there was also the first ever all female Community Coaching Course which provided a unique and much appreciated course opportunity.

TENNIS WORLD

Tennis World at Sydney Olympic Park Tennis Centre (SOPTC) has continued to see an increase in participation numbers across all coaching, leagues and memberships. Court occupancy has been positive and in July 2017, our opening hours increased to meet the demand.

The two indoor courts are very popular and are booked out back to back at the first sign of rain. These courts have been a huge asset to tennis and have been successful in finishing major events such as the ITF Grade 3 in August.

The quality within the coaching team has increased and this, combined with a strong retention plan, has led to 96% retention from Term 2 to Term 3 and 98% from Term 3 to Term 4.

Tennis World entered 21 teams into the STL Interdistrict Competition this year for the first time and had nine teams reach the play-offs, with three reaching finals and one winning their division.

Tennis World also had a team in Premier League Badge which played matches at SOPTC in conjunction with the STL Tier 1 League which gave the junior players a great opportunity to see the STL pathway.

Tennis World has over \$1.5 million in expenses for the site and has reduced the loss for Tennis NSW over its three years of operations.





PEOPLE

We will increase our focus on the people who contribute to the day-to-day running of our sport. We remain committed to attracting, retaining and developing the very people to best serve our sport.

VOLUNTEERS

The role of volunteers continues to be a critical cog in the running of our sport. Throughout 2018, we have engaged in numerous activities to recognise, reward and upskill our volunteer workforce.

REGIONAL COMMITTEES

Tennis NSW continued to provide ongoing support and funding to the six regional committees to allow each of the volunteers involved to best deliver playing and coaching opportunities to children in regional NSW. We have further strengthened our support for these volunteer-driven committees through the employment of Regional Administrators starting in August 2018.

RECOGNITION

The work of our volunteers continued to be recognised through our annual awards. The 2017/18 Volunteer of the Year winner, Jenny Quigley, was invited to the Newcombe Medal awards evening in November and joined the presentation party for the Women's Final at the 2018 Sydney International.

Other volunteers were recognised across the other categories in the awards including club, tournaments and officials.

REWARD

The President's Reserves continue to be a fantastic forum for Tennis NSW to recognise and reward the hard work and efforts of our affiliated office bearers across the state. Over 250 volunteers joined members of staff and the Board throughout the week during the Sydney International.

FUTURE LEADERS WORKSHOP

We continued to invest in our future volunteer workforce with the staging of our second Future Leaders Workshop in October 2017.

Over the course of the weekend, the Future Leaders were given insight into all aspects of running and managing a club including governance, finance, marketing and coach relations.

PARENTS

Vision 2021 sets out clearly our intention to better engage with, listen to and communicate with, the parents of our players.

In regard to both our National Academy and Regional Talent Camps, we conducted parent education sessions intended to assist parents of aspiring players to understand the commitment, planning and support required to help fulfil their child's development as a potential professional player.

We have also set out to launch our first Parent Advisory Group. A small, diverse selection of tennis parents will engage and consult on matters that may impact either player, parent or both. The first of these sessions is scheduled to be carried out in November 2018.

STAFF

In a Member Organisation such as ours, our staff remain one of, if not the most, valuable resource and we have been working hard to ensure they remain motivated, engaged and are trained to ensure we have the necessary skills to support the tennis family.

We have also taken the opportunity to realign staff with key priorities and with it brought Chris Woodland, former GM of Nepean District Tennis Association, into the Senior Leadership team. Chris' appointment was to provide day to day operational support for the CEO along with bringing a wealth of experience in the operation and development of tennis venues. His expertise and knowledge have provided further opportunities to develop the staff internally. Chris is joined on the leadership team by Matt Starr, who took on responsibility for all Participation including our programmes, schools, tournaments and competition.

We continued to invest in the opportunity presented by schools, particularly in two of our most populated areas - Sydney Metro and Newcastle/Gosford. Particularly in our most and doubled the number of School Development Coordinators,

The professional development and engagement levels of our staff remain key priorities. We have taken the opportunity to upskill all of our Participation Leaders so that they are in a position to train coaches to deliver Foundation and Community Coaching Courses. Our annual Staff Engagement Survey showed that 100% of the staff are proud to work for Tennis NSW and that overall 63% are engaged with their roles and responsibilities. We have set a target for the Organisation to raise this engagement level to 70% by the end of the next financial year.



PROMOTE

We continue to invest in the marketing and promotion of our sport both at state and national level, with a particular focus on promoting Hot Shots, ensuring we support our members to take full advantage of the government's Active Kids scheme.

ACTIVE KIDS

In August 2017, the NSW Government launched the Active Kids programme, a three year, \$363 million investment in encouraging more children to participate in sustained and active sports. The programme offered \$100 to every school-aged child and sought the support of all of the State Sporting Organisations in engaging with their respective stakeholders and informing their players, clubs and volunteers of this initiative.

From within tennis, 355 providers signed up to the programme and Tennis NSW supported it with a range of marketing activities to help educate both the provider and the end user about the opportunity.

We embarked on our very first television advertising campaign supporting the Active Kids programme, by sponsoring the coverage of the Australian Open with Prime 7 affiliates across the state. This helped raise the profile of the Active Kids initiative, directing interested participants towards our registered providers, while at the same time asking parents to 'Invest In A Sport They Can Play For Life'.

The programme saw 10,546 vouchers redeemed for tennis and of those 38% were coming to the sport for the very first time.

ANZ HOT SHOTS

Nationally, Tennis Australia continued to invest in our primary programme aimed at encouraging children to take up the sport of tennis. It is now recognised as one of the most popular sporting programmes nationally and has helped attract over half a million registrants in recent years. Since its launch in 2012, ANZ Hot Shots has helped grow participation amongst 5 – 9 years by 36%.


We enlisted the support of Natalie Bassingthwaite as our ambassador for the programme and produced a range of commercials which continued to advertise throughout the year on both television and digital channels.



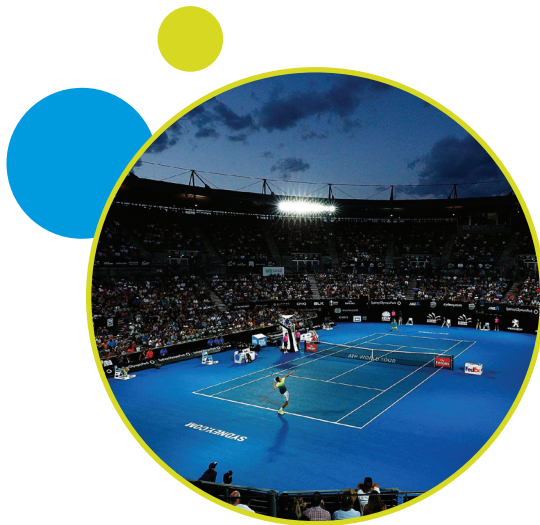
SOCIAL & DIGITAL

Our primary social channel, Facebook, continues to grow and we have made deliberate efforts to produce more content that is relevant to our key stakeholders whilst ensuring that it also provides an engaging channel to inform, educate and celebrate the achievements of both the organisation and our members.

Our following on Facebook has grown 28% to over 3,300 in the past 12 months, we launched our own Instagram page for the first time and relaunched our Clubhouse Newsletter designed to keep everyone up to speed with what is happening across the state.



**FACEBOOK HAS
GROWN 28%
TO OVER 3,300
FOLLOWERS IN
THE PAST 12
MONTHS**



MAJOR EVENTS

While they provide a platform for the world's best players, our investment in the hosting and staging of major events provides the most valuable marketing opportunity for tennis. Throughout the staging of the Sydney International, Fast 4 and the Fed Cup, we engaged with the tennis family on a variety of levels to maximise the interest and exposure the sport received during this time.

With over 20 hours of live broadcast coverage, the Sydney International peaked at an average audience of 787,000 during Saturday's final, which was over 300,000 more viewers than the Hopman Cup final the week before featuring Roger Federer. Throughout the week of coverage, Tennis NSW took the opportunity to highlight a lot of the work the Sydney International was doing to further grow and promote the sport.

INVESTING IN TALENT

We have recognised the importance of attracting the right talent to help us build more effective and engaging marketing campaigns while also providing the right level of support to all of our clubs. To that extent, in the past 12 months we have appointed three new members to the Tennis NSW team, all of whom will be tasked with improving our marketing and communication over the coming 12 months.



FURTHER DEVELOPMENTS

As we look forward, it is the intention of the organisation to invest further in this critical space. We intend to spend more time and money helping our clubs better understand the digital landscape and how it can help them attract more players and members. We will provide more detailed insight on the profiles of players both playing and wishing to play, as well as an ongoing commitment to programmes such as Cardio Tennis, ANZ Hot Shots and increasingly Adult Social Play – all of which are designed to connect you to more people playing our sport.

MAJOR EVENTS

Throughout the summer of 2018, New South Wales once again played host to the world's very best players whilst also having the opportunity to glance at the future of our sport both from an Australian and a global perspective.

The ability to host events of such stature and involving many of the world's top players is a critical component of our **PROMOTE** strategic pillar, offering inspiration to the next generation of players while providing a very visible platform to promote our sport to the widest possible audience.



7 GRAND SLAM
CHAMPIONS PLAYED

63k
FANS ATTENDED

11.6
MILLION TELEVISION
VIEWERS GLOBALLY

203 COUNTRIES
REACHED GLOBALLY

133 YEARS OLD

SYDNEY.COM

SYDNEY INTERNATIONAL

The 2018 Sydney International was arguably the most successful event in its recent history.

Over 65,000 fans came to Sydney Olympic Park Tennis Centre to witness a wonderful week of tennis. The week started with seven Grand Slam champions including Venus Williams, Petra Kvitová and Garbine Muguruza entered into the women's field, possibly the strongest draw ever assembled for the tournament, alongside notable names on the men's side including crowd favourites Fernando Verdasco & Feliciano Lopez.

Angelique Kerber and Ash Barty served up a wonderful conclusion to the WTA event. The metronomic German, sharp from a strong off-season, was ultimately too good for the local favourite and prevailed 6-4, 6-4 to claim the title.

"I think the draw was really tough. A lot of tough players was playing here. The draw was also not easy, but I was not seeded, so that was also what I was expecting from the beginning, to have really tough matches,"

Angelique Kerber

Despite quality being scattered throughout the men's field, the story of the week was undoubtedly the emergence of Alex De Minaur, who came into Sydney ranked 167 off the back of his most successful ATP event to date in Brisbane. Alex thrilled the Sydney fans from the outset with his wonderful court coverage and 'never say die' attitude. Willed on by an ever-growing home crowd, Alex faced the talented Russian, Daniil Medvedev in the final.

On a perfect summer's evening, a full Ken Rosewall Arena witnessed an incredible final which lasted 2 hours and 13 minutes and had the crowd on its feet throughout. Ultimately, Daniil Medvedev prevailed 1-6, 6-4, 7-5 yet the event had borne witness to the emergence of the next Australian superstar.

"This tournament is amazing for me, because in seven matches I can say that maybe that was my best tournament mentally. I need to be humble with this, because to win this tournament is so good"

Daniil Medvedev

FED CUP BY BNP PARIBAS

Following an absence of 16 years, the coastal town of Wollongong played host to the Fed Cup tie between Australia and the Netherlands.

Australia assembled a strong team, ably led by captain Alicia Molik, which included former US Open champion Sam Stosur, Australian No.1 Daria Gavrilova, Ashleigh Barty and the emerging talent of Destanee Aiava.

Whilst none of the matches proved straightforward, the Australians eventually prevailed 4-1 over their lower ranked but challenging Dutch opponents.

The National Academy, Participation and Coach Development team arranged a number of events and activations around the weekend of tennis including hosting a dozen female coaches and volunteers from Country NSW. Our 'Winning Women in Wollongong' proved to be a wonderful experience for all involved, some of whom were witnessing world class tennis live for the first time. Our thanks to Tennis Country Chairperson, Wendy Saville, and Board member, Helen Magill, for driving this programme.

FAST 4 SHOWDOWN

In its fourth year, the Fast 4 Showdown was this year hosted in a full and energised Ken Rosewall Arena.

Wally Masur led the Australian team of Lleyton Hewitt and Nick Kyrgios, who faced up against World No.3 Alexander Zverev and the talented Grigor Dimitrov who made up World team, led by the Swede, Thomas Johansson. As we have come to expect with the Fast 4 format, the fans were treated to another wonderfully entertaining evening of tennis with both captains providing some great insight into the players thoughts throughout the evening.

ITF UNIQLO WHEELCHAIR SUPER SERIES

The 2018 Sydney International Wheelchair Tennis Open formed part of the ITF Uniqlo Super Series which was hosted this year between Blacktown Tennis Centre at Stanhope Gardens and Sydney Olympic Park Tennis Centre.

The event attracted very strong fields in Men's, Women's and Quad's Draws, with almost all of the World's Top 10 players in each draw. The Australian contingent was led by the current Olympic Champions Dylan Alcott and Heath Davidson whilst New South Wales were also well-represented with Ben Weekes, Keegan Oh Chee and Adam Kellerman competing in the Men's Draws.

The success of the tournament would not have been possible without the assistance of Wheelchair Sports NSW who, in conjunction with the tournament, also ran an open day to promote the Wheelchair Tennis programmes on offer across NSW.

INTERNATIONAL JUNIOR TEAM TENNIS CHALLENGE

For the first time in 2018, the Sydney International played host to the International Junior Team Tennis Challenge. Competing for the inaugural Renae Stubbs Trophy, the event welcomed the best junior girls from Australia, France, Japan and the United Kingdom.

Played in wonderful spirit, the event gave everyone involved a chance to witness the future of tennis from across the globe, with the Japanese team eventually coming out on top.

PERFORMANCE

DECEMBER SHOWDOWN 2018

New South Wales had a strong start to the Australian Summer of Tennis. In the December Showdown, Anastasia Berezov claimed both the singles and doubles titles in the Girls 14 under age group, and Alex De Minaur locked in his Australian Open Wild Card by winning the play-off. NSW had three more singles finalists - in the 16's Boys, Rinky Hijikata went down to Dane Sweeney, Zara Brankovic lost to Annerley Poulos in the Girls 16's and Benard Nkomba fell short in the final of the Boys 18 under Singles event.

EMERGING TALENT

Kick-starting his year, Alex de Minaur reached the semi-finals of the Brisbane International before wowing crowds a week later at Ken Rosewall Arena. Loving his home town crowd, Alex reached the finals of the Sydney International where he lost 7-5 in the third set to Russian Daniil Medvedev. Moving to Melbourne for the Australian Open, Sydney junior Rinky Hijikata was the last Aussie standing, reaching the singles quarterfinals of the Junior Boys event. Gabriella da Silva-Fick and Ivana Popovic were flying the flag for NSW girls, reaching the doubles quarterfinals.

Ben Weekes continues to impress with his dedication and commitment to wheelchair tennis. Ben and coach Vernon Cheung have worked hard for the success they have had in 2018, with Ben currently placed top 20 in the world. Ben's best results this year have come on the doubles court, where he won one event in Canada and two in South Korea.

COLLEGE PATHWAYS

In 2018 we said goodbye for now to three National Academy players in Miki Haet, Renee McBryde and Kody Pearson. All three have accepted scholarships into US colleges where they can continue to develop their tennis in addition to gaining a degree. The Performance team are extremely proud of these players and the tennis journey they are on. Returning from college, Ellen Perez has had an outstanding year, reaching a career high WTA ranking of #178 after her time at the University of Georgia. Aleksander Vukic has also returned home to NSW from the University of Illinois with his ATP ranking at #487. Aleks had a superb college career where he finished in the top #10 on the US College Rankings.

NATIONAL CHAMPIONSHIPS

NSW performed well at all Nationals in 2018. In the Grass Court Championships which were held in South Australia, Sarah Rokusek beat fellow New South Welshman Lily Lin in the 12 under Girls Singles final with Taylah Lawless winning the 14 under Girls Singles Title. Whilst in the recent Clay Court Nationals held in Canberra, Sarah Rokusek was able to back up her Grass Court title by winning the 12 under Girls Clay Court event, this time with Mia Repac winning the Girls 14 under event.

JUNIOR ITF CIRCUIT

On the Junior ITF Circuit, NSW has been dominating in the Australian events. NSW produced the Junior ITF G5 singles winner in the boys and girls events. In the Canberra International ITF G5 NSW had the girls singles winner and boys finalist.

WELLBEING & EDUCATION

The NSW National Academy's Wellbeing program is building momentum with activities being held throughout the year to support the development of players both on and off the court. Players have been involved in charity fun runs supporting MS and the Starlight Foundation. Players have also donated tennis racquets to primary schools as part of the Hot Shots Racquet Roadshow. Wellbeing ambassador, Dr Alistair Murphy, held an "R U OK?" session with our players during Mental Health Week and our female athletes were lucky to experience a Girls Self Defense session instructed by Professor Marcos Nevel from Gracie Jiu Jitsu.

Nicole Kriz teamed up with NSW Institute of Sport to provide New South Wales parents an amazing opportunity where parents were able to hear first hand how elite sporting parents have been able to handle being a parent of a talented athlete. The line-up included Rob Barty, Greg Healey and Janette Rayner. Hosted by Tennis Australia's wellbeing manager Ben Robertson, the insight these parents gave was information many parents crave. We look forward to evolving our wellbeing program in 2019.

REGIONAL TALENT CAMPS

The National Academy team has again held their Regional Camps which cover all facets of the player pathway. Regional players were exposed to training sessions by academy staff where they were put through their paces both on and off court. Each region competed in their own Super 10's competition to qualify for selection into the Talent Tens Camp in January. In total, the regional camps engaged:

6 - REGIONS
41 - SUPER 8'S PLAYERS
74 - SUPER 10'S PLAYERS
185 - 11-18 YEAR OLDS
65 - PLAYERS COMPLETED THE FOUNDATION COACHING COURSE



NATIONAL ACADEMY STAFF:

JASLYN HEWITT-SHEHADIE

- National Academy
- Talent Development Manager
- Wellbeing Ambassador

DR ALISTAIR MURPHY

- NSW Head of Strength & Conditioning
- Wellbeing Ambassador

MATTHEW SMITH

Strength & Conditioning Coach

VERNON CHEUNG

Wheelchair Coach

SIMON EDE

Development Boys Coach (12-15 birth year)

RAPHAEL DUREK

Development Girls Coach (12-15 birth year)

JARRAD BUNT

Boys Academy Coach (16-18 birth year)

BEN PYNE

Girls Academy Coach (16-18 birth year)

JAYMON CRABB

Boys Pro-Tour Coach

NICOLE KRIZ

Girls Pro-Tour Coach

STEPHEN JACKSON

NSW National Academy Physiotherapist

DR CAROLYN BRODERICK

NSW National Academy Doctor

KARINA SAVAGE

Nutritionist

HAMISH MCMASTER

NSW National Academy Psychologist

KEY RESULTS FROM 2018. CORRECT AS OF 1ST NOVEMBER 2018

BEN WEEKES

- ITF Wheelchair #20
- World Team Cup Representative
- Doubles Semi Finalist Melbourne Wheelchair Tennis Open ITF 1 16th January
- Singles Semi Finalist Seoul South Korea Open ITF 1 8th May
- Doubles Winner Seoul South Korea Open ITF 1 8th May
- Singles Quarter Finalist Open de Vendee France ITF 2 23rd May
- Doubles Semi Finalist Open de Vendee France ITF 2 23rd May
- Singles Semi Finalist Daegu Open ITF 1 30th May
- Doubles Semi Finalist Daegu Open ITF 1 30th May
- Doubles Winner Busan Open ITF 2 5th June
- Singles Quarter Finalist Ile de Re Toyota Open 12th June
- Doubles Semi Finalist BNP Paribas French Open Super Series 19th June
- Doubles Finalist Canadian Wheelchair Classic ITF 1 23rd August
- Doubles Winner Montreal Canada ITF 2 27th September

ALEX DE MINAUR - ATP #31

- Davis Cup Player Australia vs Austria
- Singles Semi Finalist Brisbane international ATP 250 31st December
- Singles Finalist Sydney International ATP 250 7th January
- Singles Finalist Alicante Spain Challenger 2nd April
- Singles Semi Finalist Braga Portugal 7th May
- Singles Runner Up Surbiton Challenger 4th June
- Singles Winner Nottingham Challenger 11th June
- Wimbledon Round of 32
- Singles Finalist Washington DC ATP 500 30th July
- US Open Round of 32
- Singles Semi Finalist Shenzhen, China ATP 250 24th September

JORDAN THOMPSON - ATP #87

- Singles Winner Chennai Challenger 12th February
- Singles Finalist Kyoto Japan Challenger 19th February
- Doubles Winner Kyoto Japan Challenger 19th February
- Singles Semi Finalist Keio Japan 26th February
- Singles Semi Finalist Nanchang China Challenger 16th April
- Singles Semi Finalist An-Ning China 23rd April
- Singles Finalist Seoul Challenger 30th April
- Singles Finalist Binghamton USA Challenger 23rd July
- Singles Finalist Columbus USA Challenger 17th September
- Singles Semi Finalist Stockton Challenger 1st October
- Singles Finalist Calgary Challenger 15th October
- Singles Winner Traralgon Challenger 22nd October

ALEXEI POPYRIN - ATP #150

- Singles Quarter Finalist Cherbourg France Challenger 12th February
- Singles Quarter Finalist Xabia Spain Challenger 12th March
- Singles Quarter Finalist Lyon France Challenger 11th June
- Singles Semi Finalist Astana Kazakhstan Challenger 16th June
- Singles Winner Jinan China Challenger 6th August
- Singles Quarter Finalist Gwangju South Korea Challenger 13th August
- Singles Quarter Finalist Columbus USA Challenger 17th September

MAX PURCELL - ATP #270

- Singles Finalist Mornington Futures 20th March
- Doubles Finalist Mornington Futures 20th March
- Singles Winner Mornington Futures 27th March
- Singles Semi Finalist Tallahassee USA 23rd April
- Singles Quarter Finalist Savannah Challenger 30th April
- Singles Semi Finalist Gimcheon South Korea 7th May
- Doubles Finalist Vancouver Challenger 13th August
- Doubles Finalist Traralgon Challenger 22nd October

JAMES DUCKWORTH - ATP#257

- January - June Injured
- Singles Finalist Turkey Futures 5th June
- Singles Winner Cary Challenger USA 17th September
- Singles Semi Finalist Tiburon USA Challenger 24th September

RINKY HIJIKATA - ITF #19 - ATP #1724

- Singles Finalist 16 under Boys 2017 December Showdown
- Singles Quarter Finalist Australian Open ITF GA
- Singles Round of 16 Traralgon ITF G1
- Doubles Final of the Charleroi, Belgium ITF G1
- Doubles Winner in Offenbach, Germany G1 ITF
- Singles Quarter Finalist Berlin, Germany G1 ITF
- Doubles Semi Finalist Wimbledon Juniors ITF GA
- Singles Winner Fiji Lautoka B2 ITF
- Doubles Winner Fiji Lautoka B2 ITF
- Canadian Junior Open Singles Finalist G1 ITF
- Doubles Finalist, Silver medalist at the Youth Olympic Games

TOM EVANS - ITF #248 - ATP #1543

- Singles Semi Finalist Melbourne G4 ITF
- Doubles Semi Finalist Melbourne G4 ITF
- Singles Finalist Gold Coast ITF G4
- Singles Quarter Finalist Lautoka, Fiji ITF B2
- Doubles Semi Finalist Lautoka, Fiji ITF B2
- Singles Semi Finalist Sydney ITF G3
- Singles Winner Sydney ITF G5
- Singles Runner Up Canberra ITF G5
- Doubles Winner Canberra ITF G5
- Singles Winner Auckland ITF G5
- Doubles Semi Finalist Auckland ITF G5

SHUANNON TRICERRI - ITF #732

- Singles Quarter Finalist New Caledonia ITF G5 11th June
- Doubles Quarter Finalist New Caledonia ITF G5 11th June
- Doubles Quarter Finalist New Caledonia ITF G5 17th June
- Doubles Winner NSW Junior International ITF G5 17th September
- Singles Quarter Finalist Auckland ITF G5 1st October
- Singles round of 16 Sarawak Malaysia ITF G3 16th October
- Singles round of 16 Perlis Malaysia ITF G4 23rd October

JOEL STEVENS - ITF #1212

- Doubles Quarter Finalist NSW Junior International ITF G5 17th September
- Singles Semi Finalist Perlis Malaysia ITF G4 23rd October

ELLEN PEREZ - WTA #182

- Doubles Semi Finalist Burnie \$60k 29th January
- Doubles Winner Launceston \$25k 6th February
- Doubles Winner Perth \$25k 13th February
- Singles Quarter Finalist Canberra \$60k 20th March
- Singles Finalist Canberra \$25k 27th March
- Singles Quarter Finalist Santa Margherita Di Pula \$25k 17th April
- Doubles Finalist Caserta Italy \$25k 21st May
- Doubles Winner Surbiton Great Britain \$100k 4th June
- Doubles Finalist Berkeley USA \$60k 17th July
- Doubles Winner Granby \$60k 23rd July
- Doubles Winner Landisville USA \$60k 7th August
- Singles Finalist Darwin \$60k 25th September
- Singles Finalist Brisbane \$25k 2nd October
- Singles Finalist Toowoomba \$25k 9th October
- Singles Finalist Bendigo \$60k 23rd October
- Doubles Winner Bendigo \$60k 23rd October

ALEXANDRA BOZOVIC - WTA #387

- Singles Finalist Playford Adelaide \$25k 2nd January
- Singles Quarter Finalist Launceston \$25k 6th February
- Singles Semi Finalist Perth \$25k 13th February
- Doubles Finalist Mildura \$25k 6th March
- Doubles Semi Finalist Canberra \$60k 20th March
- Singles Finalist Hua Hin Thailand \$25k 28th May
- Doubles Semi Finalist Hua Hin Thailand \$25k 28th May
- Doubles Semi Finalist Hua Hin Thailand \$25k 4th June

MONIQUE ADAMCZAK - WTA DOUBLES #58

- Doubles Semi Finalist Qatar Premier 5 12th February
- Doubles Semi Finalist Surbiton Great Britain \$100k 4th June
- Doubles Winner Guangzhou China 17th September
- Doubles Finalist Tianjin China 8th October

SEONE MENDEZ - WTA #525

- Singles Quarter Finalist Manacor Spain \$15k 6th February
- Doubles Finalist Manacor Spain \$15k 12th February
- Singles Winner Manacor Spain \$15k 19th February
- Singles Semi Finalist Hammamet Tunisia \$15k 27th March
- Doubles Winner Tuni Tunisia \$25k 10th April
- Singles Quarter Finalist Les Franqueses del Valles France \$25k 4th June
- Singles Quarter Finalist Cairns \$25k 18th September

GABRIELLA DA SILVA-FICK - WTA #780

- Doubles Quarter Finalist Australian Open Juniors 20th January
- Doubles Semi Finalist Gothenburg \$15k 15th May
- Singles Semi Finalist Oeiras Portugal \$15k 22nd May
- Doubles Semi Finalist Oeiras Portugal \$15k 22nd May

ANASTASIA BEREZOV – ITF # 196 – WTA #1018

- Singles Winner December Showdown 14 under
- Junior Fed Cup Team representative won qualifying in Asia.
- Junior Fed Cup Team came 6th in the world
- Singles Winner Christchurch ITF G4
- Singles Quarter Finalist Lautoka, Fiji ITF B2
- Singles Semi Finalist ITF G3 Sydney Winter International
- Doubles Semi Finalist ITF G3 Sydney Winter International
- Doubles Finalist ITF G3 Palermo, Italy

MIA REPAC – ITF #810

- Singles Quarter Finalist Melbourne ITF G4 24th April
- Singles Quarter Finalist Nonthaburi Thailand ITF G4 18th June
- Round of 16 Fiji B2 14th August
- Singles Quarter Finalist NSW Junior International IT G5 17th September
- Doubles Semi Finalist NSW Junior International IT G5 17th September
- Doubles Semi Finalist Canberra Junior International IT G5 23rd September
- Australian World Junior Teams Representative

CATHERINE AULIA – ITF #1265

- Singles Semi Finalist Victorian Junior ITF G4
- Doubles Quarter Finalist Victorian Junior ITF G4
- Australian World Junior Teams Representative

TAYLAH LAWLESS – ITF #540

- Singles Winner 14 under Grass court Nationals
- Singles Quarter Finalist Mapei Gold Coast ITF G4 18th July
- Singles Winner NSW Junior ITF G5 17th September
- Doubles Finalist NSW Junior ITF G5 17th September
- Singles Winner Waikato Thames Valley ITF G4 8th October
- Doubles Winner Waikato Thames Valley ITF G4 8th October

KRYSTAL CLARKE

- Singles Winner Canberra ITF G5
- Doubles Winner Canberra ITF G5

TALENT TENS

- Rianna Alame
- Chanel Awkar
- Gloria Jovic
- Audrey Aulia
- Toby Eyrl-Collins
- Harrison Satara
- Ashton McLeod
- David Mitchell

2017 DECEMBER SHOWDOWN

- 14 under Girl's Singles Winner Anastasia Berezov
- 14 under Girl's Doubles Winner Anastasia Berezov
- 16 under Boy's Singles Finalist Rinky Hijikata
- 16 under Girl's Singles Finalist Zara Brankovic
- 16 under Girl's Doubles Finalist Krystal Clarke
- 18 under Boy's Finalist Benard Nkomba
- 18 under Girl's Doubles Winner Alexandra Bozovic
- Men's Australian Open Wild Card Play Off Winner Alex De Minaur

2018 GRASS COURT NATIONALS

- 12 under Girls Singles Winner Sarah Rokusek
- 12 under Girls Singles Finalist Lily Lin
- 12 under Girls Doubles Finalist Sarah Rokusek
- 12 under Boys Singles Finalist Jeremy Zhang
- 14 under Girls Singles Winner Taylah Lawless

2018 CLAY COURT NATIONALS

- 12 under Girls Singles Winner Sarah Rokusek
- 12 under Girls Doubles Winner Larisa Arnautovic and Gloria Jovic
- 12 under Boys Singles Finalist Pavle Marinkov
- 12 under Boys Doubles Winner Pavle Marinkov
- 14 under Girls Singles Winner Mia Repac
- 14 under Girls Doubles Winner Sienna Leeson
- 14 under Girls Doubles Finalist Mia Repac

NSW SCHOOL COMPETITIONS

BRUCE CUP

- NSW 2nd Place

PIZZEY CUP

- NSW Winners

NATIONAL TOURS 2005 BIRTH YEAR TOUR

- Andre Filep
- Jeremy Zhang
- Sarah Rokusek
- Sienna Leeson

2004 EUROPEAN TOUR

- Catherine Aulia

2004 BIRTH YEAR WORLD JUNIOR TEAMS

- Mia Repac
- Catherine Aulia

2003 JUNIOR FED CUP TEAM

- Anastasia Berezov

2003 US COLLEGE TOUR

- Angelina Dordevic Subotic
- Krystal Clarke

ASIA ITF G1 TOUR

- Rinky Hijikata

JUNIOR GRAND SLAM TOUR - ROLAND GARROS, WIMBLEDON AND US OPEN

- Rinky Hijikata

YOUTH OLYMPIC GAMES

- Rinky Hijikata

2003 BIRTH YEAR ASIA TOUR

- Shuannon Tricerri

ASIA B1 AND GA TOUR JAPAN AND KOREA

- Rinky Hijikata
- Anastasia Berezov

US COLLEGE

- Miki Haet - RICE
- Renee McBryde - Texas A & M
- Kody Pearson - Tulsa
- Rinky Hijikata - UNC

WINNERS GALLERY

**RINKY HIJIKATA
DOUBLES
SILVER
MEDALIST AT
THE YOUTH
OLYMPIC
GAMES**



**RENEE
MCBRIDE
SIGNING WITH
TEXAS A&M**



**BEN
WEEKES
DOUBLES
FINALIST
AT THE ITF
CANADIAN
TENNIS
CLASSIC**



**TOM
EVANS
SINGLES
WINNER
AT THE
AUCKLAND
ITF**



**ALEX
BOZOVIC
SINGLES
FINALIST AT
THE \$25,000
HUA HIN PRO
CIRCUIT**



**MIA
RECAP 14
UNDER GIRLS
SINGLES WINNER
CANBERRA
CLAY COURT
NATIONALS**



**FED CUP
TALENT
DEVELOPMENT
COACHES CAMP
PLAYERS MEET
AND GREET WITH
DESTANEE
AIAVA**



**TENNIS
AUSTRALIA
& NSWIS
PARENT Q & A
WELLBEING
INFORMATION
SESSION**



**FED CUP
TALENT
DEVELOPMENT
COACHES CAMP
RENNE AND JANET
MEET DARIA
GAVRILOVA**



FINANCIAL STATEMENTS

The directors present their report together with the financial report of Tennis New South Wales Limited (“the Company” or “Tennis NSW”) for the financial year ended 30 June 2018 and the auditor’s report thereon.

1. DIRECTORS

The directors of the Company at any time during or since the end of the financial year are:

DIRECTOR	PERIOD AS DIRECTOR
Mr W. Pascoe, Company Director (President from 20.02.18*)	05.02.11 to present
Ms T. Vonhoff, Company Director (Vice President from 19.06.18)	19.12.12 to present
Mr A. Mitton, School Teacher	16.11.10 to present
Mr J. Sweeney, Company Director	20.11.12 to present
Mr K. Warwick, Tennis Court Operator	28.11.17 to present
Ms H. Magill, Tennis Coach	28.11.17 to present
Mr R. Henry, Tennis Court Operator	28.11.17 to present
Ms W. Saville, Administrator	27.9.05 to 28.11.17
Mr G. Doyle, Sport Administrator (President to 16.02.18)	25.9.07 to 16.02.18
Ms G. Porteous, Company Director	19.11.13 to 28.11.17
Mr C. Woodland, Tennis Court Operator	19.11.13 to 28.11.17
Mr G. Sanford, University Lecturer	20.10.15 to 28.11.17
Mr B. Morris, Company Director	28.11.17 to 16.02.18
CHIEF EXECUTIVE OFFICER	
Mr L. Robertson	07.06.17 to present

(*) Mr Pascoe was Vice-President until his appointment as President on 20 February 2018.

RELATED PARTIES

The Board appointed Perpetual Private, a division of Perpetual Trustee Company Limited, as Investment Manager for the Tennis NSW Grassroots & Facilities Reserve Fund in November 2013. The Management Fees paid to Perpetual Private during the period July 2017 to June 2018 amounted to \$94,088 (2017: \$83,684).

In April 2014 Jonathan Sweeney notified the Company that he had been appointed to the Investment Committee of Perpetual Trustee Company Limited.

The Board acknowledged Mr. Sweeney’s declaration of interest regarding this appointment and agreed that Mr. Sweeney would not be eligible to participate in discussions and decisions relating to the annual performance review of the Tennis NSW Fund Manager, the three year review and any subsequent tender process.

The current contract with Perpetual Private expires at the end of 2019.

2. BOARD AND COMMITTEE COMPOSITION AS AT 30 JUNE 2018

BOARD	AUDIT & RISK COMMITTEE	REM & NOMS COMMITTEE	INVESTMENT COMMITTEE
President: Wayne Pascoe Vice President: Trudy Vonhoff Ryan Henry Helen Magill Andrew Mitton Jonathan Sweeney Kim Warwick	Chair: John McCabe Wayne Pascoe Trudy Vonhoff Kim Warwick	Chair: Trudy Vonhoff Wayne Pascoe Ryan Henry Andrew Mitton	Chair: Jonathan Sweeney Trudy Vonhoff Ian Meares (Tennis West)

3. DIRECTORS' MEETINGS

The number of directors' meetings (including meetings of committees of directors) and number of meetings attended by each of the directors of the Company during the financial year are:

DIRECTOR	BOARD MEETINGS		AUDIT AND RISK COMMITTEE		REMUNERATION COMMITTEE		INVESTMENT ADVISORY SUB COMMITTEE	
	A	B	A	B	A	B	A	B
W. Pascoe	16	16	3	3	4	4		
T. Vonhoff	16	16	5	4	2	2	4	4
A. Mitton	16	14			3	3		
J. Sweeney	16	14					4	4
K. Warwick	10	10	1	1	1	1		
H. Magill	10	8						
R. Henry	10	9			3	3		
W. Saville	6	5			1	1		
G. Doyle	13	13			1	0		
G. Porteous	6	5	2	2	1	1		
C. Woodland	6	3			1	1		
G. Sanford	6	2	2	0			1	1
B. Morris	7	7	1	1				
J. McCabe*			1	1				

A - Number of meetings held during the time the director held office during the year.

B - Number of meetings attended.

4. COMPANY PARTICULARS AND COMPANY SECRETARY

The address of the Company's registered office is 1 Rod Laver Drive, Sydney Olympic Park, NSW, 2127. The Company Secretary was Melissa Achten from 7 June 2016 to 3 July 2018. The current Company Secretary is John Richard Hawkins MA (Cantab), who was appointed on 20 April 2018. Mr Hawkins was formerly General Counsel & Company Secretary of the Australian Rugby Union Limited. He is a solicitor qualified to practise in NSW, Australia and England & Wales.

5. THE COMPANY MISSION, OBJECTIVES AND STRATEGIC DIRECTION

Our vision for the Company is to connect more people to tennis in NSW. Our role is to empower, engage and support our Members to help grow the game.

The Constitution states that the objects for which the Company is established are to:

- (a) govern, promote and develop tennis in New South Wales;
- (b) be the principal body for the governance of tennis in New South Wales and to settle disputes relating to Tennis in New South Wales;
- (c) uphold and maintain the rules and regulations of tennis in New South Wales;
- (d) organise, conduct and promote tennis matches, tournaments, championships, events and activities in New South Wales;
- (e) construct, furnish and maintain any tennis courts or other grounds, buildings or works for use in tennis matches, tournaments, championships, events and activities in New South Wales;
- (f) assist and encourage communication between Members;
- (g) assist Members to promote and develop Tennis in New South Wales; and
- (h) do all things incidental to assisting in achieving the objects of the Company.

In June 2018, the Board and management developed and adopted a revised Strategic Plan. The Strategic Plan identifies three key drivers of our sport – Clubs, Coaches & Councils. Our organisation will focus on 4 strategic pillars;

- **Play** – To support Clubs & Coaches to get more people playing tennis
- **Places** – To assist our Clubs, Coaches & Council invest in and operate sustainable venues
- **Promote** – To effectively promote our sport and the work of Tennis NSW
- **People** – To attract, retain and develop great people to help deliver our sport

6. PRINCIPAL ACTIVITIES

The Company is a public company limited by guarantee and is a not-for-profit organisation.

The principal activities of the Company during the financial year were to govern, promote and develop the game of tennis in New South Wales.

There was no significant change in the nature of these activities during the financial year

7. OPERATING AND FINANCIAL REVIEW

The Company's net result for the year ended 30 June 2018 was a surplus of \$453,153 (2017: \$551,369) and after including unrealised gain on investments, the total comprehensive income of the Company was \$1,554,742 (2017: \$1,241,089).

8. STATE OF AFFAIRS

The Company has complied with Australian Accounting Standards as issued by the Australian Accounting Standards Board. During the year, the Company continued to engage in its principal activity which is disclosed in the financial statements and Item 5 of this Directors' Report.

9. LIKELY DEVELOPMENTS

The Company will continue to pursue its principal activities whilst attempting to develop additional revenue streams for the future to assist the development of tennis in NSW. Revenue into The Company is projected to rise over the next three years as a result of increased funding from Tennis Australia due to the ongoing success of the Australian Open. The increased revenue has been earmarked to fund expansion into the Tennis NSW workforce particularly in roles which have a direct influence on assisting our key drivers; Clubs, Coaches and Councils. Financial projections for the next years are in line with the Board's appetite for risk and will aim to deliver a cash neutral position at the end of each financial year.

10. ENVIRONMENTAL REGULATIONS

The Company's operations are not subject to any significant environmental regulations under Commonwealth, State or Territory legislation.

The directors are not aware of any significant breaches of environmental regulations during the period covered by this report.

11. INDEMNIFICATION AND INSURANCE OF OFFICERS

Indemnification

The Company has agreed to indemnify the directors and officers of the Company against all liabilities to another person (other than the Company or a related body corporate) that may arise from their position as directors of the Company, except where the liability arises out of conduct involving a lack of good faith. The agreement stipulates that the Company will meet the full amount of any such liabilities, including costs and expenses.

Insurance Premiums

Tennis Australia, through a national insurance scheme, provides the Company with directors' and officers' liability, legal expenses and insurance contracts, for current and former directors and officers of the Company. The continuity of insurance has been maintained during the year.

12. LEAD AUDITORS INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT

The lead auditor's independence declaration is located at page 24.


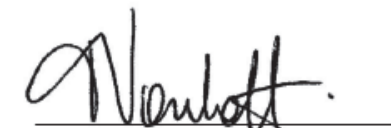
13. OFFICERS OF THE COMPANY WHO WERE PREVIOUSLY PARTNERS OF THE AUDIT FIRM

Nil

14. SUBSEQUENT EVENTS

There have been no events subsequent to balance date which would have a material effect on the Company's financial statements.

This report is made in accordance with a resolution of the directors:


W. Pascoe
President
T. Vonhoff
Vice-President

Dated at Sydney this 28th day of August 2018.

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the year ended 30 June 2018

	NOTE	2018	2017
Administration revenue		177,259	218,168
Australian Tennis Museum revenue		20,545	28,260
Membership revenue		1,492,596	1,511,431
Participation revenue		1,607,458	1,223,213
Tournaments and officiating revenue		250,820	383,291
Places to play revenue		640,617	815,719
Marketing revenue		140,080	138,020
Total revenue		4,329,375	4,318,102
Administration expenses		1,203,621	1,104,804
Australian Tennis Museum expenses		33,022	69,421
Membership expenses		119,808	242,045
Participation expenses		1,349,471	1,070,797
Tournaments and officiating expenses		487,926	771,314
Places to play expenses		1,411,539	1,076,930
Marketing expenses		186,604	197,897
Total expenses	4	4,791,991	4,533,208
OPERATING DEFICIT		(462,616)	(215,106)
Investment income			
Dividend, distributions and interest (net of fund management fees and impairment)		807,184	696,062
Realised gain on Disposal of Investments		108,585	70,413
NET INVESTMENT INCOME	5	915,769	766,475
SURPLUS FOR THE YEAR		453,153	551,369
OTHER COMPREHENSIVE INCOME			
Unrealised gain on Investments		1,101,589	689,720
Total comprehensive income for the year		1,554,742	1,241,089

The statement of profit or loss and other comprehensive income is to be read in conjunction with the notes of the financial statements set out on pages 10 to 22.

STATEMENT OF CHANGES IN EQUITY

For the year ended 30 June 2018

	GRASSROOTS & FACILITIES RESERVE	INVESTMENT REVALUATION RESERVE	GENERAL RESERVE	FIXED ASSET RESERVE	RETAINED EARNINGS	TOTAL EQUITY
Balance at 1 July 2016						
Total comprehensive income for the period	(16,824,773)	(618,962)	(1,578,004)	(330,046)	(742,218)	(20,094,003)
OTHER COMPREHENSIVE INCOME						
Unrealised gain on investments	-	(689,720)	-	-	-	(689,720)
Surplus for the period	-	-	-	-	(551,369)	(551,369)
Transfer out/(in) of fund income	(696,062)	-	-	-	696,062	-
Realised gain on sale	(70,413)	-	-	-	70,413	-
Fund income distributed to Operations	615,645	-	-	-	(615,645)	-
Write back of previously reported unrealised gains on investments now disposed of	-	(218,568)	-	-	-	(218,568)
Balance at 30 June 2017	(16,975,603)	(1,527,250)	(1,578,004)	(330,046)	(1,142,757)	(21,553,660)
Balance at 1 July 2017	(16,975,603)	(1,527,250)	(1,578,004)	(330,046)	(1,142,757)	(21,553,660)
Total comprehensive income for the period						
OTHER COMPREHENSIVE INCOME						
Unrealised gain on investments	-	(1,101,589)	-	-	-	(1,101,589)
Surplus for the period	-	-	-	-	(453,153)	(453,153)
Transfer out/(in) of fund income	(807,183)	-	-	-	807,183	-
Realised gain on sale	(108,585)	-	-	-	108,585	-
Fund income distributed to Operations	406,281	-	-	-	(406,281)	-
Write back of previously reported unrealised gains on investments now disposed of	-	96,110	-	-	-	96,110
Balance at 30 June 2018	(17,485,090)	(2,532,729)	(1,578,004)	(330,046)	(1,086,423)	(23,012,292)

The statement of changes in equity is to be read in conjunction with the notes to the financial statements set out on pages 10 to 22.

STATEMENT OF FINANCIAL POSITION

For the year ended 30 June 2018

	NOTE	2018	2017
ASSETS			
Cash and cash equivalents	7	1,102,602	1,316,483
Trade and other receivables	8	754,552	655,541
Other assets	9	14,395	74,904
Total current assets		1,871,549	2,046,928
Financial assets	10	19,359,579	17,959,261
Intangible assets	11	843,867	1,043,859
Property, plant and equipment	12	2,542,648	2,512,998
Total non-current assets		22,746,094	21,516,118
Total assets		24,617,643	23,563,046
LIABILITIES			
Trade payables and other payables	13	320,106	728,260
Employee benefits	14	207,797	174,472
Income received in advance	15	464,672	543,361
Other liabilities	16	130,748	79,392
Provisions	17	434,361	433,614
Total current liabilities		1,557,684	1,959,099
Employee benefits	14	47,667	50,287
Total non-current liabilities		47,667	50,287
Total liabilities		1,605,351	2,009,386
NET ASSETS		23,012,292	21,553,660
Members' equity			
Retained earnings		1,086,423	1,142,757
Grassroots and Facilities Reserve		20,017,819	18,502,853
Capital and general reserves		1,908,050	1,908,050
Total members' equity		23,012,292	21,553,660

The statement of financial position is to be read in conjunction with the notes to the financial statements set out pages 10 to 22.

STATEMENT OF CASH FLOWS

For the year ended 30 June 2018

CASH FLOWS FROM OPERATING ACTIVITIES

Cash receipts from customers

Cash paid to suppliers and employees

Interest received

Net cash (used in)/from operating activities

NOTE	2018	2017
	4,265,158	4,273,337
	(4,835,441)	(3,690,034)
	2,144	7,054
19a	(568,139)	590,357

CASH FLOWS FROM INVESTING ACTIVITIES

Dividends and Interest received relating to investments

Proceeds from investments

Cost of investment sold

Payments for investments

Acquisition of property, plant and equipment

Net cash from/(used in) investing activities

	425,132	628,914
	1,494,543	5,997,793
	(1,385,958)	(5,927,380)
	(94,088)	(83,684)
12	(286,118)	(661,139)
	153,511	(45,496)

Net (decrease)/increase in cash and cash equivalents

Cash and cash equivalents at 1 July

Cash and cash equivalents at 30 June

	(414,628)	544,861
	1,182,869	638,008
19b	768,241	1,182,869

The statement of cash flows is to be read in conjunction with the notes to the financial statements set out on pages 10 to 22.

1. REPORTING ENTITY

Tennis New South Wales Limited (the “Company”) is a company domiciled in Australia. The Company is a company limited by guarantee. The address of the Company’s registered office is:

Sydney Olympic Park Tennis Centre
1 Rod Laver Drive
Sydney Olympic Park, NSW

The Company is a not for profit entity and the principal activities of the Company during the course of the financial year were the promotion and development of the game of tennis in New South Wales.

2. BASIS OF PREPARATION

(A) STATEMENT OF COMPLIANCE

The financial statements are Tier 2 general purpose financial statements which have been prepared in accordance with Australian Accounting Standards – Reduced Disclosure Requirements adopted by the Australian Accounting Standards Board and the Corporations Act 2001. These financial statements comply with Australian Accounting Standards – Reduced Disclosure Requirements

The financial statements were approved by the Board of Directors on 28 August 2018.

(B) BASIS OF MEASUREMENT

The financial statements have been prepared on the historical cost basis except for financial instruments and trading investments which are measured at fair value.

(C) FUNCTIONAL AND PRESENTATION CURRENCY

The financial report is presented in Australian dollars, which is the Company’s functional currency.

(D) USE OF ESTIMATES AND JUDGEMENTS

The preparation of financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

In particular, information about significant areas of estimation uncertainty and critical judgements in applying accounting policies that have the most significant effect on the amount recognised in the financial statements are described in the following note:

- Note 11 - Intangible Assets (impairment assessment and determination of useful lives)
- Note 12 - Property, plant and equipment (impairment assessment and determination of useful lives)

(E) COMPARATIVES

Where necessary, comparative information has been reclassified to achieve consistency in disclosure with current year financial information.

3. SIGNIFICANT ACCOUNTING POLICIES

(A) FINANCIAL INSTRUMENTS

(i) Non-derivative financial instruments

Non-derivative financial instruments comprise trade and other receivables, cash and cash equivalents, interest bearing liabilities, and trade and other payables.

Non-derivative financial instruments are recognised initially at fair value. Subsequent to initial recognition nonderivative financial instruments are measured as described below.

A financial instrument is recognised if the Company becomes a party to the contractual provisions of the instrument. Financial assets are derecognised if the Company’s contractual rights to the cash flows from the financial assets expire or if the Company transfers the financial asset to another party without retaining control or substantially all risks and rewards of the asset. Financial liabilities are derecognised if the Company’s obligations specified in the contract expire or are discharged or cancelled.

Cash and cash equivalents comprise cash balances and call deposits.

Bank overdrafts that are repayable on demand and form an integral part of the company's cash management are included as a component of cash and cash equivalents for the purposes of the statement of cash flows.

(ii) Loans and receivables

Other non-derivative financial instruments are measured at amortised cost using the effective interest method, less any impairment losses.

(iii) Available for sale financial assets

All available for sale financial assets are measured at fair value. Gains and losses are recognised in other comprehensive income and reported within the Investment Revaluation reserve within equity, except for impairment losses and foreign exchange differences on monetary assets, which are recognised in profit or loss. When the asset is disposed of or is determined to be impaired the cumulative gain or loss recognised in other comprehensive income is reclassified from the equity reserve to profit or loss and presented as a reclassification adjustment within other comprehensive income.

For available for sale equity investments impairment reversals are not recognised in profit or loss and any subsequent increase in fair value is recognised in other comprehensive income.

(iv) Non-derivative financial liabilities

The group has the following non-derivative financial liabilities: trade and other payables. Such financial liabilities are recognised initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition these financial liabilities are measured at amortised cost using the effective interest rate method.

(B) PROPERTY, PLANT AND EQUIPMENT

(i) Recognition and measurement

Items of property, plant and equipment are measured at cost or deemed cost less accumulated depreciation (see below) and accumulated impairment losses. The cost of property, plant and equipment at 1 July 2004, the date of transition to AASBs, was determined by reference to its cost at that date.

Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the cost of materials, direct labour, the initial estimate, where relevant, of the costs of dismantling and

removing the items and restoring the site on which they are located, and an appropriate proportion of production overheads. Purchased software that is integral to the functionality of the related equipment is capitalised as part of that equipment.

Where parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment. Any gain or loss on disposal of an item of property, plant and equipment (calculated as the difference between the net proceeds from disposal and the carrying amount of the item) is recognised in profit or loss.

(ii) Subsequent costs

Subsequent expenditure is capitalised only when it is probable that the future economic benefits associated with the expenditure will flow to the Company. Ongoing repairs and maintenance are expensed as incurred.

(iii) Depreciation

Depreciation is recognised in profit or loss on a straight-line basis over the estimated useful lives of each part of an item of property, plant and equipment.

The estimated useful lives in the current and comparative periods are as follows:

• Leasehold Buildings and Stands	10-25 years
• Australian Tennis Museum (ATM)	10-25 years
• Plant and equipment	2.5-10 years
• Clay Courts	10 years
• Leasehold Powells Creek	10 years
• SOPTC Grounds	10-15 years

The residual value, the useful life and the depreciation method applied to an asset are reassessed at least annually.

(C) INTANGIBLE ASSETS

(i) Recognition and measurement

Intangible assets that are acquired by the Company, which have finite useful lives, are measured at cost less accumulated amortisation and accumulated impairment losses.

(ii) Subsequent expenditure

Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates.

(iii) Amortisation

Amortisation is recognised in profit or loss on a straight-line basis over the estimated useful life of intangible assets, other than goodwill, from the date they are available for use. The estimated useful life for the current and comparative periods are as follows:

- Leases - 25 years

Amortisation methods, useful lives and residual values are reviewed each reporting date and adjusted if appropriate.

(D) IMPAIRMENT

(i) Financial assets (including receivables)

A financial asset is impaired if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset, and that the loss event(s) had an impact on the estimated future cash flows of that asset that can be estimated reliably.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount, and the present value of the estimated future cash flows discounted at the original effective interest rate. Individual significant financial assets are tested for impairment on an individual basis.

The remaining financial assets are assessed collectively in groups that share similar credit risk characteristics.

The Board considers any significant or prolonged decline in value of the financial asset below cost as a trigger to assess for impairment.

All impairment losses are recognised in profit or loss.

An impairment loss is reversed if the reversal can be related objectively to an event occurring after the impairment loss was recognised, and this reversal is recognised in profit or loss.

(ii) Non-financial assets

The carrying amounts of the Company's non-financial assets, other than inventories, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists then the asset's recoverable amount is estimated. For intangible assets that have indefinite lives or that are not yet available for use, recoverable amount is estimated at each reporting date.

An impairment loss is recognised if the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. A cash-generating unit is the smallest identifiable asset group that generates cash flows that largely are independent from other assets and groups. Impairment losses are recognised in profit or loss. Impairment losses recognised in respect of cash-generating units are allocated first to reduce the carrying amount of any goodwill allocated to the units and then to reduce the carrying amount of the other assets in the unit (group of units) on a pro rata basis.

The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

Impairment losses recognised in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

(E) EMPLOYEE BENEFITS

(i) Long-term employee benefits

The Company's net obligation in respect of long-term service benefits is the amount of future benefit that employees have earned in return for their service in the current and prior periods. The obligation is calculated using expected future increases in wage and salary rates including related on-costs and expected settlement dates, and is discounted using the rates attached to the Commonwealth Government bonds at the balance sheet date which have maturity dates approximating to the terms of the Company's obligations.

(ii) Short-term benefits

Liabilities for employee benefits for wages, salaries and annual leave represent present obligations resulting from employees' services provided to reporting date and are calculated at undiscounted amounts based on wage and salary rates that the Company expects to pay as at reporting date including related on-costs, such as workers compensation insurance and payroll tax.

A provision is recognised for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Company has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

(F) PROVISIONS

A provision is recognised if, as a result of a past event, the Company has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a rate that reflects current market assessments of the time value of money and the risks specific to the liability.

(G) REVENUE AND OTHER INCOME

(i) Sale of goods

Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of returns and allowances, trade discounts and volume rebates. Revenue

is recognised when the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, and there is no continuing management involvement with the goods.

(ii) Rendering of services

Revenue from services rendered is recognised in the profit or loss in proportion to the stage of completion of the transaction at reporting date. The stage of completion is assessed by reference to surveys of work performed.

(iii) Financial Income

Income from investments are brought to account on a realised or accrued basis respectively when they can be reliably measured.

(iv) Grants Reciprocal grants

Grants received on the condition that specified services should be delivered or conditions fulfilled are considered reciprocal. Such grants are initially recognised as a liability and revenue recognised as services are performed or conditions fulfilled.

Non-reciprocal grants

Where a grant is received where there is no performance obligation or return obligation, revenue is recognised when the grant is received or receivable.

(H) LEASE PAYMENTS

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease.

Lease incentives received are recognised as an integral part of the total lease expense, over the term of the lease.

(I) FINANCE INCOME AND COSTS

Finance income comprises interest income on funds invested. Interest income is recognised as it accrues, in profit or loss using the effective interest method.

(J) INCOME TAX

The income of the Company is exempt from income tax, and accordingly, no provision has been made in the accounts for income tax payable.

(K) GOODS AND SERVICES TAX

Revenue, expenses and assets are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the taxation authority. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of the expense.

Receivables and payables are stated with the amount of GST included. Cash flows are included in the statement of cash flows on a gross basis. The GST components of cash flows arising from investing and financing activities which are recoverable from, or payable to, the ATO are classified as operating cash flows.

(L) NEW STANDARDS AND INTERPRETATIONS NOT YET ADOPTED

The following accounting standards, amendments to accounting standards and interpretations have been identified as those which may impact the Company in the period of initial adoption. They were available for early adoption for the Company's annual reporting period beginning 1 July 2018, but have not been applied in preparing this financial report.

AASB 9 Financial Instruments becomes mandatory for the Company's financial statements for the period beginning on or after 1 January 2018 and could change the classification and measurement of financial assets. The Company does not plan to adopt this standard early and the Company does not expect a material impact to its financial statements on applying the classification and measurement requirements of AASB 9.

AASB 15 Revenue from Contracts with Customers becomes mandatory for the Company's financial statements for the period beginning on 1 July 2019 and establishes a comprehensive framework for determining whether, how much and when revenue is recognised. The standard replaces existing revenue recognition guidance. The Company does not plan to adopt this standard early and the extent of the impact is being assessed.

AASB 16 Leases mandatory for the Company's financial statements for the period beginning on 1 July 2019 and introduces a single, on-balance sheet accounting model for lessees. A lessee recognises a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. These are optional exemptions for short-term leases and leases of low value items. Lessor accounting remains similar to the current standard- i.e. lessors continue to classify leases as finance or operation expenses. The Company does not plan to adopt this standard early and the extent of the impact is being assessed.

AASB 1058 Income of Not-for-Profit Entities becomes mandatory for the Company's financial statements for the period beginning on 1 July 2019 and establishes principles for NFP entities that apply specifically to transactions where the consideration to acquire an asset is significantly less than fair value principally to enable a NFP entity to further its objectives; and to volunteer services received. The Company does not plan to adopt this standard early and the extent of the impact is being assessed.

(M) DETERMINATION OF FAIR VALUES

A number of the Company's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and/or disclosure purposes based on the following methods. Where applicable, further information about the assumptions made in determining fair values is disclosed in the notes specific to that asset or liability.

(N) TRADE AND OTHER RECEIVABLES

For receivables with a remaining useful life of less than one year, the notional amount is deemed to reflect the fair value.

All other receivables are discounted to determine the fair value.

4. OTHER EXPENSES

Net surplus includes the following specific expenses:

	2018	2017
Depreciation expense		
Plant and equipment	65,556	53,692
Leasehold buildings and stands	151,501	125,034
SOPTC grounds	10,291	9,660
Leasehold Powells Creek	11,078	11,078
Clay Courts	14,025	5,022
Australian Tennis Museum assets	4,017	4,676
Amortisation of intangibles	199,992	200,004
Salaries and related on-costs	1,860,506	1,605,129
Superannuation contributions	162,460	133,231
SOPA levies	184,353	194,068
Maintenance expenditure	272,416	59,157
Utilities	50,733	44,448
Movement in the provision for employee entitlements	30,706	237
Movement in the provision for bad and doubtful debts	7,614	1,600

5. INVESTMENT INCOME AND COSTS

	2018	2017
Grassroots and Facilities Fund income (net of fees and impairment)	807,184	696,062
Realised gain/(loss) on disposal of investments	108,585	70,413
Total investment income	915,769	766,475

6. AUDITORS' REMUNERATION

	2018	2017
Auditors of the Company		
Nexia Court & Co		
Audit and review of financial reports	30,000	20,000
	30,000	28,000

7. CASH AND CASH EQUIVALENTS

	2018	2017
Bank balances	551,524	388,617
Cash on hand	-	90
Deposits at call	216,717	794,162
Total Cash and Cash Equivalents - Operations	768,241	1,182,869
<i>Cash held for provisions*</i>		
Sinking Fund Cash account	274,056	74,176
Other cash accounts held for provisions	60,305	59,438
Cash and cash equivalents	1,102,602	1,316,483

*Refer Note 17 for related provisions.

8. TRADE AND OTHER RECEIVABLES

	2018	2017
Trade receivables	95,934	64,196
Less: Provision for doubtful debts	-	(7,455)
Investment income receivable	658,239	576,935
Other receivables	379	21,865
754,552	655,541	

9. OTHER ASSETS

	2018	2017
Prepayments	14,395	74,904
14,395	74,904	

10. FINANCIAL ASSETS

	2018	2017
Managed Investments at Market Value	12,281,985	12,167,743
Listed investments designated as available for sale	6,289,004	5,568,398
Cash investments	788,590	223,120
19,359,579	17,959,261	

11. INTANGIBLE ASSETS

	2018	2017
Capitalised Leasehold Costs	7,153,875	7,153,875
Less: Provision for Amortisation	(6,310,008)	(6,110,016)
843,867	1,043,859	

12. PROPERTY, PLANT AND EQUIPMENT

	LEASEHOLD BUILDINGS AND STANDS	PLANT AND EQUIPMENT	CLAY COURTS	SOPTC GROUNDS	ATM ASSETS	LEASEHOLD POWELL'S CREEK	CONSTRUCTION IN PROGRESS	TOTAL
COST								
Balance at 1 July 2016	2,089,673	891,214	252,062	141,763	378,282	110,781	118,234	3,982,009
Additions	-	133,081	-	-	-	-	528,058	661,139
Balance at 30 June 2017	2,089,673	1,024,295	252,062	141,763	378,282	110,781	646,292	4,643,148
Balance at 1 July 2017	2,089,673	1,024,295	252,062	141,763	378,282	110,781	646,292	4,643,148
Transferred in from WIP	646,292	-	-	-	-	-	-	646,292
Reclassification	-	(90,032)	90,032	-	-	-	-	-
Additions	14,625	257,343	-	14,150	-	-	-	286,118
Transferred out from WIP	-	-	-	-	-	-	(646,292)	(646,292)
Balance at 30 June 2018	2,750,590	1,191,606	342,094	155,913	378,282	110,781	-	4,929,266
ACCUMULATED DEPRECIATION/AMORTISATION								
Balance at 1 July 2016	(671,050)	(542,826)	(208,997)	(56,923)	(353,903)	(87,289)	-	(1,920,988)
Depreciation charge for the year	(125,034)	(53,692)	(5,022)	(9,660)	(4,675)	(11,079)	-	(209,162)
Balance at 30 June 2017	(796,084)	(596,518)	(214,019)	(66,583)	(358,578)	(98,368)	-	(2,130,150)
Balance at 1 July 2017	(796,084)	(596,518)	(214,019)	(66,583)	(358,578)	(98,368)	-	(2,130,150)
Depreciation charge for the year	(151,501)	(65,556)	(14,025)	(10,291)	(4,017)	(11,078)	-	(256,468)
Balance at 30 June 2018	(947,585)	(662,074)	(228,044)	(76,874)	(362,595)	(109,446)	-	(2,386,618)
CARRYING AMOUNTS								
At 1 July 2016	1,418,623	348,388	43,065	84,840	24,379	23,492	118,234	2,061,021
At 30 June 2017	1,293,589	427,777	38,043	75,180	19,704	12,413	646,292	2,512,998
At 1 July 2017	1,293,589	427,777	38,043	89,330	19,704	12,413	-	2,512,998
At 30 June 2018	1,803,005	529,532	114,050	79,039	15,687	1,335	-	2,542,648

13. TRADE AND OTHER PAYABLES

CURRENT

Trade payables
Other payables and accrued expenses

2018	2017
93,209	401,668
226,897	326,592
320,106	728,260

14. EMPLOYEE BENEFITS

CURRENT

Provision for long-service leave
Provision for annual leave

2018	2017
60,986	39,845
146,811	134,627
207,797	174,472

NON-CURRENT

Provision for long-service leave

2018	2017
47,667	50,287
47,667	50,287

15. INCOME RECEIVED IN ADVANCE

Affiliation & memberships
Other Income

2018	2017
450,371	526,629
14,301	16,732
464,672	543,361

16. OTHER LIABILITIES

CURRENT

GST net liability
Payroll related accruals

2018	2017
67,942	33,621
62,806	45,771
130,748	79,392

17. PROVISIONS

Sinking Fund liability
Provision for SOPTC Sinking fund (refer Note 21)
Other provisions

2018	2017
274,056	74,176
100,000	300,000
60,305	59,438
434,361	433,614

18. OPERATING LEASES

LEASES AS LESSEE

Non-cancellable operating lease rentals are payable as follows

Less than one year
Between one and five years
More than five years

2018	2017
20,000	40,000
-	20,000
-	-
20,000	60,000

19. RECONCILIATION OF CASH FLOWS FROM OPERATING ACTIVITIES AND CASH AND CASH EQUIVALENTS

(A) CASH FLOWS FROM OPERATING ACTIVITIES

	2018	2017
Surplus for the period	453,153	551,369
<i>Adjusted for:</i>		
Depreciation and Amortisation	56,460	409,166
Sinking Fund Contribution	-	200,000
(Gain) on disposal of investments	(108,585)	(70,413)
Investment impairment	83,947	-
Investment income received or receivable	(891,131)	(696,062)
Operating (deficit)/surplus changes in working capital and provisions	(6,156)	394,060
Change in trade and other receivables	(17,707)	45,426
Change in income received in advance	(78,689)	(35,792)
Change in trade and other payables	(591,123)	232,768
Change in other assets	60,509	1,478
Change in net GST payable	34,321	(47,347)
Change in provisions and employee benefits	30,706	(237)
Net cash (used in)/from operating activities	(568,139)	590,357

(B) CASH AND CASH EQUIVALENTS

	2018	2017
Bank balances	551,524	388,617
Cash on hand	-	90
Deposits at call	216,717	794,162
Cash and Cash Equivalents in the Statement of cash flows	768,241	1,182,869

20. OTHER RELATED PARTY TRANSACTIONS

The Company, being an Associate member of Tennis Australia (TA), receives shared services benefits from TA. These benefits include accounting, human resources, legal and information technology resources. These services were provided for nil consideration.

The Directors of the Company act on an honorary basis.

The key management personnel for Tennis New South Wales includes the CEO and Senior Management. The compensation paid, payable or provided in short term retirement and other long terms benefits is \$561,458 (2017: \$270,134). Tennis Australia have contributed 50% of Tennis New South Wales CEO's salary due to his role as Sydney International Tournament Director. The increase from the previous year reflects an increase in the number of roles considered to be a key management personnel following a review (effective date: 1 July 2017).

21. CONTINGENT LIABILITIES

(A) SYDNEY OLYMPIC PARK TENNIS CENTRE

Tennis NSW occupies Sydney Olympic Park Tennis Centre (SOPTC) under lease from Sydney Olympic Park Authority (SOPA) for a total term of 40 years, including extensions. The lease provides that Tennis NSW will hold the "Tennis NSW SOP Tennis Centre Sinking Fund" for and on behalf of SOPA, on terms and conditions set out in the lease. The lease provides that as and from year 11 of the lease term (year ending 30 June 2010) Tennis NSW will pay the annual "Base Contribution" of \$50,000 to the SOP Sinking Fund, subject to Tennis NSW generating sufficient "Available Cash" to enable it to do so.

If in any financial year insufficient "Available Cash" is generated to enable the "Base Contribution" to be paid, any deficiency is accumulated as a "Carried Forward Contribution". As a result of Tennis NSW performance this financial year, there is a contingent liability of \$50,000 (2017: NIL) being one year "Carried Forward Contribution."

On an ongoing basis, the lease provides for the payment of an "Annual Contribution" which is defined as meaning "for each financial year of Tennis NSW, the lesser of the Base Contribution plus the Carried Forward Contribution, and Available Cash". In this regard "Available Cash" means "for each financial year of Tennis NSW the surplus cash available from such financial year, being the net operating profit of Tennis NSW after tax, adjusted to exclude "defined" non-cash items". At the end of the 2017 financial year there was sufficient "Available Cash" resulting in \$200,000 being transferred to the Sinking Fund Liability during 2018.

Since 2010 Tennis NSW has paid the Base Contribution of \$50,000 to the Sinking Fund for the years 2010 and 2011. Tennis NSW has provided for \$100,000 in its financial statements for the "Base Contribution" as at 30 June 2018.

During the 2014 financial year SOPA and Tennis NSW executed a Venue Maintenance Deed (VMD) which varied the SOPA lease with Tennis NSW, with the following effects:

- The Grassroots & Facilities Reserve Fund ("GFRF") assets are quarantined from the other assets of Tennis NSW and are not accessible to meet the Maintenance Obligations under the lease, and
- The earnings of the Grassroots & Facilities Reserve Fund ("GFRF") are excluded from the determination of "Available Cash" for any year from the date of the Deed.
- If Tennis NSW generates no "Available cash", or insufficient "Available Cash", to meet the Maintenance Obligations, SOPA releases Tennis NSW from such obligations.

As a consequence of entering into the VMD, the Board of Tennis NSW has determined that Tennis NSW obligations under the lease in respect to the period subsequent to entering into the VMD should be identified as Contingent Liabilities of the company as they are contingent upon Tennis NSW generating sufficient "Available Cash", as defined, to meet the maintenance obligations referred to above.

(B) ROYAL COMMISSION

On 15 December 2017 the Royal Commission into Institutional Responses to Child Sexual Abuse presented their final report. This report detailed the culmination of a 5 year inquiry into institutional responses to child sexual abuse and related matters. Case Study No.39 inquired into the experiences of men and women who were sexually abused as children in sporting clubs. Inquiry was made into the response of Tennis NSW. Subsequently, Tennis NSW has received some claims. At this point, due to the inherent uncertainty around liability, insurance and the likely conclusion of these matters including any financial effects, no provision has been recognised in relation to this matter in the financial statements.


22. SUBSEQUENT EVENTS


There have been no events subsequent to balance date which would have a material effect on the Company's financial statements.

The directors of Tennis New South Wales Limited ('the Company') declare:

- A. the financial statements and notes set out on pages 6 to 22, are in accordance with the Corporations Act 2001, including:
 - (i) giving a true and fair view of the Company's financial position as at 30 June 2018 and its performance for the financial year ended on that date; and
 - (ii) complying with Australian Accounting Standards - Reduced Disclosure Requirements and the Corporations Regulations 2001;
- B. in the opinion of the directors there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the directors.



W Pascoe
President

T VonHoff
Vice-President

Dated at Sydney 28th day of August 2018.



Independent Auditor's Report to the Members of Tennis New South Wales Limited

Report on the Audit of the Financial Report

Opinion

We have audited the financial report of Tennis New South Wales Limited (the Company), which comprises the statement of financial position as at 30 June 2018, the statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the directors' declaration.

In our opinion, the accompanying financial report of the Company is in accordance with the Corporations Act 2001, including:

- i) giving a true and fair view of the Company's financial position as at 30 June 2018 and of its financial performance for the year then ended; and
- ii) complying with Australian Accounting Standards - Reduced Disclosure Requirements and the Corporations Regulations 2001.

Basis for opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the 'auditor's responsibilities for the audit of the financial report' section of our report. We are independent of the Company in accordance with the Corporations Act 2001 and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the Corporations Act 2001, which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor's report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other information

The directors are responsible for the other information. The other information comprises the information in Tennis New South Wales Limited's annual report for the year ended 30 June 2018, but does not include the financial report and the auditor's report thereon.

Our opinion on the financial report does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of the other information we are required to report that fact. We have nothing to report in this regard.

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Directors' responsibility for the financial report

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards - Reduced Disclosure Requirements and the Corporations Act 2001 and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibility for the audit of the financial report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

A further description of our responsibilities for the audit of the financial report is located at The Australian Auditing and Assurance Standards Board website at: www.auasb.gov.au/auditors_files/ar4.pdf. This description forms part of our auditor's report.

Nexia Sydney Partnership

Joseph Santangelo
Partner

Dated: 28 August 2018
Sydney



To the Board of Directors of Tennis New South Wales Limited

Auditor's Independence Declaration under section 307C of the *Corporations Act 2001*

As lead audit partner for the audit of the financial statements of Tennis New South Wales Limited for the financial year ended 30 June 2018, I declare that to the best of my knowledge and belief, there have been no contraventions of:

- (a) the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and
- (b) any applicable code of professional conduct in relation to the audit.

Yours sincerely

Nexia Sydney Partnership

Joseph Santangelo

Partner
Sydney

Date: 28 August 2018

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STAFF

AS OF 1ST NOVEMBER 2018.

CEO & SYDNEY INTERNATIONAL TOURNAMENT DIRECTOR:

Lawrence Robertson

BUSINESS SERVICES

Executive Assistant and Office Manager:
Jessica Parrot

Australian Tennis Museum Curator:
Joanne Sippel

MARKETING

Marketing Assistant:
Annika Reiss

MEMBERSHIP

Membership and Communications Manager:
Tiarnna Spice

Marketing and Membership Assistant:
Tayla Wilson

Membership and Club Coordinator:
Evan O'Neill

Membership and Club Coordinator:
Michelle Howe

PARTICIPATION

Head of Participation:
Matthew Starr

Participation Team Leader – Metro:
Daniela Scivetti

Participation Leader – Metro:
Paul Conroy

Participation Leader – Metro:
Paul Wallace

Participation Team Leader – Country:
Matthew Edwards

Participation Leader – North West:
Ken Wray

Participation Leader – North East:
Kylie Hunt

Participation Leader – South East:
Kristina Pejko

Participation Leader – Northumberland:
Maurice Murphy

Participation Leader – South West:
Brendan Lee

School Development Lead – Metro:
Nicole Shanahan

School Development Coordinator – Metro:
Mark Barreca

School Development Coordinator – Central Coast/
Hunter: **Lauren Ford**

School Development Coordinator – South West:
John Ferguson

TOURNAMENTS

Tournaments Manager:
Susan Harris

Tournaments and Competitions Coordinator:
Michael Spry

Competitions and Leagues Coordinator:
Melanie Cantwell

Regional Administrator – North:
Ellie Ryan

Regional Administrator – Central West:
Rebecca Constable

Regional Administrator – South East:
Karen Muller

Regional Administrator – South West:
Brenda Foster

Officiating Coordinator:
Roxanne Wain

PLACES TO PLAY

Head of Tennis Operations:
Chris Woodland

Special Projects Manager:
Troy Smith

Facility Operations Manager:
Shaun Mulraney

Places to Play Coordinator:
Anthony D'Agata

SYDNEY INTERNATIONAL

Sydney International Operations Coordinator:
Edward Dier

Tournament Manager:
Kim Dannoun

Marketing Manager:
Patricia Marcu

Marketing Partnerships Coordinator:
Kyle Miecinski

NATIONAL ACADEMY

National Academy and Talent Manager:
Jaslyn Hewitt-Shehadie

Head of Strength and Conditioning:
Alistair Murphy

Strength and Conditioning Coach:
Matthew Smith

NSW Wheelchair Coach:
Vernon Cheung

Development Coach Boys 12-15:
Simon Ede

Development Coach Girls 12-15:
Raphael Durek

Development Coach Boys 16-18:
Jarrad Bunt

Development Coach Girls 16-18:
Ben Pyne

Girls Pro-Tour Coach:
Nicole Kriz

Boys Pro-Tour Coach:
Jaymon Crabb

Head Physiotherapist:
Stephen Jackson

Nutritionist:
Karina Savage

Psychologist:
Hamish McMaster

Doctor:
Carolyn Broderick

NSW COACH DEVELOPMENT TEAM

Coach Development Manager:
Tim Hill

Coach Development Coordinator:
Kathy Fahim

Coach Development Assistant:
Margaret Parker

TENNIS WORLD AT SOPTC

Tennis World NSW & ACT Manager:
Tim White

Tennis World SOPTC Head Coach:
Dave Berthon

Customer Service Coordinator:
Tijana Bogdanovic

Tennis World Leagues Coordinator:
Simon Keogh

Customer Service and Coaching Coordinator:
Mitchell Tower

SOPTC Grounds Keeper:
Adrian O'Connor

OFFICE BEARERS

PRESIDENT

Hon HE Kater, MLC 1890-1901
TB Gaden 1901-1903
WH Forrest 1904-1905
PB Colquhoun 1911-1912
JE Goslin 1913
WF Dunlop 1914
MH Marsh 1915-1926
HFA Peach 1926-1934
WV Armstrong 1935
BC Fuller QC 1936-1956
AR Colvin 1956-1961
GW Sample 1961-1969
ER Stephens MBE 1969-1975
CE Sproule OBE 1975-1977
WV Austin 1977-1979
GN Pollard AM 1979-1989
KC Sheel OAM 1989-1991
JC Whittaker OAM 1991-2008
S Healey 2007-2010
H Beck 2010-2013
G Doyle 2013-2018
W.Pascoe 2018-present.

GENERAL SECRETARIES

MH Marsh 1926-1943
VJ Kelly 1944-1960
A Fryer 1960-1969
TC Holt 1969-1972
PA Derwent 1980
VK Taylor (acting) 1980-1981
BK Masters 1981-1991
CF Watson 1991-2003
TW Vial 2003-2005
CF Watson 2006-2008
G Tasker 2008-2010
YZ Hu 2010-2013
J Hills 2013-2016
M Achten 2016-2018
R Hawkins 2018-Present

HONORARY SECRETARIES

AH Griffith 1890-1893
CED Meares 1894-1896
Dr SH Hughes 1897
RR & B Ramsey 1898-1899
T Hicks/S L Ridge 1902-1903
TH Hicks 1904-1911
WA Clark 1911-1912
LM Howell 1913-1914
ES Kelynack 1917-1919
IW Kerr 1917-1919
EB McKay 1920-1921
WV Armstrong 1921-1934

CHIEF EXECUTIVE

GC Goodacre 1978-1980
VK Taylor (acting) 1980-1981
PA Derwent 1980
BK Masters 1981-1999
CF Watson 1999-2008
G Tasker 2008-2013
A MacDonald 2013-2017
L Robertson 2017-Present

GENERAL MANAGER

CF Watson 1996
D Eland 2006-2009

LIFE MEMBERS

1965

Floris Conway*
Jack Chalmers*

1968

Esca R Stephens MBE*
Clifford E Sproule OBE
Alex R Colvin*

1969

George W Sample*

1970

Dorothy Dingle*
Allan J McAndrew*
Jack McCall*

1971

Roy F Phillis*
HC (Dick) Seddon*
Charles J Donohoe*

1974

Reginald E Gostelow*
Sylvia Harper*
H Robert Paxton*

1976

Dr Cecil C Morgan

1977

John Bromwich*
John H Crawford OBE*
Henry Hopman OBE*
Adrian K Quist*
Lewis A Hoad*
Kenneth R Rosewall MBE AM

1978

James G Leggatt*
James N Russell MBE AM*

1980

WV Austin

1981

Hon LA North AM*
KC Shell OAN

1982

Dorn Fogarty OAM*
AD Gray OAM*

1984

Geoffrey N Pollard AM

1985

Thelma Coyne Long*

1986

Victor K Taylor QPM*

1987

John D Newcombe AO OBE
Iris Mason*

1988

DL (Des) Nicholl AM

1990

AD Roche AO OBE

1994

Joan Bathurst*
Lesley Turner Bowrey AM
Evonne Goolagong Cawley AO OBE

Margaret Smith Court AO MBE
Jan Lehane O'Neill

1997

John C Whittaker OAM

1999

Malcom J Bergmann OAM

2003

Beryl Collier

2004

Stan Pederson

2005

Ken Rose
Paul Wigney

2007

Carol Langsford OAM
Todd Woodbridge OAM

2012

Brian Armstrong
Mick Parslow

2013

Harry Beck

2014

Wendy Saville

2016

Gregory Doyle

