



# 2022

## TENNIS NSW ANNUAL REPORT







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# 01 | PRESIDENTS REPORT

## DEAR MEMBERS

I am excited to present to you the Annual Report for Tennis NSW for the 2021/22 year. It has been a privilege to be able to continue to serve in the role of President, a role which I have held since December 2020. I am immensely proud of what we have been able to achieve as an organisation and as a NSW tennis community throughout this year.

The focus of the year was on supporting the tennis community to adapt and thrive in the new 'COVID normal' world. At the centre of this was the launch of Tennis NSW's strategic plan 'Vision 2025' which acknowledges both the challenges and opportunities that our sport will face over the next four years. Tennis NSW is now fully committed to positioning tennis as a sport for life which can be enjoyed by people of all ages and abilities.

The 2021/22 year started in a very difficult fashion as COVID-19 lockdowns impacted deeply. Thankfully, as COVID-19 restrictions began to ease, we saw a resurgence in playing numbers. Tennis NSW is now looking to capitalise on the growth in participation numbers which occurred throughout the pandemic given that tennis was one of the few sports that people were able to participate in safely.

From a financial perspective, Tennis NSW continues to navigate the challenges posed by the COVID-19 pandemic and the continued reduction in Tennis Australia funding. However, Tennis NSW remains in a strong position to ensure that we continue to achieve our strategic goals as set out in Vision 2025.

Throughout the year the team has continued to support our members to navigate new challenges as they emerge from the pandemic. This was most clearly typified by our response in supporting members who were affected by multiple flooding events throughout the year. The ability of these members to overcome adversity is typical of the tennis community as a whole.



## GOVERNANCE

The Tennis NSW Board remains fully committed to ensuring our policies, practices and procedures are in line with the standards set both by ourselves and in respect of national best practice. Consistent with Vision 2025, the Tennis NSW Board, via the remit of the Nominations, Remuneration and Governance Committee (NRGC), has continued its program of constant review and updating of Tennis NSW's policies and governance documents with the aim of establishing a best practice governance structure for Tennis NSW.

Off the back of reviews and consultation conducted last year, the Tennis NSW Board, led by the NRGC has commenced the process of a comprehensive constitutional review to ensure that our constitution is closely aligned with best practice modern governance principals, including those recommended by Sport Australia. This is a significant piece of work which will look to solidify and future proof Tennis NSW's governance structure.

The Board and Management have also worked together to commence the process of a membership review with the objective of ensuring that Tennis NSW membership is able to offer the best value for money

possible for all members. I have also continued to act as the Tennis NSW representative on the Tennis Australia National Governance Working Group to allow the sharing of knowledge across the different states.

At the commencement of 2022 the former Audit & Risk Committee and Investment Advisory Committee merged to form a new Audit, Risk & Investment Committee (ARIC). The ARIC, chaired by Warren Green, continues to monitor the strategic and operational risks of the organisation, including identifying future challenges and opportunities, and supports the Board through its responsibility for the financial oversight of Tennis NSW.

## CHILD PROTECTION

The Tennis NSW Board remains firmly committed to its 'Zero Tolerance' approach to child safeguarding. Throughout the 2021/22 financial year, Tennis NSW has continued to deliver on its Child Safeguarding Framework released in late 2020 driven by the ACE pillars (Awareness, Culture and Education).

Awareness of child safety issues amongst the tennis community was maintained and improved through the launch of a quarterly

child safety newsletter with content designed to educate, empower and upskill our club network around issues of child safety.

In terms of culture, Tennis NSW continues to provide leadership and support to our members to ensure we provide a safe environment for children across all levels of our sport. This is underpinned by a requirement that all entities wishing to affiliate with Tennis NSW must provide a complete list of Working With Children Check qualifications for all of their committee members, employees and relevant volunteers. We have also placed a big emphasis on supporting our members to take steps to implement the 10 Child Safe Standards through a range of resources, posters, checklists and other supporting documents.

Finally, throughout 2021/22 Tennis NSW has delivered a comprehensive training program for all Tennis NSW members focusing on various aspects of child safety. Highlights have included targeted training for Tennis NSW staff to upskill and support them to assist our members to be child safe, training for clubs, coaches, parents and players delivered in conjunction with Tennis Australia, as well as various e-learning opportunities.





## VISION 2025

2021/22 saw the first year of our new strategic plan Vision 2025. The plan acknowledges the great achievements that can come about through working in unison with our tennis community. Vision 2025 also recognises the opportunities for our sport if we harness the momentum of recent years and build on the strong foundations that have been laid. Highlights of the first year of Vision 2025 were as follows:

### PLAY

- The introduction of a new competitive play landscape highlighted by the introduction of the UTR rating system which was supported by a comprehensive education campaign for stakeholders. This process is ongoing to help our members with what has been the biggest change made to the tennis playing landscape for a long period of time.
- A significant increase in the utilisation of online bookings including over 200,000 online court bookings made through ClubSpark, 7,000 volunteer hours saved, and \$1.7m in revenue to clubs and venues produced through online bookings.
- 77 venues throughout NSW who engaged in a Classroom to Club action plan connecting local schools with local coaches.

### PEOPLE

- The continued growth in the Sheroes program which supports and encourages increased female participation in tennis.
- Dedicated field team support for members to reduce the volunteer burden.
- The achievements of the tennis community were recognised through a virtual Tennis NSW Awards event.

- Launch of the first ever Tennis NSW Reflect Reconciliation Action Plan which details our commitment to providing opportunities for Aboriginal and Torres Strait Islander people through tennis across NSW. Tennis NSW is devoted to embracing diversity and ensuring our sport is welcoming, safe and inclusive for everyone by reflecting the diversity of our local tennis communities and our RAP is just one small part of achieving this objective.

### PLACES

- The ongoing implementation of the State Infrastructure Investment Strategy supporting the objectives of Vision 2025.
- Approval for the development of new ITF level regional centres in Wagga Wagga, Wollongong and Tamworth which increases the opportunity for world class tennis events to be held in NSW.

### PATHWAYS

- The rollout of targeted training sessions and resources to support the tennis community to adapt to the changes in the competitive play landscape.
- The development and implementation of the competitive play framework which ensures greater opportunities to engage in level-based play locally.

### PROMOTE

- The launch of a case study series to showcase and celebrate the successes of the tennis community.
- Launch of targeted communications such as the Child Safety E-news and Bluewall Bulletin to raise awareness amongst the tennis community and to reach new audiences and increase engagement.
- Launch of the inaugural 'always on' participation campaign which promotes eyes on tennis all year round.
- The continued growth of the Tennis Design Hub which allows the tennis workforce to support members to engage with and utilise local area marketing support.
- Significant growth across all social media channels.



## BOARD AND MANAGEMENT

In closing I would like to personally thank all the current members of the Tennis NSW Board and Management as well as those who left us during the year. The work that has been achieved would not be possible without the hours of work put in to help achieve our purpose of being able to foster a love of tennis across the whole of NSW.

To our current Board of Warren Green, Bernadette McLoughlin, Brett Bevan, Errol Carney, Lindi-May Lochner, Rob Nienhuis, Ron Heinrich, Wayne Pascoe and Wayne Swaysland, I thank you for

the service you have provided to the sport and the work being done to ensure Management have the support and guidance required to achieve our goals.

I would also like to acknowledge the service provided by the Board members who left us during the year Brian Morris and Angela Ruchin. We also had some of our Executive team leave us and I would like to particularly thank our former CEO Lawrence Robertson for his service to Tennis NSW and Hannah McLean for her work as Company Secretary.

These departures as well as some others led to our Executive team undergoing significant change in 2021/22. Led by new CEO Darren Simpson our Executive team of Chris Woodland, Tiarnna Spice, Jaslyn Hewitt-Shehadie, Nikita Sayle, Dora Rosa, Matt Allen and Karen de Ridder have all worked tirelessly to provide guidance and support to the whole team as well as our stakeholders. I would personally like to thank each of them, as well as the entire Tennis NSW team, for their ongoing contribution and huge impact they are having on the tennis landscape in NSW.

And lastly, the biggest thank you goes to our members. All members of Tennis NSW play the critical role of providing opportunities for more people to play tennis more often. At its core, that is what all of us involved in tennis are here for, so I thank you sincerely for your continued contribution to our great sport.

*M. Achten*

Melissa Achten  
Tennis NSW | President





## 02 | TENNIS NSW CEO REPORT

I am delighted to provide my first report as Chief Executive Officer of Tennis NSW. At the outset, I would like to thank the Board of Tennis NSW for entrusting with me with the role and thank the huge number of stakeholders who have made me feel so welcome.

Back in July of 2021 we entered the 2021/22 reporting period in the midst of a second COVID lockdown in many areas throughout the state. As we began to return to 'COVID normal' from October, we were able to reflect on how, as a sport and a community, we had resiliently navigated challenges that could have never been predicted, ensuring tennis was able to continue and provide an outlet for so many during the toughest of times.

When my time at Tennis NSW commenced in December 2021, it was clear that the tennis community was eagerly returning to normal operations and looking forward to the summer ahead. With a keen workforce and an enthusiastic tennis community ready to enjoy the ATP Cup in Sydney once again, we were thrown another curveball with the largest spike in the Omicron wave hitting Sydney in January 2022. Whilst juggling staff isolations and a hesitant crowd, the ATP Cup proceeded with great success, and we saw Canada defeat Spain in the final.

The months that followed also came with their challenges as NSW experienced a La Nina induced wet spell which frustrated players and coaches alike. However, as is always the way, the tennis community persevered and participation opportunities slowly returned.

### PLAYING OPPORTUNITIES IN NSW

With the launch of the new national Competitive Play Framework in the second half of 2021, the Tennis NSW team engaged with the playing community to ensure education and understanding of the changes were at the forefront. The new

framework allows for players to compete in level-based play in a local environment to improve and develop their tennis game.

There is no doubt that the new rating-based system has thrown up a number of challenges as players, coaches and administrators all become accustomed to the new environment. There has been an enormous amount of learning throughout 2022 and we are looking forward to providing a more streamlined competitive play experience in 2023.

Nevertheless, the year did see some promising outcomes as we emerged from the pandemic years. The Roche Race to Sydney provided competitive match play for the best players in the state and aspiring juniors, with year-round events culminating in a final to be held in Sydney alongside the January 2023 event. The NSW Masters is a state championships race with the winner from each event competing in Sydney for the title. At a more local level, the Tennis Country Series allowed more opportunities for regional venues to host events and the Regional Matchplay Series has been very well supported. In the metropolitan region Sydney Junior Teams Tennis saw substantial growth and includes six major Sydney associations. In 2022, Interdistrict was elevated to a State level league and provided players with a pathway from regional to state level.

We continue to work towards providing more playing opportunities in NSW. Through schools programming our strategy is in transitioning new players from the *Classroom to the Club*, connecting local coaches with schools and providing transition pathways for students. The Todd Woodbridge Cup successfully saw 56 local events with 123 schools from Stage 2. In 2021/22 we delivered the first Stage 3 events with a view to implement this as part of the regular Todd Woodbridge Cup programming from 2023.

### INVESTMENT IN TENNIS

During the reporting period, \$7.3m in infrastructure works were delivered across 82 projects. Through State and Federal Government funding tennis received \$16.3m across 97 projects creating \$43.5m in total project value (an increase from \$5.5m awarded across 78 projects to a total project value of \$15.5m in 2020/21).

In 2021/22 Tennis invested directly into community venues like never before. The ATP Cup Legacy Fund (Category 2) invested \$270,670 leveraging \$2.2m in total project value for venue facility upgrades including lighting, courts, fencing, clubhouses, etc. Category 1 provided game changing investment in premier venues and regional hubs. \$3.05m was invested from Tennis, \$9m from State & Federal Government and \$10.2m from Local Government to develop the Wollongong, Wagga Wagga and Tamworth Regional Hubs.

The Tennis NSW State Infrastructure Investment Strategy provides an investment priority framework that supports the strategic plan and intends to shape the planning and development of a network of sustainable tennis venues that supports the growth and needs of tennis across NSW for years to come.

### KEEPING OUR TENNIS FACILITIES ACCESSIBLE

The Venue Sustainability Rating (VSR) tool continues to provide evidence-based opportunities to improve venue sustainability in both the short and the long term. To date 63% of venues in NSW with a member organisation attached have completed a VSR audit with 78% of those currently working through a venue Action Plan. The four focus areas that have been identified through the VSR process are digital enablement, venue operations, venue infrastructure and school connections.



Improving digital accessibility of tennis facilities across NSW is also a high priority for Tennis NSW to ensure the consumer expectations to book and pay online are met. Of the 194 venues using ClubSpark to manage their website, events, membership, and court hire, over 200,000 online court bookings were made.

### CONNECTING WITH MEMBERS IN A POST COVID WORLD

The last two years have provided many challenges in connecting with the tennis family, but with challenges often come opportunities. Through the COVID years we were able to connect with more members more often in an online setting. As we return to a normal way of life, these are learnings we are able to take with us to ensure that opportunities to learn and engage are equitable across the state.

Throughout the year we held a number of child safety sessions and had an admirable attendance rate from tennis representatives from all across NSW. Since then, we have been able to provide online forums on a range of topics to ensure accessibility for all stakeholders. With the launch of our case study series in 2021 we have been able

to provide members with success stories from venues and clubs across NSW on running events, grant success and programs.

### CREATING A SPORT FOR EVERYONE

In October 2021 we launched our inaugural Inclusion & Diversity Plan. We set out to build an inclusive and diverse organisation and workforce to lead the way in reflecting the diversity of our local tennis communities. We seek to educate and empower the tennis family to embrace inclusion and diversity as well as provide pathways and access to tennis for players from diverse backgrounds. As we work towards leading, educating and activating in this space we promote and celebrate our diverse tennis community.

In 2021 Tennis NSW became a member of Pride in Sport, demonstrating our commitment to LGBTQI inclusion. The membership of Pride in Sport will provide Tennis NSW with extensive support, resources, networking opportunities, training and consultation on LGBTQI inclusion.

In June 2022, Tennis NSW was proud to launch its Reflect Reconciliation Action Plan (RRAP). Our RRAP will play a vital role in our strategic objective of creating

equitable opportunities for all people and all communities to participate in tennis.

It has been a big year for Tennis in NSW and as we say goodbye to a tumultuous two years, we look ahead to 2023 and beyond. While we continue to work towards achieving the objectives set out in Vision 2025, Tennis NSW remains focused on inspiring, empowering and engaging the NSW tennis family to help grow our game and to foster a love of tennis in every NSW community.

Darren Simpson  
Tennis NSW | CEO





# 03 | TENNIS AUSTRALIA CEO REPORT

## A REMARKABLE YEAR

It has truly been a remarkable year.

Together we rose from a pandemic to greater heights and some stunning outcomes.

It started in triumph with Ash Barty following in the footsteps of her long-time friend and mentor, Evonne Goolagong Cawley, to become the first Australian woman to win Wimbledon in 41 years. The world No.1 went on to claim the singles and doubles titles in Adelaide before becoming the first Aussie to win on home soil since 1978. A victory watched by more than 4.261 million Australian viewers... and unbeknownst to any of us, her final match. What a way to mark 100 years since women first competed in the Australasian Championships.

Dylan Alcott also soared. With victories in every Grand Slam quad wheelchair singles event and another gold medal at the Tokyo Paralympics, the much-loved Melburnian became the first man in tennis to win a Golden Slam. His achievements on and off the court were recognized in January when he was named Australian of the Year.

A 14-strong team of players represented Australia in Tokyo at the Olympic and Paralympic Games, where Ash teamed with John Peers to win bronze in mixed doubles, and Dylan and Heath Davidson combined superbly to claim the silver medal in doubles.

In January world-class tennis returned to Sydney, Adelaide, Melbourne and regional Victoria and the 157 Aussie players who competed did not disappoint with Thanasi Kokkinakis winning his maiden ATP title in front of a home crowd Adelaide.

John Peers took home the doubles crown in Sydney and Dylan Alcott claimed his final quad singles title at the Victorian Wheelchair Open before teaming up with Heath Davidson to win the doubles.



The Australian Open was one for the history books with Ash's win immediately followed by Thanasi Kokkinakis and Nick Kyrgios defeating fellow Aussies Matt Ebden and Max Purcell to claim the men's doubles title.

The new Competitive Play Framework also launched in January to make it easier for players to understand their level on the pathway and find competitive opportunities most suited to their standard. The number of endorsed events increased 70 per cent in the first six months to more than 300 with 11,934 players competing.

A new qualification criteria was introduced for National Junior Championships and more than 150 up-and-coming tennis players represented their state at the annual junior team competition with a further 131 players competing in Canberra in the Claycourt Nationals.

During the year, more than 5000 young players are in Talent Development programs around Australia with 40 players aged between 15 and 23 qualifying for the National Tennis Academy. Another 760 girls went to Female in Tennis development camps – getting quality coaching in sync with trends and tactics of the modern women's game.

The Australian player success inspired many of us onto the court during the year, participation growing 14 per cent to 1.514 million with a 20 per cent increase in the number of adults playing the sport. Our Schools Program celebrated being the number one delivered Sporting Schools program for the sixth year in a row.

Play.Tennis.com.au continues to be fundamental to the growing the game with traffic to the website increasing 605 per cent during January 2022 and more than 75 per cent of the Australian population able to book a court online within 15 kilometres of their homes.

Tennis Hot Shots had 634,473 kids participating while our Tennis in Schools program continues to be the No.1 requested and delivered sport as part of the Sporting Schools initiative. And another 40,000 kids across Australia enjoyed AO Holiday Programs delivered by 275 coaches at 450 venues during January.

Whether they are developing the next elite athlete, teaching a young kid to hold a racquet for the first time or out there on tour, the connection between a coach and their player is something that remains constant. It takes dedicated coaches to spark the passion for tennis and our 3200

coach members are the driving force behind the growth of our tennis programs.

Australian Francois Vogelsberger was awarded the International Tennis Federation's Wheelchair Tennis Coach of the Year. Vogelsberger was recognised for his work with Dylan Alcott and Heath Davidson, who were both top 10-ranked players in the quad wheelchair division. He also won the Australian Tennis Award for Coaching Excellence in Performance.

Tennis continues to deliver coach education courses facilitated by a qualified team. More than 600 coaches have enrolled in courses over the past 12 months. Another 630 tennis Coaches from 31 countries participated in the virtual Grand Slam Coaches Conference, featuring 49 world class presenters from 13 countries.

Coach Connect launches to engage, educate and connect, focused on the recruitment and retention of female coaches. 200+ participants have enrolled in mentoring, workshops and networks since its inception. And in May, the Women Leaders in Tennis program consisting of formal learning, networking and mentoring opportunities launched. The program has been developed to help build the confidence and competence of current and emerging leaders.

We continued to foster safe, inclusive tennis venues that thrive in their respective communities. A national education and awareness campaign called A Safer Game Plan launched in October 2021 and more than 400 staff members and 788 Club administrators, TA Coach Members and Officials attend a series of safeguarding children training workshops.

Since 2007, more than \$29 million has been invested into facility development as part of the National Court Rebate initiative, partnering with all levels of government and the local community to generate over \$430 million in investment over

this period (excluding major event venues). This included helping more than 20 flood-affected venues who were supported with their clean-up efforts and to get them back up and running.

The HIT tool helps improve the experience and accessibility of reporting on the performance of tennis venues nationwide. Venue reporting information is now entered via online forms and submitted directly into the HIT platform, ensuring greater data accuracy and richer insights.

The community spirit of tennis continues to thrive largely due to the support and dedication of over 25,000 passionate volunteers. To complement their work, initiatives like the National Hitting Wall project and Women Leaders in Tennis program create opportunities within local communities to both support and encourage grassroots access to the sport, as well as to foster diverse community engagement.

An artistic initiative to showcase hitting walls around the country is part of a push to increase community participation in tennis. The national project sees walls redesigned by local artists in every state and territory. With more than 450 hitting walls at affiliated venues and clubs across Australia, and hundreds more in community parks and public settings, hitting against a wall is a great way for people of all ages to have fun, stay active and improve their tennis skills.

As the traditional game continues to grow, so too do new and emerging formats. More than 10,000 Australian Open fans got to experience Padel, POP and Beach Tennis in 2022. These formats offer exciting scope to broaden the reach of traditional tennis, and to engage both existing players as well as brand new participants.

We recognize the opportunity and responsibility we have to harness the power of tennis to champion equality, sustainability, mental health and wellbeing. Some of the initiatives introduced this past year include holding the first AO

Pride Day which saw more than 140 LGBTQ+ players from around Australia compete in the AO Glam Slam presented by Ralph Lauren with the finals held on Kia Arena.

The inaugural AO First Nations Day was also held with a Koorie Heritage Cultural Walk from Birrarung Marr. Yolngu man, Baker Boy performed on Rod Laver Arena before the night session.

As we reflect on this remarkable 12 months and look to the future, we should be proud of all that we achieved during this time. We made use of every moment spent off the court as a result of the pandemic to dive deeply into our coaching and competitive play ecosystems around Australia and start building plans for ongoing improvement.

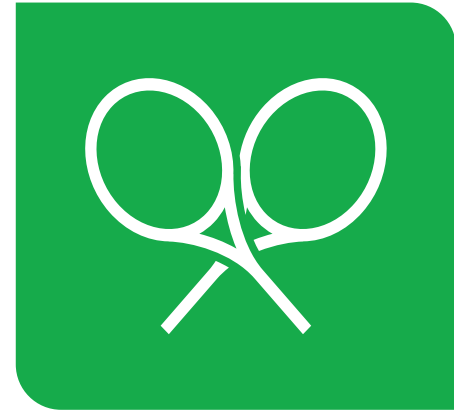
Our engagement with coaches and the playing community throughout this process highlighted the importance of building stronger relationships, finding improved ways to connect, learning from each other's experiences and planning together for the future of our game. A future that looks brighter each day.

*Craig Tiley*

Craig Tiley  
Tennis Australia | CEO



## 04 | OUR STRATEGIC PLAN



### PLAY SCHOOLS

Tennis NSW's school engagement strategy is all about transitioning new players from the *Classroom to the Club*.

Tennis NSW focuses firstly on identifying venues with low school engagement and low junior participation levels comparative to other thriving venues of similar size and location. We then work to support clubs and their coaching teams to grow participation by partnering with local schools and transitioning players back to their venue for ongoing programs (play and coaching).

There are two main areas of focus to increase participation in this space, helping venues create and deliver their own bespoke Classroom to Club Action Plans and growing the number of primary schools participating in the Todd Woodbridge Cup.

#### CLASSROOM TO CLUB

Tennis NSW has been working with member clubs and coaches across the state, helping them to identify their local schools' opportunities, educate their coaches, access funding, and ultimately deliver great school programs and competitions that serve as a platform to transition young players and their families from the Classroom to the Club.

Since the beginning of 2021 Tennis

NSW has helped 77 venues and their coaches to develop their own Classroom to Club action plans. There are now 328 endorsed primary school Sporting Schools deliverers and 265 endorsed secondary school deliverers (deliverers are coaches that have met the screening and education requirements to deliver Government funded school programs).

#### TODD WOODBRIDGE CUP

The Todd Woodbridge Cup (TWC) is a primary school competition for Stage 2 (years 3 and 4) students using modified equipment, numeric scoring, and mixed gender teams. The TWC is not just about selecting the best students, but encouraging participation, providing a positive playing experience, developing friendships, and giving students the opportunity to represent their school in a team environment. For most students, this may be their first experience representing their school.

In 2021-22 Tennis NSW also delivered several Stage 3 events (years 5 & 6) with the goal of finalising the format and establishing this permanently within the school tennis pathway from 2023 onwards.

As of 1 August 2022, we have 56 local events confirmed and to date 123 schools, 290 teams and 2,900 players have registered to pick up a racquet and play their first matches at their local club.

#### SPORTING SCHOOLS PROGRAM

The Sporting Schools program led by Sport Australia, aims to increase children's participation in sport and connect them with community sport opportunities.

In 2021, tennis was the second most selected sport through the Sporting Schools platform in NSW with 286 bookings.

After surveying our 724 Partner Schools and having 702 responses,

participation data was tracked at 69,407 players (52,803 primary participants and 15,604 secondary). Support from tennis was averaged at 8 out of 10 and school satisfaction with their local coach was also averaged at 8 out of 10.

Approximately 80% of programs were delivered by coaches (as opposed to teacher-delivered), highlighting the importance of supporting the club and coach delivery model to grow the sport together.

The 2022-23 Federal Budget included an extension of the Sporting Schools program for an additional two years. \$79.6 million has been committed by the Federal Government to ensure sports like tennis can continue to provide free and fun sporting activities to school children until the end of 2024.

#### CLUB CONNECT PROGRAM

The Club Connect program is a pilot program from Sport Australia. \$5,000 grants were made available to schools to deliver programs with local coaches outside of school hours. The design and aim of the pilot was to prioritise students playing at their local club, not just within the school grounds.

Tennis NSW promoted this opportunity to schools, clubs, and coaches and a total of 23 schools applied for and received \$5,000 to support the delivery of tennis programs.

#### MOVEMENT DISABILITY FOUNDATION (MDF)

Inclusive school tennis programs were delivered thanks to \$63,000 of funding sourced from the Movement Disability Foundation (MDF) for delivery of tennis programs in special schools across NSW.

Over 20 school programs were delivered by qualified coaches with almost 1000 players with special needs enjoying weekly tennis programs at their school.



#### AUSTRALIAN TENNIS FOUNDATION (ATF)

As part of the Australian Tennis Foundation bushfire relief initiative, 10 NSW schools received \$3,500 each to put towards modified equipment packs and the delivery of weekly tennis programs by qualified coaches. 986 players experienced tennis as part of this initiative.

#### SCHOOL SPORT ASSOCIATIONS

Tennis NSW continues to partner with Combined High Schools (CHS) and the Primary School Sporting Association (PSSA) to support the schools network with the delivery of representative school sport trials and team tennis opportunities within the school system.

#### ACTIVE KIDS

The NSW State Government initiative, Active Kids, continues to encourage school age children to lead a healthy and active lifestyle by offering two \$100 vouchers per child per calendar year to support in the costs associated with children's participation in sport and physical activity. Since the beginning of the program in 2018, 143,567 Active Kids vouchers have been redeemed with tennis providers across the state, equating to a value of over \$14.3 million. Tennis is currently ranked as inside the top 10 most popular sport or active recreation activities for

both boys and girls in Active Kids voucher redemptions.

#### COACHING WORKFORCE

Tennis Australia coach education courses continue to service the industry across NSW with qualification courses (Junior Development and Club Professional) enrolling over 70 coaches over the last 12 months. Entry level courses were also popular with multiple Foundation and Community courses delivered to recruit and upskill assistant tennis coaches. With the advent of flexible learning modes, more coaches across NSW are engaged in beginning and furthering their education.

Coach members in NSW were extremely resilient through lockdown with membership numbers staying strong despite significant restrictions imposed on NSW coaches. Many Business coach members have also taken the opportunity to include trainee coaches for free under the new membership model.

#### ADVANCING THE INDUSTRY

The 2022 Coaches Conference was held during the Sydney Tennis Classic in January. The on-court theme was "Show the Level, Know the Level" delivered by expert industry coaches Ben Jones, Helen Magill, Greg Royle and Ben Pyne. More than 50 coaches were treated to a continuum of player development from blue stage to

performance. A lunch function included incoming CEO Darren Simpson addressing the group and National women's coach, Nicole Pratt talking to technological influences in coaching. Warren Kennaugh presented a thought provoking session on how your traits can influence your decisions. Coaches enjoyed world class tennis at Ken Rosewall Arena following the conference.

#### COACH DEVELOPMENT

Focusing on successful NSW industry coaches, Coach Development partnered with eight experts to deliver virtual, weekly, short and sharp workshops during the 2021 Sydney lockdown. Content ranged from delivering an awesome program for under 5's to start their journey in tennis to coaching at the Paralympic Games. This series attracted over 200 coaches and was a wonderful collaboration between industry coaches and their peers.

Face-to-face workshops returned in 2022 with specialist presentations on topics such as Inclusion tennis – a pathway from orange stage to performance and Equipment – strings and swings, thought provoking sessions attended by over 25 coaches.

#### WOMEN IN COACHING

Tennis Australia's Coach Connect, a dedicated women's coaching focus, supported by Federal government grant funding, has seen the initiation of a structured program to support women coaches across the country through mentoring, workshops, virtual series and networking. The first and largest networking workshop was delivered in January by Nicole Pratt in Sydney alongside the Sydney tournaments. Each month following, local events were hosted by prominent coaches alongside virtual workshops with a spotlight on personal development. Support offered has had a positive effect on women coach membership with a goal to increase women coaches in tennis by 10%. This will be achieved with the support of the Women and Girls strategy as a whole.





## PLACES TENNIS INFRASTRUCTURE

Our sport has continued to make inroads into investment and delivery of tennis related infrastructure and delivered against our strategic objectives by working effectively with our Government partners and providing important support and service to our members concerning grant and project resources.

### PROJECT AND INVESTMENT READY

A significant focus of the Tennis Development team is to build the project and investment readiness capability of tennis stakeholders so that they can more effectively:

- Identify and plan for future facility projects to renew or expand their venue; and
- Position themselves to access and leverage various funding opportunities to reduce the burden on the sport to fund improvements to important community assets.

Clubs/associations, operators and Councils that embrace the project and investment readiness approach are typically more successful.

Throughout 2021/22, Tennis NSW has continued to provide significant support to members and stakeholders in this space, including providing:

- Comprehensive resources via its Project and Investment Ready Toolkit

- Online and in-person forums and workshops for members to hear helpful advice and experience from industry experts and those within our tennis family who have had success in this space

- Substantial support and advice to members on many projects including undertaking facility audits, developing Venue Action Plans linked to infrastructure priorities, development of business cases including providing supporting participation data and insights, technical advice and referrals to specialists, specifications and guidelines, project plan development, letters of support and assistance in engagement with Councils.

### STRATEGIC INVESTMENT

The State Infrastructure Investment Strategy (SIIS) provides an important investment priority framework that supports Vision 2025 and intends to shape the planning and development of a network of sustainable tennis venues that support the growth and needs of the sport.

To best position the sport to attract the requisite investment and develop an accessible network of venues that will serve NSW, priorities for investment are aligned with where the sport's best opportunities to grow exist, where funding is available and can be leveraged, and where there is the available space to build new venues and/or expand existing venue footprints.

The SIIS has been effective in aligning tennis investment with Government priorities and objectives as well as helping

establish successful partnerships and relationships with Councils, local MPs and key community stakeholders, local tennis clubs/associations and operators.

The ATP Cup Legacy Fund has been used as a facility funding vehicle to stimulate and support such strategic investment, including into major tennis venues known as Regional and Metro Performance hubs, in addition to flowing through to a wide range of other worthwhile community facility upgrades and local participation program initiatives.

Critically, these hubs will seek to:

- Improve access for NSW players to grand slam and ITF standard venues and events within NSW
- Improve access and the pathway in regional areas, stimulating participation and coaching numbers and quality filtering through to larger and smaller regional venues
- Unlocking limited and difficult to secure funding and venue locations which can best serve the sport's needs.

Excellent progress has been made over the past three years including early wins to secure new ITF level regional facilities in Wagga Wagga, Wollongong and Tamworth. Penrith will also expect to open their new clubhouse in 2023/24 as the final stage of significant multi-year upgrade as a premier community venue. Several other significant projects are also in development and well placed to progress within the next one to two years.



## INFRASTRUCTURE INVESTMENT ACROSS 2021/22

### PROJECTS COMPLETED



**\$7.3M**

infrastructure works delivered



**82 projects**

Project delivery was again somewhat impacted by COVID related lockdowns and restrictions, as well as industry observed impacts on availability of trades and materials

### STATE AND FEDERAL GOVERNMENT GRANT SOURCES

**\$16.3M**

awarded

**97**

projects

**\$43.5M**

total project value

**38%**

from grants

up from \$5.5M awarded, 78 projects, \$15.5M total project value in 2020/21, attributed in part to

- Securing \$7M specifically for regional hub projects (excluding local government investment) - realisation of several years lead-in work and successful strategic alignment,
- More funding and funding programs being available this year, and
- An increase in project and investment readiness by tennis stakeholders to better access available funds.

### TENNIS HAS INVESTED DIRECTLY INTO COMMUNITY VENUES LIKE NEVER BEFORE

ATP Cup Legacy Fund (Category 2 - Medium Sized Facility Projects) delivers new or upgraded lighting, courts, fencing, clubhouse and other improvements

Round 3 awarded in 2020/21:

**\$270,670** towards **14 projects** leveraging **\$2.2M** total project value

### GAME CHANGING INVESTMENT IN PREMIER VENUES & REGIONAL HUBS

ATP Cup Legacy Fund - Category 1 (Major Infrastructure Projects)

(investment so far)

**\$3.05M** from tennis **three** projects  
**\$23.8M** project value

Significant seed funding and commitments to these venues has leveraged:

**\$9M** from State + Federal Govt and  
**\$10.2M** from Local Govt

**Local Government** continues to be the most significant non-tennis source of tennis infrastructure funding with contributions that represent in excess of **35%** of all funding and in-kind contributions across all identified projects.

### LEGACY INVESTMENT SO FAR

Since 2020, the three rounds of Category 2 have awarded

**\$720k** in **38 venues** leveraging **\$5.1M** total project value

**Wollongong Regional Hub** - secured \$2M total from two separate State and Federal Government grants (\$10M project); now fully funded as part of a partnership between local council, local stakeholders and Tennis NSW. Works are to commence in 2022/23 and be completed in 2023/24.

**Wagga Wagga Regional Hub** - secured \$5M from State Government grant (\$8M project); now fully funded as part of a partnership between local council, local stakeholders and Tennis NSW. Works are to commence in 2022/23 and be completed in 2023/24.

**Tamworth Regional Hub** (\$3.7M project) has broken ground and expected to be completed in early 2023.



### KEN ROSEWALL ARENA AND SOPTC STAGE 2

Tennis NSW has continued to work with the NSW Government to secure funding for the Stage 2 development at Ken Rosewall Arena and Sydney Olympic Park Tennis Centre. In 2022 it submitted a business case to complete the critical upgrades which are needed to support the hosting of world class sporting content such as the ATP Cup and better meet future needs for state level tennis events and performance training programs.

### VENUE SUSTAINABILITY

It is a common misconception that tennis participation has been declining greatly over the past several decades and the perception is often a result of traditional analysis of what tennis participation is. This traditional analysis as well as provision rates of courts per population used by planners, councils and developers has also been used to incorrectly understand and plan infrastructure provision.

Councils have indicated that they now require a strategic and evidence-based approach to planning the footprint or network of tennis venues within their local government area. They also want more sustainable venues and delivery of the sport.

Within the past two years, Tennis NSW has built the Venue Sustainability Rating (VSR) and begun engaging Councils, clubs, coaches and operators, under a strategy called Tennis Restart.

The VSR is developed on a venue-by-venue basis for a local government area using an audit of venue participation (visitation methodology), infrastructure condition, operational and financial performance.

This works alongside increasingly valuable market insights being delivered through Sport Australia’s AusPlay survey and other sources.

This approach is a work in progress and most importantly it encourages the discussion between the key

stakeholders to inform local strategies and decisions on how to achieve the aligned interests of all those stakeholders, ultimately for the benefit of the community.

It also is used to advocate for fairer lease arrangements, particularly those which far exceed the reasonable cost or reinvestment by the landowner to renew and maintain the existing court infrastructure at appropriate levels to the community.

Part of this is also to educate landowners and government partners on how our sport is delivered differently from other sports including distinguishing the dynamics of our coach-operator network as “for-purpose” professional delivery rather than “for-profit” commercial enterprise.

Key insights from the VSR data include:

- A sustainable venue is one which has an asset renewal plan across the 12-year life cycle of the court infrastructure (including lighting and fencing) and can afford to contribute annually to a sinking fund which covers this cost. This is in addition to the costs of delivering a range of tennis offerings (services and programs) in demand by the community.
- A highly sustainable venue is one which can also cover a portion of the asset renewal costs of the buildings and ancillary infrastructure (e.g. car parking).
- Venues between six and 12 courts combined with a professional operator (either leading or in conjunction with the traditional local club/association) providing high quality coaching and other programs drive significantly higher participation numbers which in turn provides value and opportunity to generate returns to reinvest in to infrastructure.
- Community tennis clubs (volunteer supported) continue to play an important role in the delivery of tennis in the community, including the organisation and oversight of club, inter-club and inter-district

competition and providing the social experiences that create a tennis community. Thus, venues which can provide these opportunities are important and favoured over a proliferation of smaller 1-3 court venues.

- In appropriate circumstances, small 1-3 court venues provide valuable participation opportunities for communities and can be made further sustainable through the introduction of digital court access solutions.

If a partnership between Council and Tennis stakeholders is managed well, this could lead to improved participation outcomes whilst striving for full or substantially self-sustainable assets. This reduces the burden on councils and ratepayers whilst representing one of the few sports and community uses that can leverage such return on public investment.

### GOVERNMENT

Tennis NSW works to continue to raise the profile and influence of tennis within Government authorities in NSW.

### BETTER EDUCATE COUNCILS ON THE NEEDS OF TENNIS

Tennis Restart is the cornerstone of Tennis NSW’s engagement strategy, and provides the opportunity for Local Government to better understand our sport. As part of this process, Tennis NSW have developed a range of tools and templates specifically designed to assist Councils in this space, including:

- Draft EOI templates
- Tender evaluation frameworks
- Asset renewal budget templates
- Draft lease/license agreements
- Local tennis plans (influencing Council’s Sport and Recreation plans and other planning documentation)

### INVOLVEMENT IN COUNCIL LEASE PROCESSES

Tennis NSW played an important role in advising and supporting Councils with tennis venue tender processes throughout 2021/22. Critically it provided:

- Best practice tennis venue management framework and evaluation processes
- Representation on evaluation panels as transparent third party/ industry representatives.

Tennis NSW is working closely with an increasing number of Councils, delivering Tennis Restart insights, and collaborating or

supporting the development of the leasing/licensing strategy and implementation.

Tennis NSW continues to call out and challenge leasing/licensing practices and unsustainable funding models which make it challenging for our stakeholders to deliver affordable and high-quality programs and access to the sport, as well as generate the investment required to renew and maintain venues over the long term. In addition to fostering improved collaboration and engagement between Councils, clubs/ associations and operators, Tennis NSW is engaging with other sports who are similarly impacted and a range of State Government and

industry bodies to elevate the issues and potential solutions.

### NSW GOVERNMENT PARTNERSHIP

Tennis NSW works very closely with the NSW Office of Sport and the Minister for Sport on a number of levels - across major events and partnerships, in regards to investment in major stadia and strategic infrastructure needs across the State, advocating for the needs of our stakeholders, and over the past 30 months communicating critical matters related to Public Health Orders and the impacts of COVID-19.

### ATP CUP LEGACY FUND

The partnership with NSW Government to bring world class major event content to NSW is seeing legacy investment seeded to support the grassroots level of the sport at levels not previously seen.

The \$6.6M 3-year program, comprising NSW Government, Tennis NSW and Tennis Australia investment, is on track to realise at least \$38M of project and program value by the completion of the program.

2020 TO 2022 (3 YEARS)	(ALL AMOUNTS EXCLUSIVE GST)
3 New Regional Performance Hubs for ITF and Regional Play Opportunities (Category 1)	\$3.85M committed so far to 4 projects <ul style="list-style-type: none"> <li>• Tamworth, Wollongong and Wagga Wagga (\$23.8M in total project value) now secured</li> <li>• Other projects under development</li> </ul>
38 venues with facility upgrades or expansion (Category 2)	\$719,524 awarded towards \$5.1M in projects <ul style="list-style-type: none"> <li>• Lighting upgrades, new or upgraded courts, fencing, clubhouse and other improvements</li> </ul>
32 programs delivered in local venues (Category 3)	\$186,145 awarded towards \$346,852 in program expenditure <ul style="list-style-type: none"> <li>• Programs supported attracting new participants to the sport, coach development, on-line enablement, female participation and other inclusion and diversity themed programs (including mental health, access for those with physical and other impairments, Indigenous programs, multi-cultural and community connection programs.</li> </ul>
Tennis NSW led participation initiatives (Category 4)	\$300,000 invested to deliver/co-support delivery of: <ul style="list-style-type: none"> <li>• Diversity and Inclusion (Play Program);</li> <li>• Sheroes program;</li> <li>• Pilot Sustainable Facility Management Traineeship Course;</li> <li>• Over 60 venues with affordable digital and on-line court access and light control solution; and</li> <li>• Pilot Program to develop more coaches in regional areas</li> </ul>



## DIGITAL ENABLEMENT

Improving the digital accessibility of tennis facilities across NSW remains a high priority to ensure the consumer expectations to book and pay online are met and a positive customer experience is delivered. Following on from the success of the initial Igloohome Smartlock and Barclay Systems electronic engineer for light control pilot from 2020/21, Tennis NSW have continued the roll out of this low-cost court access solution more broadly across the state.

Currently, 82 venues (over 100 locks) in NSW are utilising an Igloohome Smartlock to provide auto access to their tennis courts. The locks integrate with a variety of software providers, including ClubSpark, InTennis (Sports Logic), Tennis Biz and Barclays Consulting Services, which ensures this solution is accessible to a broad range of venue tiers and management models at a minimal cost. Torrential rain in certain regions has resulted in technical failures for a small number of venues, however the customer support provided to replace locks has been excellent and a next generation lock with superior waterproofing is currently in development.

Despite some technical delays and COVID related issues, the Barclays

Systems lighting integration solution has been successfully installed and is operational at three tennis facilities in NSW (McDonald Park Tennis Centre, Howe Park Tennis Club and Forest Hill Tennis Club). An additional 11 facilities are currently in line to proceed with installation, with a particular interest from councils to combine this with the Igloohome Smartlock and ClubSpark software solution to assist with activating their council managed facilities.

The Tennis Australia's 'Google' for tennis venues ([www.play.tennis.com.au](http://www.play.tennis.com.au)) aims to support and promote those venues who are accessible online for court hire and program payment, and assist the general public to connect with their local venue. All Tennis NSW members who provide an online booking solution via their website are eligible to appear on the platform, regardless of their software provider. Currently, 269 venues appear on the website with the Tennis NSW field team continuing to identify opportunities to assist members transition to online systems for venue management.

During the 2022 AO, Tennis Australia ran a 'free court hire' promotion where consumers were able to redeem a promotional code to book free court hire (venues were

reimbursed by Tennis Australia) for all ClubSpark venues offering online court hire. NSW venues received over \$33,000 of revenue from more than 2200 redemptions, further highlighting the need to be accessible online to capitalise on similar opportunities into the future.

### KEN ROSEWALL ARENA

Following a pandemic impacted 2021, 2022 started on a positive note with Ken Rosewall Arena (KRA) hosting the ATP Cup, Sydney Tennis Classic and the Davis Cup.

In March 2022, KRA was transformed into a performance venue with PULSE Alive - an extravaganza concert involving hundreds of performers watched by thousands of spectators over two nights.

KRA hosted its first full netball season and the Giants and Swifts teams were excited to return for the 2022 Suncorp Super Netball competition. KRA hosted 14 round matches and a semi-final match with over 70,000 very enthusiastic spectators attending.

Tennis NSW will continue to pursue opportunities to host additional sporting and performance events at KRA.



## PATHWAYS NSW PLAYERS

NSW players have had some outstanding results in the 2021/22 season. With five men from NSW currently in the top 100 ATP singles rankings we have a lot to celebrate.

Still Australia's number 1 male player, Alex de Minaur has had a consistent 2021/22 season. After a career high of #15, Alex is currently ranked #21 as we round out the financial year. Alex had his best results at Wimbledon this year reaching the 4<sup>th</sup> round where he went down to Cristian Garin in five tight sets.

Max Purcell kicked off 2022 with a run to the final of the Australian Open Men's Doubles with partner Matt Ebden. Reaching his career high doubles ranking of #25 on the ATP rankings in April 2022, Max has been balancing doubles success whilst building his singles career. Most recently Max Purcell took the honors at the All England Club claiming the Men's Doubles title with partner Matt Ebden.

Rinky Hijikata transitioning from juniors to professional tennis saw him achieve a career high singles ATP ranking #221 moving more than 550 places over the last 12 months. Rinky's rankings rise came after back to back ATP \$25,000 title wins in California in March.

Reaching a career high Doubles ranking of #33 on the WTA Tour, Ellen Perez was well into the second week of Wimbledon reaching Doubles quarterfinals. Proving her success on the grass, Ellen and her partner, Nicole Melichar from the

USA won the WTA's-Hertogenbosch title in Rosmalen.

Seone Mendez has achieved her career high singles ranking of #198 on the WTA Tour. Basing herself in Europe, Seone has had the ability to play events at both the ITF and WTA level on a weekly basis.

Chris O'Connell finally cracked the top 100 with a career high ranking of #97 in 2022. After receiving a wild card into the 2022 Australian Open, Chris claimed his highest-ranking win beating #13 ranked player Diego Schwartzman in straight sets. Chris has also had success on the ATP Challenger circuit winning the event in Split, Croatia in April.

We also celebrate the success of Aleksander Vukic, Alexei Popyrin and James McCabe who have all had great year's earning their career high ATP singles rankings.

## NSW COMPETITIVE PLAY FRAMEWORK

With Tennis Australia launching the new Competitive Play Framework in August 2021, the Tennis NSW team engaged in numerous education and workshop sessions to prepare for the impending changes to the landscape. After two COVID-19 affected years, UTR was the primary and most reliable rating

being used to allow competitive tennis to continue in Sydney.

The framework now allows for players to compete in level based play to improve and develop their tennis. Following feedback from key stakeholders, Tennis NSW provided players with a series of level based events that culminated in a series ending finals. These events include the Roche Race to Sydney presented by Dunlop, Tennis Country Series, and the NSW Junior Masters.

For what was a slow start to 2022 following COVID-19 lockdowns in 2021, we have had over 3,250 unique players with over 15000 entries into NSW tournaments compete during the 2021/22 tournament season.







## ROCHE RACE TO SYDNEY – PRESENTED BY DUNLOP

The Roche Race to Sydney, presented by Dunlop launched in 2022. Aimed at providing competitive matchplay opportunities for NSW best players and aspiring juniors, the Roche Race provides year round events with the series finals to be held in Sydney alongside the United Cup in January.

## NSW MASTERS

State level players have had the opportunity to compete in our State Championships Race to the NSW Masters. The winners of the 2022 State Championship events will come together to compete for the end of year NSW Masters Title. Each Region hosts their own State Championships with two events being held in Metro Sydney, the NSW State Age and the NSW State Championships.

## TENNIS COUNTRY SERIES

Tennis Country established the Tennis Country Series to provide more opportunities for regional venues to host events. Each region in NSW hosts one event prior to the season ending final. This one day event allows players level based play and prize money throughout the year.

## BLUEWALL CAMP

Tennis NSW launched the Bluewall Camp concept during the Davis Cup Tie held at Sydney Olympic Park. The Bluewall Camp brought together the best regional players to train, compete and watch the Australian Davis Cup team. Players were put through their paces by the National Development Squad team physical testing protocols, provided matchplay against their peers and a lucky few tossed the coin for our Davis Cup Team.

## JUNIOR COMPETITIONS

### SYDNEY JUNIOR TEAM TENNIS (SJTT)

In 2022, SJTT saw substantial growth and collaboration with Tennis NSW members. In 2022 SJTT has been supported by:

- Hills and Hornsby
- Tennis Northern Beaches
- Northern Suburbs Tennis Association
- Eastern Suburbs Tennis Association
- Tennis Greater West
- Canterbury Bankstown Tennis Association

Tennis NSW looks forward to engaging with more members as SJTT provides the foundation to Regional League Tennis in Metro Sydney.

## INTERDISTRICT

Working in collaboration with Hardcourt, Interdistrict was elevated to a State level league in 2022. This provided players with a pathway from regional to state level leagues. Players in the junior cups represent their Region through Associations or SJTT Leagues. With 150 teams entered Interdistrict is in an exciting place as they enter their 100<sup>th</sup> year.

## PLAYER DEVELOPMENT

### NATIONAL DEVELOPMENT SQUAD

The Tennis Australia National Development Squad based at Sydney Olympic Park has been led by Head Coach Ben Pyne with the support of Jessica Moore, Greg Royle and Dr Matthew Smith. Providing players and their private coaches additional support, the NDS has grown to include more than 120 players in NSW.

NSW dominated the field at the 2022 Clay Court Nationals with more than 40 players representing the state. In the 12's and 14's girls singles final, it was an all NSW affair with Renee Alame beating Brooke Komorowski and Kimiko Cooper beating Audrey Aulia in their respective events.

In the Australian Teams Championships, NSW reached the finals of five events claiming the title in the 15 under Girls Team represented by, Gabby Gregg, Rianna Alame, Elizabeth Ivanov led by Coach Ben Pyne.

Following two years of COVID-19 restrictions, Tennis Australia selected 11 NSW athletes to represent Australia on international tours. Players competed in Tennis Europe and ITF events where they were able to challenge themselves against the world's best.

## ZONE SQUADS

Zone squads have been delivered by Tennis Australia to provide localised training opportunities across NSW. With the support of the regions and private coaches

in NSW, the Zone Squad program has provided players with the opportunity to train locally as part of the pathway.

## 2022 CLAY COURT NATIONALS

**14s Girls Singles**  
**Winner** Kimiko Cooper  
**Finalist** Audrey Aulia

**14s Boys Singles**  
**Finalist** Jerome Estephan

**12s Girls singles**  
**Winner** Renee Alame  
**Finalist** Brooke Komorowski

**14s Girls Doubles**  
**Winners** Audrey Aulia and Elizabeth Ivanov  
**Finalists** Rianna Alame and Giselle Guillen

**14s Boys Doubles**  
**Finalist** Ashton McLeod

**12s Girls Doubles**  
**Finalists** Renee Alame and Brooke Komorowski

**12s Boys Doubles**  
**Finalists** Flynn Coventry-Searle and Har Abir Sekhon

## ITF RESULTS

**Canberra J3**  
**Boys Singles Winner** Jeremy Jin

**Mornington J3**  
**Boys Doubles Finalist** Jiayang Dong and Taj Hibbert  
**Girls Doubles Finalist** Audrey Aulia and Elizabeth Ivanov

**Darwin J4**  
**Boys Singles Finalist** Andre Filep  
**Boys Doubles Winner** Andre Filep  
**Girls Doubles Finalist** Elizabeth Ivanov

**Brisbane J4**  
**Girls Singles Finalist** Renee Alame  
**Girls Doubles Finalist** Elizabeth Ivanov

**Gold Coast J4**  
**Boys Singles Finalist** Jeremy Zhang  
**Girls Singles Finalist** Gabby Gregg

## AUSTRALIAN TEAMS CHAMPIONSHIPS

**11s Girls 2<sup>nd</sup> Place**  
Valentyna Rosa  
Suri Suchovsky  
Ami Dalla Pozza

**11s Boys 2<sup>nd</sup> Place**  
Ethan Domingo  
Dusan Sormaz  
Ben Spotswood

**13s Girls 2<sup>nd</sup> Place**  
Renee Alame  
Bhavya Bhardwaj  
Brooke Komorowski

**13s Boys 6<sup>th</sup> Place**  
Marco Ciarrocchi  
Shannon Anek  
Har Abir Sekhon

**15s Girls Winners**  
Gabby Gregg  
Rianna Alame  
Elizabeth Ivanov

**15s Boys 2<sup>nd</sup> Place**  
Jerome Estaphan  
Lachlan McFadzean  
Boyd Schreiber

## INTERNATIONAL TOURS

### Singapore Tour

**ITF J5 and J4**  
**16<sup>th</sup> Feb – 5<sup>th</sup> March**  
Audrey Aulia  
Elizabeth Ivanov

**Junior Billie Jean King Oceania Qualifying**  
**1<sup>st</sup> Place**  
Sarah Rokusek

**World Junior Teams Oceania Qualifying**  
Cruz Hewitt





## EUROPEAN TOURS – JUNE

### 2008 – 2009 – 2010 Birth Years

Cruz Hewitt  
Kimiko Cooper  
Renee Alame  
Brooke Komorowski  
Bhavya Bhardwaj  
Har Abir Sekhon  
Ethan Domingo  
Emilie Chen  
Jennifer Ott  
Aimee Jin  
Vesna Marinkov

## AUSTRALIAN PERFORMANCE CAMPS

### 12 under Camp

#### “What it Means to Represent Australia”

Ethan Domingo  
Har Abir Sekhon  
Flynn Coventry-Searle  
Arin Chavan

### 13 under Camp

#### “Doubles the Australian Way”

Shannon Anek  
Eitan Smith  
Scott Hong  
Matthew Tan

### 14 under Camp

#### “Heat and Hydration”

Cruz Hewitt

## WTA/ ATP/ ITF JUNIOR PLAYERS

### Rankings as of July 12 2022

Alex de Minaur  
Singles #26  
Doubles #181

James Duckworth  
Singles #75

Jordan Thompson  
Singles #79  
Doubles #173

Alexei Popyrin  
Singles #85

Christopher O’Connell  
Singles #101

Aleksander Vukic  
Singles #124

Max Purcell  
Doubles #36  
Singles #202

Rinky Hijikata  
Singles #223

James McCabe  
Singles #445

Matt Reid  
Doubles #194

Seone Mendez  
Singles #200  
Doubles #374

Ellen Perez  
Doubles #45  
Singles #270

Alexandra Bozovic  
Singles #466

Alexandra Osborne  
Doubles #318

Monique Adamczak  
Doubles #362

### ITF Juniors

Jeremy Jin  
Singles #53

Jeremy Zhang  
Singles #347

### US College Athletes

Kody Pearson  
Grace Schumacher  
Taj Hibbert  
Catherine Aulia  
Aaron Osmond

### Graduated Athletes

Renee McBryde  
Kaitlin Staines

## WHEELCHAIR RESULTS

## ITF WORLD RANKING

### Mens

#27 Ben Weekes  
#163 Matty Leggett  
#190 Andy Parker  
#222 Keegan Oh-Chee

### Womens

#36 Hayley Slocombe  
#97 Marita Morgan  
#119 Laura South

### Boys Juniors

#27 Chase Burch  
#33 Kai Ryan  
#46 Raff Stevens  
#52 Jaxon Vanderpoel

### Girls Juniors

#24 Isla Gillespie

## PEOPLE WITH AN INTELLECTUAL IMPAIRMENT RESULTS

Kelly Wren and Damian Phillips both represented Australia at the Virtus European/World Games in Kraków, Poland. Kelly was a finalist in the singles and doubles.

### Kelly Wren

- Kelly also was Champion at the Australian Tennis Championships.
- Currently the number one ranked PWII1 women player in Australia.
- This year win/loss 11-1
- Singles 9-0
- Doubles 2-1

### Damian Phillips

- Ranked 4th in Australia
- Win/loss this year 22/12

### Tim Walsh

- PWII2
- Number 2 player in Australia

### Ze Sou

- 15 year old junior
- Played first two tournaments this year
- Finalist in both tournaments in open division.
- Won both junior divisions.

## DEAF/HARD OF HEARING RESULTS

### John Lui

- Number 1 in Australia
- Win/loss 11/3

## BLIND & LOW VISION RESULTS

Australia recently held it’s first ever Blind and Low Vision Nationals with NSW players performing extremely well.

### BLV Nationals

- B2 Women’s Champion
- Courtney Webeck

### B3 Mens Champion

Micheal Leigh

### B3 Womens Champion

Grace Hobbs

### B4 Mens Finalist

Arato Katsuda-Green

### Juniors Finalist

Arato Katsuda-Green



# FUTURE PROOF GOVERNANCE

In line with our strategic plan Vision 2025, the Tennis NSW Board, via the remit of Nominations, Remuneration and Governance Committee, has continued its program of constant review and updating of Tennis NSW’s policies and governance documents with the aim of establishing a best practice governance structure for Tennis NSW.

## SAFEGUARDING CHILDREN

Throughout the 2021/22 financial year, Tennis NSW has continued to deliver on its Child Safeguarding Framework released in late 2020. In particular, Tennis NSW has continued to uphold and promote its ‘Zero Tolerance’ commitment to issues affecting child safety. Throughout the year, Tennis NSW’s child safeguarding strategy has been driven by the ACE pillars (Awareness, Culture and Education).



Awareness of child safety issues amongst the tennis community was maintained and improved through the publication of a quarterly child safety newsletter with content designed to educate, empower and upskill our club network around issues of child safety. This was supported by a dedicated campaign in September 2021 centred around National Child Safety Week which included targeted sessions for clubs, coaches and operators to provide information and context on how to implement the 10 Child Safe Standards for organisations in NSW.

In terms of culture, Tennis NSW continues to provide leadership and support to our members to ensure we provide a safe environment for children across all levels of our sport. This has included educating and assisting our members to put strong processes in place around Working With Children Check compliance and upskilling members of our tennis community to act as

Member Protection Information Officers (MPIO) within their own organisations. We also support our members to take steps to implement the 10 Child Safe Standards through a range of resources, posters, checklists and other supporting documents which are readily available for all members of the NSW tennis community.

Finally, throughout 2021/22 Tennis NSW has delivered a comprehensive training program for all Tennis NSW members focusing on various aspects of child safety. Highlights have included targeted training for Tennis NSW staff to upskill and support them to assist our members to be child safe, training for clubs, coaches, parents and players delivered in conjunction with Tennis Australia, and various e-learning opportunities. This was underpinned by the launch of Tennis NSW’s MPIO Network which was created with the intention of connecting, providing advice and sharing information across the NSW club network.







## PROMOTE & CONNECT MEMBER ENGAGEMENT

With an objective of fostering strong communications and connections with the Tennis NSW membership, the organisation's focus across the last 12 months has been on ensuring that the tennis community is engaged, and is effectively collaborating, to achieve shared goals for the betterment of tennis.

Tennis NSW strives to deliver a value proposition to the membership that ensures they are supported day-to-day in their tennis operations, as well as providing additional benefits which contribute to the growth of tennis throughout NSW. In 2022 we welcomed back tennis stakeholders to the ATP Cup Lounge, to enjoy world class tennis and corporate hospitality. Unique experiences such as these are integral to providing the tennis family with an opportunity to establish and maintain vital connections within the broader tennis community.

In committing to regular and clear communication, we have developed a comprehensive audience matrix, and built and delivered a regular schedule of communication, which is tailored to those various audiences. In 2021, we launched a quarterly Child Safety e-Newsletter for NSW tennis stakeholders, which provides the latest information and supporting resources relating to our stakeholder's obligations around protecting children

involved in tennis. More recently, we developed the Bluewall Bulletin which is a bi-monthly newsletter to the playing, coaching and officiating community, showcasing good news stories, profiles, and event information. We continue to communicate with our members through the monthly Clubhouse News, as well as more regularly with ad-hoc updates. This approach to diverse and regular communication, ensures that Tennis NSW members can feel engaged in the broader tennis community, and supported in their day-to-day activities.

In 2021, the Tennis NSW Awards were unable to be held physically due to the NSW lockdowns, but unlike 2020, we were excited to deliver the Awards virtually. This provided a great opportunity for Tennis NSW to recognise the great work of tennis stakeholders.

In 2021, we launched a new case study series which showcases the great work, and achievements of the NSW tennis community through five key areas:

- Events & Leagues
- Grants & Funding
- Club Events
- Programs
- Special Projects

These have been a great success, and we look forward to continuing to share these inspiring stories.

## MARKETING & COMMUNICATIONS

For the first time, Tennis Australia, together with the Member Associations, have run an 'always on' participation marketing campaign, with a goal of sustaining interest in tennis and converting interest to play. Insights from the campaign highlight that the number of people interested in tennis rose by 610,000 month-on-month across the reporting period, overtaking AFL in the depths of winter. Research tells us that there are 14 million Australians who are open to playing tennis and Tennis NSW have implemented several marketing activities to support attracting these people to tennis and keeping them playing.

Through the Tennis Design Hub, the Tennis NSW team can provide premium local marketing assets to clubs and venues across NSW, maintaining a consistent look and easing the load for volunteer committee members, coaches, and operators. The Tennis Design Hub is an online platform that all members of Tennis NSW have access to through the Tennis NSW marketing team.

In 2021 and through the COVID-19 lockdowns, Tennis NSW were able to provide online opportunities to deliver information and upskilling to the Tennis NSW membership. Topics covered included local area marketing, social media and digital planning, and participation insights. To complement these activities, we maintain and update our collection



of local area marketing support resources, which are available on the Tennis NSW website. Tennis NSW looks forward to further developing, and delivering its online webinar style events, as well as several in person sessions throughout 2022/23.

## ACTIVATING DIGITAL

Tennis NSW continues to utilise the Tennis Design Hub through Canva, to support clubs and venues to transform their traditional marketing activities into the digital environment. Tennis Design Hub can provide tennis venues and

businesses with generic and tailored assets to support their marketing efforts on websites and social media. Further to this, Tennis NSW is utilising the platform to develop educational resources to support our stakeholders, to understand the digital accessibility opportunities that are available to them in activating at their venue.

The Club Marketing Action Plan template is available on the Tennis NSW website and is designed to encourage tennis venues to develop marketing plans that are integrated into day-to-day operations and allow flexibility to




enable tennis deliverers to align their marketing plans with the goals of their venue.

The Tennis NSW Tennis Development team are increasingly being upskilled on Tennis Design Hub, as well as how to support clubs in their efforts to develop marketing plans. Throughout the next reporting period this is set to be elevated further.

The Tennis NSW social media accounts continue to grow as we strategically curate information for targeted audiences through these channels.



## FOLLOWERS

PLATFORM	30 JUNE 2021	30 JUNE 2022	YOY % INCREASE
FACEBOOK 	5,453	6,652	22%
INSTAGRAM 	3,325	3,878	17%
LINKEDIN 	1,340	1,664	24%



## ATP CUP & SYDNEY TENNIS CLASSIC

In 2022, the ATP Cup returned to Sydney. After an event move to Melbourne in 2021, Sydneysiders welcomed the event back with open arms and flocked to Ken Rosewall Arena (KRA), to see the world's best players in action.

Sydney hosted the group stages and finals of the ATP Cup in 2022, which saw KRA host 10 days of world class tennis. Although the event had notable absentees in 2022 including Rafael Nadal, Novak Djokovic, Nick Kyrgios and Team Japan, the broadcast reach is steadily trending back towards pre-covid figures. The final of the 2022 ATP Cup saw Canada defeat Spain in straight sets.

### ATP CUP – KEY STATS

- 84.7k attendance
- 10 million hours viewed in Australia
- 9.5 customer satisfaction score
- 25.7k media items published - 21% YoY increase
- \$22m in equivalent advertising value

The ATP Cup was followed by the one-off Sydney Tennis Classic event, comprising of a WTA 500 and ATP 250, from 9-15 January. Some of the biggest names in the game graced the courts at the Sydney Olympic Park Tennis Centre, including 19 of the world's top 30 female players with world number 7 Paula Badosa, taking the title. In the men's draw, Andy Murray continued

his comeback journey, making the final before falling short to number 1 seed, Aslan Karatsev.

### SYDNEY TENNIS CLASSIC – KEY STATS

- 33.6k attendance
- 4.2 million hours viewed in Australia (41% of total audience globally)
- 9.5 customer satisfaction score
- 9.3k media items published
- \$6.8m in equivalent advertising value

## TENNIS NSW AWARDS

In 2021, the Tennis NSW Awards were held online and hosted by Grand Slam Champion and



Olympian, Casey Dellacqua OAM. Amidst a state-wide lockdown, Tennis NSW were determined to host the event after the cancellation in 2020, recognising all the great work of the tennis community for the two years prior.

18 Awards were announced on the night:

1. Coaching Excellence – Club – **GEMMA EATON**
2. Coaching Excellence – Development – **JOE PORLEY**
3. Coaching Excellence – Performance – **BEN PYNE**
4. Coaching Excellence – Operator – **TIM WALTER**
5. Excellence in Officiating – George Fletcher Award – **MARKO SAVIC**

6. Most Outstanding 30+ Tennis Senior – **MARY GORDON**
7. Most Outstanding Athlete with a Disability – **BEN WEEKES**
8. Most Outstanding Competition – **WHITE CITY MACCABI – SUPER SERIES COMPETITION**
9. Most Outstanding Inclusion Initiative – **TONY PODESTA – MERRYLANDS MULTICULTURAL GIRLS PROGRAM AT HILL TOP ROAD PUBLIC SCHOOL**
10. Most Outstanding School – **HILLTOP ROAD PUBLIC SCHOOL**
11. Most Outstanding Tennis Club or Venue – Metro – **COLLARROY TENNIS CLUB**

12. Most Outstanding Tennis Club or Venue – Regional – **BONNY HILLS TENNIS CLUB & TOTAL TENNIS MOUNT HUTTON**
13. Supporting Tennis – Government – **CENTRAL COAST COUNCIL**
14. Volunteer Achievement – **BRETT THOMAS**
15. Junior Athlete of the Year – Female – **CATHERINE AULIA**
16. Junior Athlete of the Year – Male – **JAMES MCCABE**
17. Jim O'Neill Service to Tennis Award – **NORMA STEAD OAM**
18. NSW Player of the Year – **ALEX DE MINAUR**





## 05 | INCLUSION, DIVERSITY & PROGRAMMING

### INCLUSION & DIVERSITY

Vision 2025 highlights Inclusion and Diversity in Tennis as a priority, and the role of Tennis NSW is to inspire, empower and engage the NSW tennis family to help grow the sport. We believe that to be inclusive, we must reflect the diversity of our local tennis communities and that everyone should have the opportunity to be included and engaged in a positive tennis experience. The organisation's first Inclusion & Diversity Plan (2021-2025) was launched in October 2021, and we look forward to working with our partners across each of our focus segments to continue to support communities.

The Plan will focus on the following four pillars:

- |   |   |  |   |
|---|---|--|---|
|    |                      |                        |  |
| <b>1.</b><br><b>LEAD</b><br>Build an inclusive and diverse organisation and workforce | <b>2.</b><br><b>EDUCATE</b><br>Educate and empower the tennis family to embrace inclusion and diversity | <b>3.</b><br><b>ACTIVATE</b><br>Provide pathways and access to tennis for players from diverse backgrounds | <b>4.</b><br><b>PROMOTE</b><br>Promote and celebrate our diverse tennis community     |

### WOMEN & GIRLS

The Sheroes Network continues to connect women in tennis from across NSW and support their development across a variety of roles within our sport. 2022 saw the much-anticipated return of our face-to-face networking events at the Sydney Tennis Classic and the NSW Country Championships, engaging over 100 attendees. This year seven local women and girls' projects led by Sheroes members were also supported through the initiative. With the support of Tennis Australia, the inaugural Women Leaders in Tennis Program saw 17 Sheroes members undertake specialised training to fast track their development as leaders in Tennis. The NSW Government Her Sport Her Way Program continues to support the development of pilot initiatives in NSW. Tennis NSW have partnered with the University of NSW SPRINTER group to pilot a Gender Equity program with

four clubs across the state. NSW Women and Girls Lead, Casey Dellacqua was also recognised at the Her Sport Her Way Awards winning the Champion Award for her commitment to furthering opportunities for women and girls to participate.

### DISABILITY & MENTAL HEALTH

Partnering with Disability Sports Australia and the School Sports Unit, Tennis NSW and our local tennis providers continue to take part in delivering tennis at Multi-Sport Days for students with disabilities across NSW. The ATP Cup Legacy Fund has also supported programs for players with disabilities and programs for mental health promotion. Recipients include Blind Low Vision Tennis NSW & ACT, Newcastle Community Tennis, City Community Tennis, Rally4Ever,



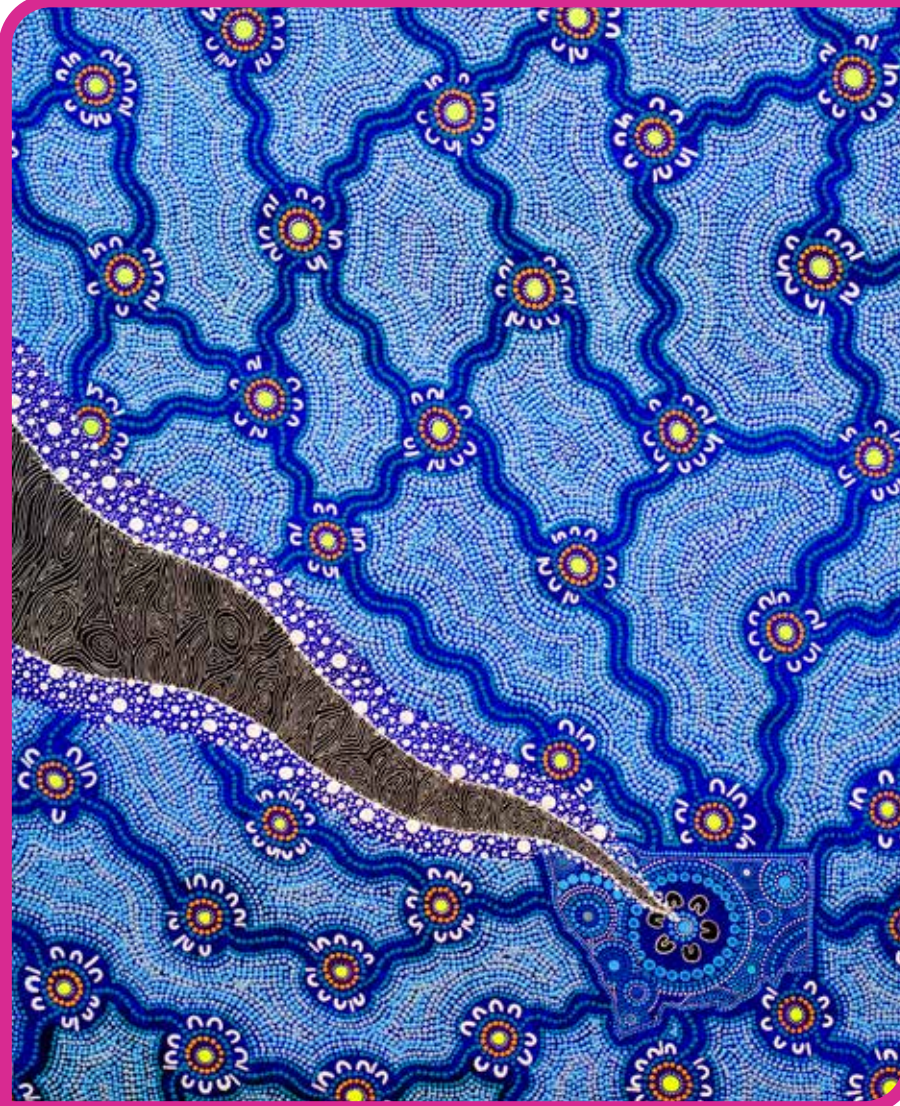
Reclink Australia, Sydney Sports Management Group/Collective Leisure, West Port Macquarie Tennis Club and Westside Tennis Club. The Inclusion and Diversity sections of the Tennis NSW website saw a significant update in 2021 with information specific to tennis for players with disabilities in NSW, including information on pathways, programs and specific information for clubs and coaches.

### LGBTQI+

Joining Tennis Australia and Tennis ACT, Tennis NSW became a member of Pride in Sport in 2021. Membership to Pride in Sport provides organisations with extensive support, resources, networking opportunities, training, consultation and advice on LGBTQI+ inclusion. Tennis NSW also completed it's first Pride in Sport Index, supporting our organisation to assess our practice, determine that which constitutes good practice, and providing the ability to benchmark our initiatives against an external measure and other sporting organisations. Tennis NSW was successful in receiving grant funding through the NSW Health, Mental Health Sports Fund to develop a LGBTQI+ focused pilot program for delivery through 2022/23.







## FIRST NATIONS

Tennis NSW launched our Reflect Reconciliation Action Plan in June 2022. Committing to a Reflect RAP means scoping and developing relationships with Aboriginal and Torres Strait Islander stakeholders, deciding on our vision for reconciliation and exploring our sphere of influence. Tennis NSW would like to Acknowledge the voluntary contribution of Donna Coady to the development of the TNSW RAP.

The first NSW Indigenous Tennis Carnival engaged 120 students from across the Hunter region. The carnival celebrated youth, culture, and sport through the delivery of tennis and cultural activities. The day included cultural activities off court through partnerships with the local community including the Evonne Goolagong Foundation, Wollutuka-Newcastle University,

Office of Sport Aboriginal Development Officer and State Project Officer, Hunter Aboriginal Education Consultancy Group (AECG), Awabakal Aboriginal Land Council, Winanga-y Dreaming, Yukul Art and Discover Sports Group. A second Carnival was held in Sydney for the state's top rated Indigenous Tennis Players, in preparation for the National Indigenous Tennis Carnival to be held in Darwin in August 2022. The carnival included contributions from The Gadhungal Murring Aboriginal Dance Group and artist Lee Anthony Hampton. Congratulations to the team selected to represent NSW: Jayden Budda-Deen, Jack Goodwin, Isaac Elson, Sophie Foster, Brienna Naden, Ruby Pade, Jasmine Beetson, Ben Goodwin, Asia Khan, Quincy Khan, Jacob Slade, Noah Baylis, Joshua Elson, Mahala Hitchings, Mackenzie Naden, Maddison Honeyman, Aiden Beetson, Chloe Beetson.

**Lee Anthony Hampton**  
*'Serving Our Community'*

## PLAY PROGRAMS (FIRST NATIONS & CULTURALLY DIVERSE PROGRAMS)

With the support of the ATP Cup Legacy Fund our Play Programs continue to be delivered across the state reducing the barriers to tennis participation and supporting the connection of both culturally and linguistically diverse players and Aboriginal and/or Torres Strait Islander players to tennis at selected local venues. The Play Program importantly aims to provide education and resources to tennis providers to ensure program venues are welcoming, safe, and inclusive places for participants. Play Programs have been held in 10 locations over the last 12 months, engaging more than 120 players with weekly programs.

## YOUTH LEADERSHIP

The Tennis NSW Youth Advisory Group (YAG) continue to provide Tennis NSW leadership with direct input from youth on issues of importance to them relating to tennis. Our 2022 Youth Advisory Group members are: Elijah Goh, Kaito Ryan, Angel Cody, Parri Barrele, Molly Quilty, Ruby Sparks, Lauren Williams, Emith De Silva, Mitchell Kwan, Maddison McCormick, Emma Booth, Tiarna Williams, Kajol Chand, Luke Hogan. Future Leaders 2021/22 saw 28 young people from around NSW volunteering their time to deliver a project in the tennis community with the support of their local tennis provider. To support our Future Leaders, Tennis NSW run a series of webinars, workshops and virtual check in's to ensure that participants develop skills, knowledge and build the confidence to make a difference in the tennis community. Two workshops took place in 2022 in Bathurst, Central NSW and in Sydney. Our future leaders over the past 6 years have contributed over 2000 volunteer hours to local tennis initiatives.

## 06 | OUR TEAM

### EXECUTIVE

**Darren Simpson** – Chief Executive Officer  
**Karen de Ridder** – Office Manager & Executive Assistant  
**Chris Woodland** – Head of Tennis Development  
**Jaslyn Hewitt-Shehadie** – Head of Tennis Operations & Pathways  
**Matt Allen** – Head of Policy, Integrity & Risk  
**Nikita Sayle** – Head of Inclusion, Diversity & Programming  
**Tiarna Spice** – Head of Marketing, Communications & Member Engagement  
**Dora Rosa** – Venue Operations Manager

### MARKETING, COMMUNICATIONS & MEMBER ENGAGEMENT

**Brock Waugh** – Marketing Manager  
**Madeline Kennan** – Marketing Coordinator

### INCLUSION & DIVERSITY

**Kyah Jones** – Inclusion Manager - Culture & Youth  
**Casey Dellacqua** – Women & Girls Lead

### SYDNEY METRO

**Daniela Scivetti** – Regional Tennis Manager  
**Anthony Napoli** – Tennis Development Officer  
**Mairead Cleary** – Tennis Development Officer  
**Nathan Keys** – Tennis Development Officer  
**Dane-Lucas Kovacevic** – Tennis Development Officer

### NORTHERN NSW

**Sonia Close** - Regional Tennis Manager  
**Ellie Ryan** – Tennis Development Officer  
**Kylie Hunt** – Tennis Development Officer  
**Robert Fitzgerald** – Tennis Development Officer

### CENTRAL NSW

**Andrew Yapp** – Regional Tennis Manager  
**Dylan Dwyer** – Tennis Development Officer  
**Kathy Barber** – Tennis Development Officer  
**Talor Hamilton** - Tennis Development Officer



### SOUTHERN NSW

**Shaun Mulraney** – Regional Tennis Manager  
**Kristina Pejkoic** – Tennis Development Officer  
**Paul New** – Tennis Development Officer  
**Colin Thompson** – Tennis Development Officer

### BUSINESS OPERATIONS

**Gavin Cowan** – Business Operations Manager  
**Madeleine Farac** – Project Lead Business Operations  
**Paul Conroy** – Tennis Delivery Channels Manager  
**Matt Edwards** – Manager Digital and Special Projects

### INFRASTRUCTURE

**Brett Pettersen** – Infrastructure & Planning Manager

### COACH DEVELOPMENT (TENNIS AUSTRALIA)

**Kathy Fahim** – Coach Development Manager  
**Chris Charlton** – Coach Development Coordinator  
**Margaret Parker** – Coach Membership Administrator

### SCHOOL DEVELOPMENT

**Patrick Landy** – School Development Manager

### TENNIS OPERATIONS

**Susan Harris** – State Pathways Manager  
**Allira Smith-Connor** – State Pathways Coordinator  
**Chloe Hule** – Regional Pathways Coordinator (Metro)  
**Karen Muller** – Regional Pathways Coordinator (Southern)  
**Megan McDonagh** – Regional Pathways Coordinator (Northern)  
**Anna Silva** – Pathways Program Coordinator  
**Micaela Angeloni** – Pathways Administrator

### VENUE OPERATIONS & MAJOR EVENTS

**Jessica Parrot** – Events & Functions Coordinator





07 | BOARD OF DIRECTORS

**Melissa Achten** – President (from November 2020) & Miscellaneous Director, 2018 – Present  
**Warren Green** – Vice President & Appointed Director, 2019 – Present  
**Angela Ruchin** – Appointed Director, 2021 – 2021  
**Bernadette McLoughlin** – Appointed Director, 2022 – Present  
**Brett Bevan** – Country Director,

2020 - Present  
**Brian Morris** – Metro Director, 2018 - 2021  
**Errol Carney** – Country Director, 2020 – Present  
**Lindi-May Lochner** – Appointed Director, 2022 – Present  
**Robert Nienhuis** – Court Operator Director, 2020 - Present  
**Ron Heinrich AM** – Metro Director,

2020 – Present  
**Wayne Pascoe** – Metro Director, 2021 – Present  
**Wayne Swaysland** – Miscellaneous Director, 2018 – Present

08 | OFFICE BEARERS

**PRESIDENT:**  
**M Achten** 2020 – present

**GENERAL SECRETARIES:**  
**H McLean** 2020 – 2022  
**D Simpson** 2022 – Present

09 | LIFE MEMBERS

**1965**  
Jack Chalmers\*  
Floris Conway\*  
**1968**  
Alex Colvin\*  
Clifford Sproule OBE\*  
Esca Stephens MBE\*  
**1969**  
George Sample\*  
**1970**  
Dorothy Dingle\*  
Allan McAndrew\*  
Jack McCall\*  
**1971**  
Charles Donohoe\*  
Roy Phillis\*  
HC (Dick) Seddon\*  
**1974**  
Reginald Gostelow\*  
Sylvia Harper\*  
H Robert Paxton\*  
**1976**  
Cecil Morgan  
**1977**  
John Bromwich\*  
John Crawford OBE\*  
Lewis Hoad\*  
Henry Hopman OBE\*  
Adrian Quist\*  
Ken Rosewall MBE AM

**1978**  
James Leggatt\*  
James Russell MBE AM\*  
**1980**  
WV Austin  
**1981**  
Hon LA North AM\*  
KC Sheel OAM  
**1982**  
Dorn Fogarty OAM\*  
AD Gray OAM\*  
**1984**  
Geoff Pollard AM  
**1985**  
Thelma Coyne Long\*  
**1986**  
Victor Taylor QPM\*  
**1987**  
Iris Mason\*  
John Newcombe AO OBE  
**1988**  
Des Nicholl AM  
**1990**  
Tony Roche AO OBE  
**1994**  
Jaon Bathurst\*  
Lesley Bowrey AM  
Margaret Court AO MBE  
Evonne Goolagong-Cawley AO OBE  
Jan O'Neill OAM

**1997**  
John Whittaker OAM  
**1997**  
John Bergmann OAM  
**2003**  
Beryl Collier\*  
**2004**  
Stan Pedersen  
**2005**  
Ken Rose  
Paul Wigney\*  
**2007**  
Carol Langsford OAM  
Todd Woodbridge OAM  
**2012**  
Brian Armstrong  
Mick Parslow OAM  
**2013**  
Harry Beck  
**2014**  
Wendy Saville  
**2016**  
Greg Doyle

*\*Deceased*





# 10 | FINANCIALS

## TENNIS NEW SOUTH WALES LIMITED DIRECTORS' REPORT

FOR THE YEAR ENDED 30 JUNE 2022

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 2022 and the auditor's report thereon.

### 1. DIRECTORS

DIRECTOR	PERIOD AS DIRECTOR
Ms M. Achten, Sports Administrator (President)	20.11.18 to present
Mr B. Morris, Retired	20.11.18 to 23.11.21
Mr W. Swaysland, Travel Industry Consultant	20.11.18 to present
Mr W. Green, Management Consultant and Company Director	02.07.19 to present
Mr B. Bevan, Tennis Operator	24.11.20 to present
Mr E. Carney, Tennis Operator	24.11.20 to present
Mr R. Heinrich, Lawyer	24.11.20 to present
Mr R. Nienhuis, Management Consultant and Company Director	24.11.20 to present
Ms A. Ruchin, Certified Practicing Accountant	10.08.21 to 12.11.21
Mr W. Pascoe, Property Advisor	23.11.21 to present
Ms LM. Lochner, Chartered Accountant & Company Secretary	11.04.22 to present
Ms B. McLoughlin, General Manager	11.04.22 to present
CHIEF EXECUTIVE OFFICER	
Mr L. Robertson	07.06.17 to 29.10.21
Mr D. Simpson	16.12.21 to present

### RELATED PARTIES

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

### 2. 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 / AUDIT, RISK & INVESTMENT COMMITTEE*		INVESTMENT ADVISORY COMMITTEE*		NOMINATION REMUNERATION & GOVERNANCE COMMITTEE		METRO SYDNEY MANAGEMENT COMMITTEE		TENNIS COUNTRY MANAGEMENT COMMITTEE	
	A	B	A	B	A	B	A	B	A	B	A	B
M. Achten	13	13	-	-	-	-	5	5	-	-	-	-
B. Bevan	13	13	-	-	-	-	5	5	-	-	6	6
E. Carney	13	11	-	-	-	-	-	-	-	-	6	6
W. Green	13	10	9	9	3	2	-	-	-	-	-	-
R. Heinrich	13	12	9	9	-	-	-	-	5	5	-	-
L.M. Lochner	2	2	2	2	-	-	-	-	-	-	-	-
B. McLoughlin	2	2	-	-	-	-	1	1	-	-	-	-
B. Morris	7	6	-	-	3	3	-	-	3	3	-	-
R. Nienhuis	13	11	9	8	3	2	-	-	-	-	3	1
W. Pascoe	8	8	-	-	-	-	2	2	2	2	-	-
A. Ruchin	4	3	2	2	-	-	-	-	-	-	-	-
W. Swaysland	13	12	-	-	-	-	5	5	5	5	-	-

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

B - Number of meetings attended

\*In December 2021 the Board determined to merge the Audit & Risk Committee with the Investment Advisory Committee, with the new body known as the Audit, Risk & Investment Committee.

### 3. 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 Hannah McLean (Tennis NSW Head of Governance, Integrity & Risk) from the commencement of the financial year until 9 February 2022. Darren Simpson (Tennis NSW Chief Executive Officer) was appointed as the Company Secretary, with effect from 31 January 2022.



## 4. THE COMPANY, OBJECTIVES, STRATEGIC DIRECTION AND RISKS

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 July 2021, the Company published its refreshed strategic plan: Vision 2025. In this strategic plan, the Company outlined its purpose, role and key strategic pillars and strategic foundations for the next four years. The purpose of the Company is to foster a love of tennis in every NSW community. Its role is to inspire, empower and engage the NSW tennis family to help grow our game. Our ambitions are as follows:

- To be Australia's #1 sport for life
- To be Australia's #1 performing state on-court
- To be recognised as one of Australia's leading State Sporting Organisations

Vision 2025 also outlines that in order to deliver on our strategic plan, we will once again work in close partnership with our Clubs, Coaches and Councils to best serve our Players, Parents and our valued Volunteer workforce.

### STRATEGIC PILLARS

- Play – To support Clubs and Coaches to get more people playing tennis more often
- Places – To assist Clubs, Coaches and Councils to invest in and operate sustainable venues
- Pathways – To build a performance pathway that will support the development of NSW's best talent at State, National and International level

### STRATEGIC FOUNDATIONS

- Promote & Connect – To promote our sport and connect with our tennis family with meaning and passion
- Future Proof – To ensure our governance, finances and culture are best practice and perfectly placed to support the Company into the future

In February 2020 as part of an annual strategy and risk planning process, the Board, together with Senior Management, identified key strategic risks facing Tennis NSW, including:

- Financial;
- Member;
- Participation;
- Child Safety;
- Employee; and
- Governance

The Board continue to monitor the risks and potential impact of the COVID-19 pandemic through the Audit, Risk & Investment Committee regularly meeting with Senior Management to agree and monitor contingency plans.

## 5. 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.

## 6. PERFORMANCE MEASURES

The Company measures its performance based on its ability to promote the sport of Tennis in NSW and increase numbers of participation. The key performance measures include the number of players engaging in competition and events, participation across various demographics throughout the state, the number of affiliated Clubs and investment in infrastructure, professional and grassroots tennis.

## 7. OPERATING AND FINANCIAL REVIEW

The Company's net result for the year ended 30 June 2022 was a deficit of \$3,917,484 (2021: surplus of \$424,664).

During the financial year, the Company received COVID-19 government support in the form of JobSaver payments, which ceased in November 2021.

Before considering realised investment income, the operating deficit excluding depreciation and amortisation was (\$200,276) (2021: \$606,220). The directors believe a continuing focus on cost control will be essential for the Company's performance as the potential long-term impacts of the COVID-19 crisis on revenue are realised in future financial years.

## 8. SIGNIFICANT CHANGES IN THE STATE OF AFFAIRS

In the opinion of the directors there were no significant changes in the state of affairs of the Company that occurred during the financial year under review.

## 9. LIKELY DEVELOPMENTS

The COVID-19 pandemic has undoubtedly provided a fresh set of challenges for the management and governance of the Company in both the short and the medium term. The Company's approach to financial management coming out of the pandemic is to continue to pursue the Vision 2025 strategic plan, noting that its long-term planning will be dependent on the size and scale of the Australian Open tournament, which is due to be staged in Melbourne in January 2023. The Company is reliant on Tennis Australia, as its principal source of funding, to support the Company's operations, staffing and programming and it has built its plans on a range of financial scenarios that it may face in the next 12- 24 months.

The Company's focus will continue to be on maximising its support of the Membership, managing its costs base and cash position. The Company will continue to explore ways to encourage and facilitate the growth and success of tennis clubs and coaches and to assist councils to invest in and support sustainable tennis venues. At the same time, the Company will ensure that it takes all appropriate steps to promote the wellbeing and development of the Company's employees.

The Company is fortunate to have substantial reserves. Given the impact of the pandemic on the financial position and projections of Tennis Australia, it will be necessary for the Company to call upon those reserves to support the business over the next 12-24 months, in addition to utilising an approved amount to help improve tennis facilities across NSW. While neither the Directors nor the Management of the Company have any concern about the ongoing solvency of the Company, the Board recognises the imperative of managing the use of the reserves in a prudent manner.

During 2019, the Company received \$50,500,000 plus GST and interest from Sydney Olympic Park Authority (SOPA) to be spent on redevelopment of the Ken Rosewall Arena. As a result of this, Tennis NSW are now responsible for the ongoing management and maintenance of the entire Sydney Olympic Park Tennis Centre site. At the time of writing, an application to the NSW Government's WestInvest Fund is pending which, if successful, would provide funding for Stage 2 of the proposed project first approved in 2018.

## 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 and legal expense insurance for current and former directors and officers of the Company. The continuity of insurance has been maintained during the year.

## 12. LEAD AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT

The lead auditor's independence declaration is located at page 39.

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

Nil.

## 14. MEMBERS EQUITY

The Company is incorporated under the Corporations Act 2001 and is an entity limited by guarantee. If the Company is wound up, the constitution states that each member is required to contribute a maximum of \$20.00 each towards meeting any obligations of the Company. At 30 June 2022 the number of members was 486 (2021: 485).

## 15. 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:



**M. Achten**  
President



**W. Green**  
Vice President  
Chair of the Audit,  
Risk & Investment  
Committee

Dated at Sydney 18<sup>th</sup> day of October 2022.

## AUDITORS REPORT

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 director for the audit of the financial statements of Tennis New South Wales Limited for the financial year ended 30 June 2022, 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 Audit Pty Ltd



**Joseph Santangelo**  
Director  
18 October 2022



**TENNIS NEW SOUTH WALES LIMITED**  
**STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME**  
**FOR THE YEAR ENDED 30 JUNE 2022**

	NOTE	2022	2021
Revenue		2,802,098	2,068,013
<b>Total revenues</b>	4	<b>2,802,098</b>	<b>2,068,013</b>
Other income		3,894,879	3,418,011
<b>Total other income</b>	5	<b>3,894,879</b>	<b>3,418,011</b>
<b>Expenses</b>			
Administration expenses		646,623	453,369
Legal, professional and settlement expenses		264,643	322,770
Marketing expenses		140,451	188,921
Salaries and related expenses		4,029,327	4,114,087
Tennis development expenses		534,283	172,321
Tournaments and competitions expenses		118,130	165,853
Venue expenses		3,800,207	3,331,319
Other expenses		51,456	22,013
<b>Total expenses</b>	6	<b>9,585,120</b>	<b>8,770,653</b>
<b>Operating (deficit)</b>		<b>(2,888,144)</b>	<b>(3,284,629)</b>
Finance income		1,089,286	3,910,900
Finance costs		(2,118,626)	(201,607)
<b>Net finance (costs)/income</b>	7	<b>(1,029,340)</b>	<b>3,709,293</b>
<b>(Deficit)/Surplus for the year</b>		<b>(3,917,484)</b>	<b>424,664</b>

The statement of profit or loss and other comprehensive income is to be read in conjunction with the notes to the financial statements.

**TENNIS NEW SOUTH WALES LIMITED**  
**STATEMENT OF FINANCIAL POSITION**  
**AS AT 30 JUNE 2022**

	NOTE	2022	2021
<b>ASSETS</b>			
Cash and cash equivalents	9a	1,846,240	1,337,082
Cash held for provisions	9b	674,683	408,735
Trade and other receivables	10	1,281,723	1,222,519
Other assets	11	47,076	14,148
<b>Total current assets</b>		<b>3,849,722</b>	<b>2,982,484</b>
Financial assets		17,217,317	19,114,928
Intangible assets		49,652	247,542
Property, plant and equipment		48,180,326	50,350,126
Right-of-use assets		2,476,262	2,591,437
<b>Total non-current assets</b>		<b>67,923,557</b>	<b>72,304,033</b>
<b>Total assets</b>		<b>71,773,279</b>	<b>75,286,517</b>
<b>Liabilities</b>			
Trade payables and other payables	16	882,825	435,452
Employee benefits	17	361,410	289,727
Income received in advance	18	550,549	660,030
Other liabilities	19	124,007	284,940
Provisions	20	631,169	408,735
Lease liabilities	21	79,414	76,360
<b>Total current liabilities</b>		<b>2,629,374</b>	<b>2,155,244</b>
Employee benefits	17	63,633	54,105
Lease liabilities	21	2,540,348	2,619,760
<b>Total non-current liabilities</b>		<b>2,603,981</b>	<b>2,673,865</b>
<b>Total liabilities</b>		<b>5,233,355</b>	<b>4,829,109</b>
<b>Net assets</b>		<b>66,539,924</b>	<b>70,457,408</b>
<b>Members' equity</b>			
Retained earnings		1,654,079	2,339,553
Grassroots and facilities reserve		18,879,410	20,055,132
KRA leasehold improvements reserve		46,006,435	48,062,723
<b>Total members' equity</b>		<b>66,539,924</b>	<b>70,457,408</b>

The statement of financial position is to be read in conjunction with the notes to the financial statements.



## TENNIS NEW SOUTH WALES LIMITED

### STATEMENT OF CHANGES IN EQUITY

AS AT 30 JUNE 2022

	GRASSROOTS & FACILITIES RESERVE	KRA LEASEHOLD IMPROVEMENTS RESERVE	RETAINED EARNINGS	TOTAL EQUITY
<b>Balance at 1 July 2020</b>	<b>16,888,416</b>	<b>-</b>	<b>53,144,328</b>	<b>70,032,744</b>
<b>Total comprehensive income for the period</b>				
Surplus for the year	-	-	424,664	424,664
Unrealised gain on financial assets	2,623,805	-	(2,623,805)	-
Transfer in/(out) of fund income	877,159	-	(877,159)	-
Realised gain on sale of financial assets	314,642	-	(314,642)	-
Fund income distributed to Operations	(648,890)	-	648,890	-
Transfer from retained earnings: net KRA project revenue	-	51,141,389	(51,141,389)	-
Transfer from retained earnings: accumulated depreciation	-	(3,078,666)	3,078,666	-
<b>Balance at 30 June 2021</b>	<b>20,055,132</b>	<b>48,062,723</b>	<b>2,339,553</b>	<b>70,457,408</b>
<b>Balance at 1 July 2021</b>	<b>20,055,132</b>	<b>48,062,723</b>	<b>2,339,553</b>	<b>70,457,408</b>
<b>Total comprehensive income for the period</b>				
Surplus for the year	-	-	(3,917,484)	(3,917,484)
Unrealised loss on financial assets	(1,906,882)	-	1,906,882	-
Transfer in/(out) of fund income	710,843	-	(710,843)	-
Realised gain on sale of financial assets	270,317	-	(270,317)	-
Fund income distributed to Operations	(250,000)	-	250,000	-
Transfer to retained earnings: accumulated depreciation	-	(2,056,288)	2,056,288	-
<b>Balance at 30 June 2022</b>	<b>18,879,410</b>	<b>46,006,435</b>	<b>1,654,079</b>	<b>66,539,924</b>

The statement of changes in equity is to be read in conjunction with the notes to the financial statements.

## TENNIS NEW SOUTH WALES LIMITED

### STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 30 JUNE 2022

	NOTE	2022	2021
<b>Cash flows from operating activities</b>			
Cash receipts from customers		5,656,264	4,962,320
Cash receipts from Government		1,031,214	1,185,850
Cash paid to suppliers and employees		(7,148,488)	(6,513,850)
Interest received		363	669
<b>Net cash used in operating activities</b>	22a	<b>(460,647)</b>	<b>(365,011)</b>
<b>Cash flows from investing activities</b>			
Dividends and interest received relating to investments		1,001,661	681,679
Proceeds from investments		1,998,416	2,273,694
Purchases of investments		(1,737,528)	(1,995,867)
Payments for investment management		(107,763)	(94,625)
Acquisition of property, plant and equipment and intangibles		(204,640)	(11,048)
<b>Net cash from investing activities</b>		<b>950,146</b>	<b>853,833</b>
<b>Cash flows from financing activities</b>			
Lease payments (principal and interest)		(180,341)	(168,246)
<b>Net cash used in financing activities</b>		<b>(180,341)</b>	<b>(168,246)</b>
Net increase in cash and cash equivalents		309,158	320,576
Cash and cash equivalents at 1 July		1,337,082	1,216,506
Impact of Sinking Fund contribution		200,00	(200,000)
<b>Cash and cash equivalents at 30 June</b>	22b	<b>1,846,240</b>	<b>1,337,082</b>

The statement of cash flows is to be read in conjunction with the notes to the financial statements





## TENNIS NEW SOUTH WALES LIMITED

### NOTES TO THE FINANCIAL STATEMENTS

#### 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 general purpose financial statements have been prepared in accordance with the Australian Accounting Standard - Simplified Disclosures issued by the Australian Accounting Standards Board (‘AASB’) and the Corporations Act 2001, as appropriate for not-for-profit oriented entities.

The Company has adopted the revised Conceptual Framework from 1 July 2021. The Conceptual Framework contains new definition and recognition criteria as well as new guidance on measurement that affects several Accounting Standards, but it has not had a material impact on the Company’s financial statements.

The Company has adopted AASB 1060 General Purpose Financial Statements - Simplified Disclosures for For-Profit and Not-for-Profit Tier 2 Entities from 1 July 2021. The standard provides a new Tier 2 reporting framework with simplified disclosures that are based on the requirements of IFRS for SMEs. As a result, there is increased disclosure in these financial statements for key management personnel and related parties.

The financial statements were approved by the Board of Directors on 18th October 2022.

##### (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.

##### (E) COMPARATIVES

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

##### (F) GOING CONCERN

As noted in Note 26, the Company is reliant upon Tennis Australia and receives grant funding that forms an integral part of the funding required for the Company to achieve its short and long term objectives. In the unlikely event that grant funding from Tennis Australia should cease, or be reduced, it is the view of the Directors that the Company would still be able to continue meeting the above objectives, albeit to a lesser extent.

The Directors have concluded that it is appropriate that these financial statements are prepared on a going concern basis, taking regard of the above and while acknowledging the uncertainties around forecasting financials in the COVID-19 environment. The Directors acknowledge that such uncertainties do not represent material uncertainties related to going concern.



### 3. SIGNIFICANT ACCOUNTING POLICIES

#### (A) FINANCIAL INSTRUMENTS

##### i) Recognition, initial measurement of derecognition

Financial assets and financial liabilities are recognised when the Company becomes a party to the contractual provisions of the financial instrument, and are measured initially at fair value adjusted by transaction costs, except for those carried at fair value through profit or loss, which are measured initially at fair value. Subsequent measurement of financial assets and financial liabilities are described below. Financial assets are derecognised when the contractual rights to the cash flows from the financial asset expire, or when the financial asset and all substantial risks and rewards are transferred. A financial liability is derecognised when it is extinguished, discharged, cancelled or expires.

##### (ii) Classification and subsequent measurement of financial assets

Except for those trade receivables that do not contain a significant financing component and are measured at the transaction price, all financial assets are initially measured at fair value adjusted for transaction costs (where applicable).

For the purpose of subsequent measurement, financial assets other than those designated and effective as hedging instruments are classified into the following categories upon initial recognition:

- Amortised cost
- Fair value through profit or loss (FVPL)
- Equity instruments at fair value through other comprehensive income (FVOCI)

All income and expenses relating to financial assets that are recognised in profit or loss are presented within finance costs, finance income or other financial items, except for impairment of trade receivables which is presented within other expenses.

Classifications are determined by both:

- The Company's business model for managing the financial asset
- The contractual cash flow characteristics of the financial assets

##### (iii) Subsequent measurement of financial assets

*Financial assets at amortised cost*

Financial assets are measured at amortised cost if the assets meet the following conditions (and are not designated as FVPL):

- They are held within a business model whose objective is to hold the financial assets and collect its contractual cash flows
- The contractual terms of the financial assets give rise to cash flows that are solely payments of principal and interest on the principal amount outstanding

After initial recognition, these are measured at amortised cost using the effective interest method. Discounting is omitted where the effect of discounting is immaterial. The Company's cash and cash equivalents, trade and most other receivables fall into this category of financial instrument as well as long-term deposits that were previously classified as loans and receivables under AASB 139. The Company do not hold any financial assets at FVOCI.

##### (iv) Loans and receivables

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

##### (v) Cash and cash equivalents

Cash and cash equivalents comprise cash balances and call deposits with maturities of three months or less from the acquisition date that are subject to an insignificant risk of changes in their fair value, and are used by the Company in the management of its short-term commitments.

##### (vi) Non-derivative financial liabilities

The Company has the following non-derivative financial liabilities: trade and other payables.

Financial liabilities are initially measured at fair value, and, where applicable, adjusted for transaction costs unless the Company designated a financial liability at fair value through profit or loss.

Subsequently, financial liabilities are measured at amortised cost using the effective interest method except for derivatives and financial liabilities designated at FVPL, which are carried subsequently at fair value with gains or losses recognised in profit or loss.

All interest-related charges and, if applicable, changes in an instrument's fair value that are reported in profit or loss are included within finance costs or finance income.

#### (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	3 - 20 years
• Plant and equipment	1 - 20 years
• Courts & court equipment	5 - 25 years
• SOPTC Grounds	10 - 20 years
• Australian Tennis Museum (ATM)	2 - 20 years
• KRA leasehold Improvements	20 - 25 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
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Amortisation methods, useful lives and residual values are reviewed each reporting date and adjusted if appropriate.

#### (D) IMPAIRMENT

##### (i) Financial assets (including receivables)

AASB 9's impairment requirements use more forward-looking information to recognise expected credit losses - the 'expected credit losses (ECL) model'. Instruments within the scope of the new requirements include loans and other debt-type financial assets measured at amortised cost.

The Company makes use of a simplified approach in accounting for trade and other receivables and records the loss allowance at the amount equal to the expected lifetime credit losses. In using this practical expedient, the Company uses its historical experience, external indicators and forward-looking information to calculate the expected credit losses using a provision matrix.



**(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.

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. 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 employee 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) INCOME RECEIVED IN ADVANCE**

The liability for income received in advance is the unutilised amounts of grants/other revenue received on the condition that specified services are delivered or conditions are fulfilled. The services are usually provided or the conditions usually fulfilled within 12 months of receipt of the grant. Where the amount received is in respect of services to be provided over a period that exceeds 12 months after the reporting date or the conditions will only be satisfied more than 12 months after the reporting date, the liability is discounted and presented as non-current.

**(G) 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.

**(H) REVENUE AND OTHER INCOME****(i) Revenue recognition policy for revenue from contracts with customers (AASB 15)**

AASB 15 requires revenue to be recognised when control of a promised good or service is passed to the customer at an amount which reflects the expected consideration. The customer for these contracts is the fund provider.

Revenue is recognised by applying a five-step model as follows:

- 1) Identify the contract with the customer
- 2) Identify the performance obligations
- 3) Determine the transaction price
- 4) Allocate the transaction price
- 5) Recognise revenue

Generally, the timing of the payment for sale of goods and rendering of services corresponds closely to the timing of satisfaction of the performance obligations, however where there is a difference, it will result in the recognition of a receivable, contract asset or contract liability.

None of the revenue streams of the Company have any significant financing terms as there is less than 12 months between receipt of funds and satisfaction of performance obligations. Costs are recognised on an accrual basis.

*Grant income from Government*

Grant income arising from an agreement which contains enforceable and sufficiently specific performance obligations is recognised when control of each performance obligation is satisfied. This is generally the case for the monies from the Government and the performance obligations are varied based on the agreement. Within grant agreements there may be some performance obligations where control transfers at a point in time and others which have continuous transfer of control over the life of the contract.

Where control is transferred over time, generally the revenue is recognition based on either cost or time incurred which best reflects the transfer of control.

*Affiliation fees*

Revenue from affiliation fees is recognised in the profit or loss in proportion to the stage of completion of the transaction at the reporting date. The stage of completion is assessed by reference to the period to which membership relates.

*Venue hire*

Revenue from venue hire is recognised in the profit or loss in proportion to the stage of completion of the transaction at the reporting date. The stage of completion is assessed by reference to the period to which venue hire relates.

**(ii) Revenue recognition policy for revenue streams which are either not enforceable or do not have sufficiently specific performance obligations (AASB 1058)***Grant income*

Assets arising from grants in the scope of AASB 1058 are recognised at their fair value when the asset is received. These assets are generally cash but may be property which has been donated or sold to the Company at significantly below its fair value.

Once the asset has been recognised, the Company recognises any related liability amounts. Subsequent to recognition of the assets and liabilities, income is recognised for any difference between the recorded amounts.

*Volunteer services*

The Company has elected not to record volunteer services in the financial statements. Volunteer services received relate to accounting, human resources, legal and information technology resources from Tennis Australia, as well as volunteers assisting in the organising and running of tennis events throughout NSW.

**(iii) Significant estimate and judgements relating to revenue**

For many of the grant agreements received, the determination of whether the contract includes sufficiently specific performance obligations was a significant judgement involving discussions with several parties at the Company, review of the proposal documents prepared during the grant application phase and consideration of the terms and conditions.

Grants received by the Company have been accounted for under both AASB 15 and AASB 1058 depending on the terms and conditions and decisions made.

If this determination was changed then the revenue recognition pattern would be different from that recognised in this financial report.

**(I) LEASES**

At inception of a contract, the Company assesses whether a contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. To assess whether a contract conveys the right to control the use of an identified asset, the Company uses the definition of a lease in AASB 16.

**(i) As a lessee***Initial recognition and measurement*

At commencement or on modification of a contract that contains a lease component, the Company allocates the consideration in the contract to each lease component on the basis of its relative standalone prices. However, for the leases of property the Company has elected not to separate non-lease components and account for the lease and non-lease components as a single lease component.

The Company recognises a right-of-use asset and a lease liability at the lease commencement date. The right-of-use asset is initially measured at cost, which comprises the initial amount of the lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an



estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentives received.

The right-of-use asset is subsequently depreciated using the straight-line method from the commencement date to the end of the lease term, unless the lease transfers ownership of the underlying asset to the Company by the end of the lease term or the cost of the right-of-use asset reflects that the Company will exercise a purchase option. In that case the right-of-use asset will be depreciated over the useful life of the underlying asset, which is determined on the same basis as those of property and equipment. In addition, the right-of-use asset is periodically reduced by impairment losses, if any, and adjusted for certain re-measurements of the lease liability.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Company's incremental borrowing rate. Generally, the Company uses its incremental borrowing rate as the discount rate.

The Company determines its incremental borrowing rate by obtaining interest rates from various external financing sources and makes certain adjustments to reflect the terms of the lease and type of the asset leased. Lease payments included in the measurement of the lease liability comprise the following:

- fixed payments, including in-substance fixed payment;
- variable lease payments that depend on an index or a rate, initially measured using the index or rate as at the commencement date;
- amounts expected to be payable under a residual value guarantee; and
- the exercise price under a purchase option that the Company is reasonably certain to exercise, lease payments in an optional renewal period if the Company is reasonably certain to exercise an extension option, and penalties for early termination of a lease unless the Company is reasonably certain not to terminate early.

The lease liability is measured at amortised cost using the effective interest method. It is remeasured when there is a change in future lease payments arising from a change in an index or rate, if there is a change in the Company's estimate of the amount expected to be payable under a residual value guarantee, if the Company changes its assessment of whether it will exercise a purchase, extension or termination option or if there is a revised in-substance fixed lease payment.

When the lease liability is remeasured in this way, a corresponding adjustment is made to the carrying amount of the right-of-use asset, or is recorded in profit or loss if the carrying amount of the right-of-use asset has been reduced to zero. The Company presents right-of-use assets that do not meet the definition of investment property in property, plant and equipment and lease liabilities in loans and borrowings in the statement of financial position.

#### *Short-term leases and leases of low-value assets*

The Company has elected not to recognise right-of-use assets and lease liabilities for leases of low-value assets and short-term leases, including IT equipment. The Company recognises the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

At inception or on modification of a contract that contains a lease component, the Company allocates the consideration in the contract to each lease component on the basis of their relative stand-alone prices.

#### *Practical expedient for COVID-19 rent concessions*

The Company received no rent concessions during the year.

#### **(J) 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.

#### **(K) 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.

#### **(L) 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.

#### **(M) NEW ACCOUNTING STANDARD ADOPTED**

The Company has initially adopted the following standard from 1 July 2021:

- AASB 1060 General Purpose Financial Statements - Simplified Disclosures for For-Profit and Not-for-Profit Entities

The above standard did not have any impact on the amounts recognised in prior periods and are not expected to significantly affect the current or future periods.

#### **(N) NEW ACCOUNTING STANDARDS AND INTERPRETATIONS NOT YET ADOPTED**

There are no standards or amendments that have been issued but not yet effective that are expected to have a significant impact on the Company.

The Company has not adopted, and currently does not anticipate adopting any standards prior to their effective dates.

#### **(O) 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.

The Company has not adopted, and currently does not anticipate adopting any standards prior to their effective dates.

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly
- Level 3: unobservable inputs for the asset or liability

Where applicable, further information about the assumptions made in determining fair values is disclosed in the notes specific to that asset or liability.

#### **(P) 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.

#### **(Q) TRADE AND OTHER PAYABLES**

These amounts represent liabilities for goods and services provided to the Company prior to the end of the financial year and which are unpaid. Due to their short-term nature they are measured at amortised cost and are not discounted. The amounts are unsecured and are usually paid within 30 days of recognition.

#### **(R) KRA LEASEHOLD IMPROVEMENTS RESERVE**

This reserve represents the redevelopment of the Ken Rosewall Arena (KRA) project which was completed in 2020 (refer to Note 25). The balance of the reserve reflects the revenue contributions towards the capitalised leasehold improvements, reduced in accordance with amortisation of the asset over the remaining term of the lease.



**(S) CURRENT AND NON-CURRENT CLASSIFICATION**

Assets and liabilities are presented in the statement of financial position based on current and non-current classification.

An asset is classified as current when: it is either expected to be realised or intended to be sold or consumed in the Company's normal operating cycle; it is held primarily for the purpose of trading; it is expected to be realised within 12 months after the reporting period; or the asset is cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least 12 months after the reporting period. All other assets are classified as non-current. A liability is classified as current when: it is either expected to be settled in the Company's normal operating cycle; it is held primarily for the purpose of trading; it is due to be settled within 12 months after the reporting period; or there is no unconditional right to defer the settlement of the liability for at least 12 months after the reporting period. All other liabilities are classified as non-current.

**(T) CRITICAL ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS**

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts in the financial statements. Management continually evaluates its judgements and estimates in relation to assets, liabilities, contingent liabilities, revenue and expenses. Management bases its judgements, estimates and assumptions on historical experience and on other various factors, including expectations of future events, management believes to be reasonable under the circumstances. The resulting accounting judgements and estimates will seldom equal the related actual results. The judgements, estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities (refer to the respective notes) within the next financial year are discussed below.

*Estimation of useful lives of assets*

The Company determines the estimated useful lives and related depreciation and amortisation charges for its property, plant and equipment and finite life intangible assets. The useful lives could change significantly as a result of technical innovations or some other event. The depreciation and amortisation charge will increase where the useful lives are less than previously estimated lives, or technically obsolete or non-strategic assets that have been abandoned or sold will be written off or written down.

*Employee benefits provision*

As discussed in Note 3(e), the liability for employee benefits expected to be settled more than 12 months from the reporting date are recognised and measured at the present value of the estimated future cash flows to be made in respect of all employees at the reporting date. In determining the present value of the liability, estimates of attrition rates and pay increases through promotion and inflation have been taken into account.

*Incremental borrowing rate*

Where the interest rate implicit in a lease cannot be readily determined, an incremental borrowing rate is estimated to discount future lease payments to measure the present value of the lease liability at the lease commencement date. Such a rate is based on what the Company estimates it would have to pay a third party to borrow the funds necessary to obtain an asset of a similar value to the right-of-use asset, with similar terms, security and economic environment.





## 4. REVENUE

	2022	2021
<b>(i) Revenue from contracts with customers</b>		
Affiliation and membership revenue	732,819	715,099
Sponsorship revenue	129,779	142,627
Tournaments and competitions revenue	255,272	292,465
Venue revenue	1,640,516	900,520
Other revenue	43,712	17,302
	<b>2,802,098</b>	<b>2,068,013</b>
<b>(ii) Timing of revenue recognition</b>		
Services transferred at a point in time	1,939,500	1,210,287
Services transferred over time	862,598	857,726
	<b>2,802,098</b>	<b>2,068,013</b>

## 5. OTHER INCOME

Revenue recognised under AASB 1058 *Income of NFP entities*

	2022	2021
Government funding - operating	358,577	150,129
Government COVID-19 support (JobSaver, JobKeeper & Cash Flow Boost)	525,848	921,850
Tennis Australia funding	3,010,453	2,346,032
	<b>3,894,878</b>	<b>3,418,011</b>

## 6. OTHER EXPENSES

Net (deficit)/surplus the following specific expenses:

	2022	2021
Depreciation expense:		
Leasehold buildings and stands	220,489	215,515
Plant and equipment	52,590	47,560
Courts & court equipment	43,640	43,640
Australian Tennis Museum assets	1,433	1,433
KRA leasehold improvements	2,056,288	2,056,288
Leases	115,175	115,472
Amortisation of intangibles	197,890	198,501
Maintenance expenditure	512,107	355,747
Utilities	148,609	45,285

## 7. NET FINANCE INCOME/(COSTS)

	2022	2021
Interest income on bank deposits	363	669
Investment income on investments at fair value through profit or loss	818,606	971,784
Net realised gain in fair value of investments through profit or loss	270,317	314,642
Net unrealised gain in fair value of investments through profit or loss	-	2,623,805
<b>Finance income</b>	<b>1,089,286</b>	<b>3,910,900</b>
Investment management fees	(107,763)	(94,625)
Net unrealised loss in fair value of investments through profit or loss	(1,906,882)	-
Interest on lease liabilities	(103,981)	(106,982)
Finance costs	(2,118,626)	(201,607)
<b>Net finance income/(costs)</b>	<b>(1,029,340)</b>	<b>3,709,293</b>

## 8. AUDITOR'S REMUNERATION

	2022	2021
<b>Auditors of the Company</b>		
<i>Nexia Sydney Audit Pty Ltd</i>		
Audit of financial reports and ancillary charges	43,400	35,000
	<b>43,400</b>	<b>35,000</b>

## 9. CASH AND CASH EQUIVALENTS & CASH HELD FOR PROVISIONS

	2022	2021
<b>(a) Cash and cash equivalents</b>		
Bank balances	488,482	634,469
Deposits at call	170,381	420,019
Cash investments	1,187,377	282,594
	<b>1,846,240</b>	<b>1,337,082</b>
<b>(b) Cash held for provisions*</b>		
Sinking Fund Cash account	416,004	372,165
Other cash accounts held for provisions	258,679	36,570
	<b>674,683</b>	<b>408,735</b>

\*Refer to note 20 and 24 for related provisions

## 10. TRADE RECEIVABLES AND OTHER RECEIVABLES

	2022	2021
Trade receivables	724,337	468,948
Investment income receivable	474,760	657,654
Other receivables	82,626	95,917
	<b>1,281,723</b>	<b>1,222,519</b>



## 11. OTHER ASSETS

	2022	2021
Prepayments	30,138	14,148
GST net receivable	16,938	-
	<b>47,076</b>	<b>14,148</b>

## 12. FINANCIAL ASSETS

	2022	2021
Managed investments designated as fair value through profit or loss	12,273,413	13,410,573
Listed investments designated as fair value through profit or loss	4,943,904	5,704,355
	<b>17,217,317</b>	<b>19,114,928</b>

The listed investments have been valued based on their quoted market prices in active markets.

## 13. INTANGIBLE ASSETS

	2022	2021
Capitalised leasehold costs	7,153,875	7,153,875
Other intangible assets	2,160	2,160
Less: Provision for amortisation	(7,106,383)	(6,908,493)
	<b>49,652</b>	<b>247,542</b>





## 14. PROPERTY, PLANT AND EQUIPMENT

	LEASEHOLD BUILDINGS AND STANDS	PLANT AND EQUIPMENT	COURTS & COURT EQUIPMENT	SOPTC GROUNDS	ATM ASSETS	LEASEHOLD POWELL'S CREEK	KRA LEASEHOLD IMPROVEMENTS	TOTAL
<b>Cost</b>								
Balance at 1 July 2020	3,205,010	1,226,366	342,094	241,648	378,282	110,781	51,141,389	56,645,570
Reclassifications	(27,802)	(304,529)	684,760	(241,648)	-	(110,781)	-	-
Additions	-	2,070	6,818	-	-	-	-	8,888
<b>Balance at 30 June 2021</b>	<b>3,177,208</b>	<b>923,907</b>	<b>1,033,672</b>	<b>-</b>	<b>378,282</b>	<b>-</b>	<b>51,141,389</b>	<b>56,654,458</b>
Balance at 1 July 2021	3,177,208	923,907	1,033,672	-	378,282	-	51,141,389	56,654,458
Additions	134,503	61,020	9,117	-	-	-	-	204,640
Disposals	(14,929)	(142,852)	-	-	(334,848)	-	-	(492,629)
Balance at 30 June 2022	3,296,782	842,075	1,042,789	-	43,434	-	51,141,389	56,366,469
<b>Accumulated depreciation/ amortisation</b>								
Balance at 1 July 2020	(1,270,122)	(808,806)	(256,094)	(100,684)	(371,031)	(110,781)	(1,022,378)	(3,939,896)
Reclassifications	(226,773)	108,503	(93,195)	100,684	-	110,781	-	-
Depreciation charge for the year	(215,515)	(47,560)	(43,640)	-	(1,433)	-	(2,056,288)	(2,364,436)
<b>Balance at 30 June 2021</b>	<b>(1,712,410)</b>	<b>(747,863)</b>	<b>(392,929)</b>	<b>-</b>	<b>(372,464)</b>	<b>-</b>	<b>(3,078,666)</b>	<b>(6,304,332)</b>
Balance at 1 July 2021	(1,712,410)	(747,863)	(392,929)	-	(372,464)	-	(3,078,666)	(6,304,332)
Depreciation charge for the year	(220,489)	(52,590)	(43,640)	-	(1,433)	-	(2,056,288)	(2,374,440)
Disposals	14,929	142,852	-	-	334,848	-	-	492,629
<b>Balance at 30 June 2022</b>	<b>(1,917,970)</b>	<b>(657,601)</b>	<b>(436,569)</b>	<b>-</b>	<b>(39,049)</b>	<b>-</b>	<b>(5,134,954)</b>	<b>(8,186,143)</b>
<b>Carrying amounts</b>								
Balance at 1 July 2020	1,934,888	417,560	86,000	140,964	7,251	-	50,119,011	52,705,674
<b>Balance at 30 June 2021</b>	<b>1,464,798</b>	<b>176,044</b>	<b>640,743</b>	<b>-</b>	<b>5,818</b>	<b>-</b>	<b>48,062,723</b>	<b>50,350,126</b>
Balance at 1 July 2021	1,464,798	176,044	640,743	-	5,818	-	48,062,723	50,350,126
<b>Balance at 30 June 2022</b>	<b>1,378,812</b>	<b>184,474</b>	<b>606,220</b>	<b>-</b>	<b>4,385</b>	<b>-</b>	<b>46,006,435</b>	<b>48,180,326</b>



## 15. RIGHT-OF-USE ASSETS

(i) Amounts recognised within the statement of financial position

	2022	2021
Property	2,813,787	3,392,022
Additions and reassessments to right-of-use assets	-	(578,235)
Accumulated depreciation	(350,851)	(241,387)
	<b>2,462,936</b>	<b>2,572,400</b>
Equipment	28,541	28,541
Accumulated depreciation	(15,215)	(9,504)
	<b>13,326</b>	<b>19,037</b>
Total right-of-use assets	<b>2,476,262</b>	<b>2,591,437</b>

The Company leases a property and a photocopier. The property, Sydney Olympic Park Tennis Centre, runs until 2044, assuming all extension options will be exercised. The photocopier lease operates until 2024 and has no extension options.

## 16. TRADE AND OTHER PAYABLES

	2022	2021
Trade payables	356,813	60,440
Other payables and accrued expenses	526,012	375,012
	<b>882,825</b>	<b>435,452</b>

## 17. EMPLOYEE BENEFITS

	2022	2021
<b>Current</b>		
Provision for long-service leave	50,372	58,867
Provision for annual leave	311,038	230,860
	<b>361,410</b>	<b>289,727</b>
<b>Non-current</b>		
Provision for long-service leave	63,633	54,105
	<b>63,633</b>	<b>54,105</b>

A reconciliation for each class of employee benefits is provided below.

	LONG SERVICE LEAVE	ANNUAL LEAVE
Opening Balance	112,973	230,860
Provisions made during the year	42,113	149,345
Provisions paid during the year	(41,081)	(69,167)
<b>Balance as of 30 June 2022</b>	<b>114,005</b>	<b>311,038</b>

## 18. INCOME RECEIVED IN ADVANCE

	2022	2021
Affiliation & memberships	376,195	450,890
Government grant income	174,354	139,871
Other income	-	69,269
	<b>550,549</b>	<b>660,030</b>

## 19. OTHER LIABILITIES

	2022	2021
GST net liability	-	107,918
Payroll related accruals	124,007	177,022
	<b>124,007</b>	<b>284,940</b>

## 20. PROVISIONS

	2022	2021
Sinking Fund liability	372,491	372,165
Other provisions	258,678	36,570
	<b>631,169</b>	<b>408,735</b>

A reconciliation for each class of Provision is provided below.

	SINKING FUND	OTHER
Opening Balance	372,165	36,570
Provisions made during the year	326	222,108
<b>Balance as of 30 June 2022</b>	<b>372,491</b>	<b>258,678</b>

The Provisions mentioned above relate to funds held on behalf of the SOPA sinking fund (refer to Notes 8 and 24) and six Regional Matchplay Committees (refer to Note 9).



## 21. LEASE LIABILITIES

	2022	2021
<b>Current</b>		
Property	73,564	70,735
Equipment	5,850	5,625
	<b>79,414</b>	<b>76,360</b>
<b>Non-current</b>		
Property	2,532,181	2,605,745
Equipment	8,167	14,015
	<b>2,540,348</b>	<b>2,619,760</b>
<b>Total lease liabilities</b>	<b>2,619,762</b>	<b>2,696,120</b>

### (I) FUTURE LEASE PAYMENTS

	2022	2021
Less than one year	180,341	180,341
One to five years	704,627	710,903
More than five years	3,046,132	3,220,197
	<b>3,931,100</b>	<b>4,111,441</b>

## 22. RECONCILIATION OF CASH FLOWS FROM OPERATING ACTIVITIES AND CASH AND CASH EQUIVALENTS

### (A) CASH FLOWS FROM OPERATING ACTIVITIES

	NOTE	2022	2021
(Deficit)/Surplus for the period		(3,917,484)	424,664
<i>Adjusted for:</i>			
Depreciation and amortisation		2,687,505	2,678,409
Lease interest		103,981	106,982
Gain on disposal of assets		(270,317)	(314,642)
Unrealised (gain)/loss on financial assets		1,906,882	(2,623,805)
Investment income received or receivable		(710,843)	(877,159)
<b>Operating loss before changes in working capital and provisions</b>		<b>(200,276)</b>	<b>(605,551)</b>
Change in trade and other receivables		(242,098)	(55,921)
Change in income received in advance		(109,481)	659,176
Change in trade and other payables		394,358	(742,230)
Change in other assets		(15,990)	12,621
Change in net GST payable		(124,856)	75,117
Change in provisions and employee benefits		(162,304)	291,777
<b>Net cash used in operating activities</b>		<b>(460,647)</b>	<b>(365,011)</b>

### (B) CASH AND CASH EQUIVALENTS

	NOTE	2022	2021
Bank balances		488,482	634,469
Deposits at call		170,381	420,019
Cash investments		1,187,377	282,594
<b>Cash and cash equivalents in the statement of cash flows</b>	<b>9</b>	<b>1,846,240</b>	<b>1,337,082</b>

## 23. 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, information technology and integrity and compliance 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 \$1,145,098 (2021: \$908,816).

During the year some staff salaries were reimbursed partly by Tennis Australia for roles involved in the ATP Cup.

## 24. CONTINGENT LIABILITIES

### SYDNEY OLYMPIC PARK TENNIS CENTRE SINKING FUND

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 ("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 Sinking Fund, subject to Tennis NSW generating sufficient "Available Cash" to enable it to do so.

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:

- i) the \$50,000 Base Contribution plus the Carried Forward Contribution; and
- ii) "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". 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".

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:

- a) 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;
- b) 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; and
- c) If Tennis NSW generates no Available Cash, or insufficient Available Cash, to meet the Maintenance Obligations, SOPA releases Tennis NSW from such obligations and the amount accumulates until such time as there is available cash.

As a consequence of entering into the VMD, the Board of Tennis NSW has determined that Tennis NSW's 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, to meet the maintenance obligations referred to above.



## CURRENT YEAR

For the year ended 30 June 2022, Tennis NSW incurred negative “Available Cash” and as a result were not required to make a payment to the Sinking Fund. This has resulted in recognising a contingent liability for the Carried Forward Contribution of \$50,000 (2021: nil).

## NATIONAL REDRESS SCHEME

Tennis NSW joined the National Redress Scheme on 25 December 2020, which runs for 10 years from 1 July 2018. At the time of signing, Tennis NSW has not received notice from the Scheme of any active claims. While it is not possible to quantify the potential contingent liability amount, both the Department of Human Services in allowing Tennis NSW to join and the Directors are satisfied that Tennis NSW has the capacity to meet obligations as they may arise.

## 25. KEN ROSEWALL ARENA GRANT

During 2019, the Company received \$50,500,000 plus GST and interest from Sydney Olympic Park Authority (SOPA) to be spent on redevelopment of the Ken Rosewall Arena (KRA) mainly for the construction of a light weight roof over the KRA and the competition courts. The grant received had attached conditions and was for a specific purpose, hence was initially recognised as income in advance at fair value. The grant revenue was recognised as the grant requirements were completed or conditions were met.

Construction was completed in 2020 with revenue contributions towards the redevelopment capitalised as leasehold improvements. The Company was entitled to capitalise the leasehold improvement as an asset as it has control of the asset under the lease agreement with SOPA. This improved asset will enable the Company to generate additional revenue and derive economic benefit from this asset in future. The leasehold improvement asset is being amortised over the remaining term of the lease.

## 26. TENNIS AUSTRALIA FUNDING

The Company, being an associate member of Tennis Australia Limited, receives grant funding from Tennis Australia Limited that forms an integral part of the funding required for the Company to achieve its short and long term objectives.

In the event that grant funding from Tennis Australia Limited should cease, or be reduced, it is the view of the officers that the Company would still be able to continue meeting the above objectives, albeit to a lesser extent.

## 27. SUBSEQUENT EVENTS

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

## TENNIS NEW SOUTH WALES LIMITED DIRECTORS’ DECLARATION

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

(a) the financial statements and notes set out on pages 45 to 64, 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 2022 and its performance for the financial year ended on that date; and
- (ii) complying with Australian Accounting Standards – Simplified Disclosures 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.

Dated at Sydney 18<sup>th</sup> day of October 2022.

Signed in accordance with a resolution of the directors:



**M. Achten**  
President



**W. Green**  
Vice President  
Chair of the Audit,  
Risk & Investment  
Committee

## 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 2022, 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 2022 and of its financial performance for the year then ended; and
- ii) complying with Australian Accounting Standards - Simplified Disclosures 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 & Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants (including Independence Standards)* (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 2022, 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.

#### 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 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\\_responsibilities/ar4.pdf](http://www.auasb.gov.au/auditors_responsibilities/ar4.pdf). This description forms part of our auditor's report.

Nexia Sydney Audit Pty Ltd

Joseph Santangelo

Director

Dated: 18 October 2022



