

# *Tennis Tasmania*

*Annual Report 2012–2013*



## About Us

**Tennis Tasmania** is the governing body of tennis in Tasmania. We promote and facilitate participation in tennis at all levels, and conduct state, national and international tournaments.

**Our Purpose** To grow the sport of tennis in Tasmania

### Our Formula for Success

- **Places to Play**  
*Assist in the development/improvement of tennis facilities*
- **Participation**  
*More people playing more tennis more often*
- **Athlete Development**  
*Identify, develop and funnel into national player pathway*
- **Tournaments and Competitions**  
*Conduct world-class tennis events*

#### AFFILIATED BODIES

Tennis North  
Tennis North-West  
Tennis Officials Australia (Tasmanian Division)

#### PRESIDENT

Peter Armstrong

#### VICE-PRESIDENT

Philip Bowden

#### BOARD MEMBERS

Ian Bouchier  
Julie Fletcher  
Kim Robinson  
Denis Tucker  
Andrew Youl

#### EXECUTIVE DIRECTOR

Mark Handley

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## LIFE MEMBERS

Matthew J H Driessen

William FitzGerald

Viv Holloway OAM

Frances Hudson

Max McMullen

Ross Munro

C A S Page OBE

Tony Ryan

## STATE COACH

Simon Youl

## COMMUNITY DEVELOPMENT OFFICER

Sally Jackson

## CLUB DEVELOPMENT OFFICER

Simonne Allwright

## TOURNAMENTS & COMPETITIONS COORDINATOR

Trent Constance

## REGIONAL DEVELOPMENT OFFICER (NORTH)

Marty Howell

## ADMINISTRATIVE ASSISTANT

Patricia Kirk

**Tennis Tasmania** is the governing body of tennis in Tasmania. We promote and facilitate participation in tennis at all levels, and conduct state, national and international tournaments.

The Tennis Tasmania office is located at:

**Domain Tennis Centre**

2 Davies Ave

Hobart

There are three (3) regional associations within Tennis Tasmania. These bodies are responsible for the co-ordination of tournaments, pennant competitions, club development & workshops, and act as a representative for the region in the conduct of tennis in Tasmania.

**SOUTHERN REGION**

Cygnet Tennis Club

Domain Tennis Club

Geilston Bay Tennis Club

Glenorchy Tennis Club

Kingston Tennis Club

Lindisfarne Tennis Club

New Norfolk Tennis Club

New Town Tennis Club

Richmond Tennis Club

Rosny Park Tennis Club

Sorell Tennis Club

St Therese's Tennis Club

Sunshine Tennis Club

Taroona Tennis Club

**NORTHERN REGION**

7LA Tennis Club

Australian Italian Club Tennis Club

Beaconsfield Tennis Club

Bicheno Tennis Club

**NORTH WEST REGION**

Burnie Tennis Club

Deloraine Tennis Club

Devonport Tennis Club

East Devonport Tennis Club

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Binalong Bay Ratepayers & Tennis Association

Bridport Tennis Club

Campbell Town Tennis Club

Evandale Tennis Club

Newstead Tennis & Squash Centre

Launceston Indoor Sports Arena

Launceston Tennis Club

Legana Tennis Club

Longford Tennis Club

Perth Tennis Club

Ringarooma Tennis Club

Riverside Tennis Club

Scottsdale Tennis Club

St Helens Tennis Club

St Marys Tennis Club

Sunny Hill Tennis Club

Trevallyn Tennis Club

Westbury Tennis Club

Whitemore Tennis Club

Forth Tennis Club

King Island Tennis Club

Latrobe Tennis Club

Port Sorell Tennis Club Inc

Rosebery Tennis Club

Sassafras Tennis Club

Smithton Tennis Club

Turners Beach Tennis Club

Ulverstone Tennis Club

Wynyard Somerset Tennis Club

## **Club Development Report**

### **2012/13 Annual Report : Tennis Tasmania**

It is with much honour that I present an overview of the Club Development portfolio that I have now been undertaking for approximately 9 months. Whilst it hasn't been quite a year in the making, it has certainly been a "making" year as new initiatives and emerging ideas begin to shape what I believe will be a game-changing era ahead.

Tennis in the state is gearing up for an exciting future, and I believe that cultivating the relationships between clubs, communities, councils, coaches, schools and other sports will set tennis on a journey of renewal. Having met with just over half the clubs statewide, conversations regularly steer towards igniting interest within existing structures and formats, to strategies for capturing new interest from those not currently enjoying the game. Working together, I believe we can create the ideas and jointly deliver the goals we all share, both on and off the court. I look forward to continuing these conversations with all clubs heading into the future.

#### **New directions :**

The role I perform has veered away from the previous membership processing emphasis, to enable me to actively support and work with clubs in achieving these goals. Advice and guidance is available in a variety of areas, including :

- Business and strategic planning
- Places to play facility development
- Governance
- Affiliation and Future directions
- Grants, funding, and working with government tiers
- Sponsorships
- Membership models
- Participation drives and
- Marketing

Further to these roles, some new projects are also on the drawing board to ensure current needs are being met with effectiveness, and new directions may be explored with both confidence and clarity. Some concepts underway include :

- Club workshops and Regional focus groups
- MyTennis seminars
- Community Access Tennis
- Project Career
- Club Leader Board Challenge
- Volunteer Recruitment, Recognition and Retention

### **Membership & Affiliate Overview:**

As at the end of the financial year, some 4387 players were registered statewide and approximately 42 clubs were affiliated. In terms of a regional breakdown, Tasmania has a total of 51 clubs statewide :

NORTH	NORTHWEST	SOUTH
23	14	14

The table below represents numbers of clubs per region with "current" and "expired" affiliation status:

REGION	CURRENT	EXPIRED
NORTH	18	4
NORTHWEST	12	2
SOUTH	10	4

The MyTennis membership system provides us all with the ability to manage, update and access our own databases. It has caused some consternation amongst all of us, but it is a mechanism that generates valuable information and an administrative process to both manage and communicate information. Like all developmental programs, it is evaluated and tested on an ongoing basis, to ensure ease, functionality, and efficiency. The Tennis Australia team is readily on hand to assist with any IT questions pertaining to the system, and happy to help.

### **Special Events Planning:**

It has been an absolute pleasure to be able to work alongside approximately 9 clubs in the south who have been nominated to be host venues for the upcoming Australian Seniors' Championships in January 2014. The event comprises both team and individual championships over 2 weeks, and presents a wonderful opportunity for Tasmania to impress visitors from around the globe.

The Seniors' events immediately follow the Hobart International which runs from 3-11 January, so it will be a very busy, but fun-filled period for sure! We are hoping players from around the state will venture to Hobart for one or both events, to witness some quality tennis and enjoy the atmosphere of events that promise to deliver many surprises.

The AO Blitz is about to explode, and we are activating a range of spectacular promotions at the four regional shows : Burnie, Launceston, Hobart and Devonport. These promotions and the mix of exciting challenges and contests underpinning them, will aim to capture and convert both existing players and new players into wildly passionate tennis participants who simply want to play more!!

The opportunity for clubs to hop on board and join the ride, should be grabbed by both hands, as the promotions enable you to pitch your club to the general public. The shows create the perfect new audience to whom you can advertise an upcoming Open Day date...and convert the player into a new member for your club.

### **Tennis Seniors' 35+ Social Events:**

Over the course of 2013, five clubs have hosted Social days for Seniors', with just two more scheduled for the year : October 13, Geilston Bay Tennis Club; November 10, Trevallyn Tennis Club. The jury is out on the ongoing viability of these occasions, as numbers are regularly low, despite communications extending to all clubs. Perhaps it is an indication of players being time poor or perhaps it reflects that many "social" players enjoy playing with their friends in self directed social occasions. Sadly, much effort is made by the host clubs to provide a welcoming and enjoyable day for visitors, and lagging support discourages ongoing commitment by already busy club volunteers. A new format or approach may be explored for 2014, to see if some new interest may be engendered.

### **Directions ahead:**

2013/14 marks the start of both consolidation and innovation in our sport. Whilst many actions are still in the planning and research phase, they are necessary steps to ensure the foundations are solid. A clever and exciting blend of old and new is in view. Together we can assemble all that we currently love about tennis...our club...our community...and position alongside, some ideas and projects to enable the future for our sport...our club...our community to be bright. Being resourceful and working in partnership, I am confident that sustainable tennis options, that suit the needs of all players and regions, are not only achievable but imperative to the future of the sport in Tasmania.

I have listed here, **some** of the goals I have identified as priority focus areas for all regions. These will form the basis of a range of developmental directions over coming months, and no doubt begin to highlight a number of emerging areas for ongoing focus.

Goals	NW/E	S	N
Visit all clubs to grow participation & build business	✓	✓	✓
Create workshops,groups& seminars in regions	✓	✓	✓
Remodel Affiliation Fees and Club Benefit gains	✓	✓	✓
Build links between clubs,councils,schools,coaches	✓	✓	✓
Conduct Club Health Checks and develop facility plans	✓	✓	✓
Develop tailored marketing & sponsorship projects	✓	✓	✓
Establish TT Awards & Recognition Occasions	✓	✓	✓



Together, aligning our needs and objectives we are able to build the future of our clubs and our sport. Let's get to work!

*Simonne*

Club Development Coordinator

# **COMMUNITY TENNIS ANNUAL REPORT**

## **OVERVIEW**

It has been a dynamic year for Community Tennis in Tasmania. Many changes, growth and challenges occurred to make way for a new era of program options. Programs for Cardio Tennis and Hot shots have exploded, and we are now able to move into slightly more of a consolidation phase. The National Schools Partnership Program (NSPP) for Hot Shots in Primary schools, moved from pilot stage to live in October 2012. Cardio Tennis at the club level, gained momentum and the new Cardio Tennis in secondary schools (CTSS) program was born. Tennis Australia have taken a positive step towards solving a challenge for clubs (especially in regional areas) struggling to attract junior players/ memberships due to limited availability or no availability of a qualified coach. For this reason, the wonderful Community Play Program for tennis Hot Shots was born and Tasmanian clubs have embraced it. Active After school communities are working closely with us on all things Hot Shots, and activations in all major regions in Tasmania were multifaceted and far reaching, more on this later.

## **MLC TENNIS HOT SHOTS – COACHES & CLUBS**

The number of coaches, schools and participants has increased exponentially. The number of coaches who are now registered deliverers for HS has grown from 19 to 22. Registered participants are often used as the best way of quantitatively identifying growth or decline of a sport. Tennis Tasmania's Hot Shots registration numbers are obtained from the number of online registrations when claiming a free T-shirt. Those that are eligible to register in this way are from a) students who belong to a National Schools Partnership Program School, b) Paying clients in a coaching program, or c) Participating in an 8 weeks Community Play Program at a club. The 2012/13 Hot Shots registration total number was 2073.

Registrations got off to a slow start due to the new online system, but made up for lost time toward the end of the financial year. Of this total amount, 1085 were obtained through our 13 National Partner Schools(NSPP). The remaining number were obtained through clients of our 22 HS coaches. Of these 22 coaches 19 had anywhere between 3 and 155 students register under their coaching business. Eight Southern coaches accounted for 420 of 1085 registrations. Nine Northern coaches obtained 347 registrations between them. This discrepancy in the ratios is largely due to the very strong growth of NSPP partnerships between Southern schools and their Southern partner coaches. Community Play Program for clubs who wish to run their own Hot Shots programs over Summer for just \$99 went live in October 2012. Tasmania quickly rose from 5 pilot clubs to 10 signed clubs.



**Sally Jackson with Pam Field at Sunshine Tennis Club – Community Play Program for MLC tennis Hot Shots**

## **MLC TENNIS HOTSHOTS – SCHOOLS**

Tennis Tasmania's overall number of individuals in Tasmania who are exposed to Hot Shots experiences is estimated at over 9000 this past financial year and the number is rising.

The following are the main ways can be attributed to...

- Program participation
- Tennis in schools experiences delivered by coaches
- Face to face public engagement from our activations

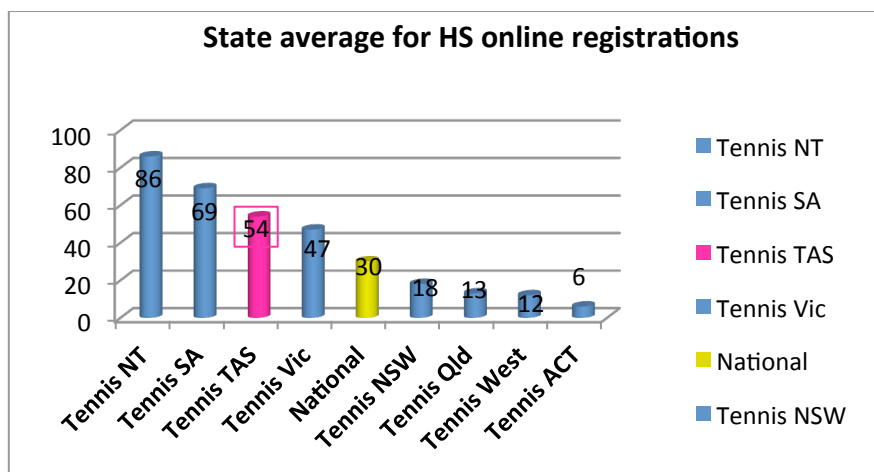
The awareness has also grown and one huge growth area credited for this awareness is the National Schools Partnership Program (NSPP) has proven to be a strong and clear pathway from experiencing a 4-6 week hot shots unit in the school curriculum through to coaching programs at clubs. The NSPP is heavily funded by Tennis Australia and offers a great deal of benefits to the school and HPE teacher alike. Some HPE teachers in targeted Primary schools are given the chance to take part in a 2.5 hour on court PD session, free manual and lesson plans, FREE school equipment pack valued at \$1500, Free Hot Shots T-shirts for every student who registers online and more. It's not surprising that we were quickly able to fill our quota of 13 schools. Of these schools, 8 were from the South, 3 from the North and another 2 from the N.W. This coming year there will be equal number in the North and South with many coaches expressing interest in new partnerships with local Primary schools. These numbers are expecting to more than double, with many coaches becoming "partner coach" to multiple schools in their area. The N.W is also showing strong signs of growth. Our 13 special HPE partner teachers were also given the opportunity to bring a group of students to have a "Kids on Court" opportunity on Centre court directly prior to the night match at Moorilla Hobart International in January. Riverside Primary and Larmenier Catholic Primary (both of Launceston) and Goulburn Street Primary (of Hobart) all took up this amazing opportunity.



**Above – Kids on Centre Court prior to the night match.**

**Larmenier Catholic Primary School students with HPE teacher Adina Mcpherson travelled from Launceston for the experience.**

All 13 partner teachers were rewarded tickets to corporate box seats at the Friday night semi finals match. Two teachers; Cameron Golding from Dominic College, and Emma Hilder from Lauderdale Primary were both chosen to attend the Australian Open Teachers conference in week one of the Grand slam Event at Melbourne Park. Head of the Mackillop Sports Department – Mr Peter Kay, also attended as he was randomly selected through his interest in the Teacher Ambassador Program. Peter has proven to be wonderful "random" pick and through his foresight Peter has enabled Mackillop College to be the first school in Tasmania to receive National Court Rebate Funding through Tennis Australia's Places to Play Program. Two courts will be surfaced on school grounds in Term 4 of 2013. Mackillop College has also taken part in the pilot phase of the Cardio Tennis for Secondary Schools (CTSS)



**Chart 1: Shows the average number of Hot Shots registrations sourced from National Schools Partnership Program. Figures based from online T-shirt Registrations. Shown as an average in each State June 2013..**

## CARDIO TENNIS

Cardio Tennis has a new website [www.cardiotennis.com.au/](http://www.cardiotennis.com.au/) new online registration for free T-shirts, new activities, new head of the Department Karen Clydesdale and a new schools Program working adjacent to Cardio in the club setting. A new CTTS Advisory group has been set up where we meet in Melbourne to discuss how Cardio Tennis can be modified to successfully engage a full class of secondary school students. We believe there is a huge market and opportunity for growth of the CTSS (Secondary schools) following in the footsteps of the NSPP (Primary schools). The standard format for Cardio Tennis at clubs has been modified to suit schools and is so called a “mass format”. Tennis Tasmania has taken on 3 new secondary schools to partake in the pilot phase. St Brendan’s Shaw College in Devonport currently partnering with Coach Shane Ruffels, St Patricks College with Jeff Speers, and MacKillop College in Hobart with Coach Tony Blom. Tasmania has 6 qualified Cardio Tennis Coaches. Opportunities for Personal Trainers to become qualified in the State has been ear marked to grow the number of Cardio Tennis deliverers within the State. Our pilot school HPE teachers are also veiwing online tutorials and learning through their Coach how best to run the mass format in their school curriculum. We would like to see participation numbers grow for Cardio Tennis at clubs and

## TECHNOLOGY

Other technological changes have been made for the better and although like all advancements sometimes there are hitches in the beginning, we are now seeing the fruits of these online changes. Specifically Hot Shots T-shirt registrations for Community Play Club programs, Coach programs and Primary School Programs have their students/ clients register on the National website where every qualified coach is now listed and can be found via a postcode search <http://hotshots.tennis.com.au/start-playing/claim>. We have also commenced our new Tennis Tasmania E- newsletter, keep an eye out for the latest in Community Tennis articles here. Cardio Tennis participant registrations are now directed towards the NEW Cardio Tennis website where new participants fill in their medical and consent form in order to receive their free Cardio T-shirt. The old paper medical and consent forms are a thing of the past. New NSPP contracts, Cardio Tennis for secondary school contracts and Community Play contracts are now all done via an electronic editable PDF version.

## WORKSHOPS

In August 2012 Bernhard Goerlitz from Coach Development at Tennis Australia, delivered 2 workshops aimed more towards high performance. "Developing the coaches eye" sessions were held at the LRTC where 12 Coaches attended and The Domain Tennis Centre where 18 coaches and juniors attended.

Teacher workshops were run in each region, the Burnie Tennis Club in October 2012, University of Launceston Newnham Campus and the Domain Tennis Centre both in November 2012. Our partner HPE teachers have proven to be both receptive and positive ambassadors for the program. They then ran a 4-6 week hot shots unit for Kindergarten through to Grade 6 at a time of their choosing. Their partner coach runs some free lessons during this time. Alex Jago from the Coach Development Team ran Cardio Tennis (standard club format) as an up skilling workshop in February 2013. Seven coaches attended at the Launceston Regional Tennis Centre. This was a fast paced and informative session which also resulted in one Assistant Coach gaining free Cardio Coach registration.

## REGIONAL TENNIS OFFICER –Launceston

Marty Howell has been busy delivering MLC Tennis Hot Shots in northern primary schools in his role as Regional Tennis Officer representing Tennis Tasmania on a part time basis. Marty's focus has moved to capitalising on his school networks in the North and helping Tennis Tasmania sign up these new schools to the NSPP and liaising with local coaches to "partner" up. He is also heavily involved in delivering the amazing tennis in schools experiences primarily to Grades 1-4 across 13 schools in the north of the state. Marty has also delivered to Deaf students at clinics for Deaf Sports Australia at Hagley Farm School and Special Olympics Tas in conjunction with Tennis Tasmania.

## ACTIVATIONS

Tennis Tasmania conservative estimates are over 4000 Hot Shots experiences through public and event activations. A snapshot of the 12/13 Summer activations are listed below...

Nov 1-3	Australian Open Trophy Tour & schools activations
Nov 22 & 28	Special Olympics Tas Hot Shots clinics
Jan 2 & 3	Taste of Tasmania Festival Hotshots all day activations
Jan 6	Kids Tennis Day at Moorilla Hobart International
Jan 7 <sup>th</sup> - 10 <sup>th</sup>	Hotshots Kids on Centre court showcases
Jan 28 <sup>th</sup>	Burnie International Kids clinic with Professional male players
Feb 2 <sup>nd</sup>	SEA FM Beach Party – Hotshots all day activation
Feb 5 & 6	Launceston Int'l Hotshots kids on court with Prof women players



Left -Hannah and Helium balloons at KIDS DAY - Moorilla Hobart International 6th January 2013

Right- Jarmila Gajdosova gives hands on tips for young Hot Shots participant.

### **A WORD FROM THE COMMUNITY TENNIS OFFICER**

It has been an amazingly busy and rewarding year in terms of Community Tennis and I feel lucky to be involved. I am enjoying growing networks in every possible area of our expanding tennis community, and it seems there are many like minded people that all have a similar goals, that is to grow tennis and “partnerships” in this State. The Tasmanian tennis Community is really becoming just that in more ways than one. It is an exciting time to be a part of this team, and with the positivity that is steadily embracing our amazing sport it makes it a joy to be amongst it. We about to double our 13 NSPP schools and I would like to see this climb even more. There is enormous scope for Cardio Tennis in Secondary Schools and I believe this will reach many more participants than we are currently capable of reaching. Inclusion has not been given much of a mention, but this is also one area that has much potential for growth in our State and I hope to help move Tennis to be a highly “inclusive” sport. There is not only tennis for the deaf, but people with physical and intellectual disabilities, but also blind tennis has its place in the world. We aim to educate that there should be no barrier to tennis for anyone regardless of age, race, ability or gender. I look forward to continue building on grass roots programs for the growth of tennis in our State!

***Sally Jackson***

***Community Tennis Officer***

***Tennis Tasmania***

**Tennis Tasmania Incorporated**  
**ABN 58 889 629 361**

**30 June 2013**

**Tennis Tasmania Incorporated**  
**Statement of profit or loss and other comprehensive income**  
**For the year ended 30 June 2013**

	<b>Note</b>	<b>2013</b>	<b>2012</b>
Community tennis revenue	6	186,600	183,327
Player development revenue	6	53,534	40,884
Operations & events revenue	6	70,574	72,778
<b>Total revenue</b>		<b>310,708</b>	<b>296,989</b>
Other income	7	334,124	230,497
Community tennis expenses		(142,558)	(117,524)
Player development expenses		(58,531)	(46,095)
Operations & events expenses		(92,194)	(112,257)
Finance & administration expenses		(372,889)	(260,247)
<b>Total expenses</b>		<b>(666,172)</b>	<b>(536,123)</b>
Finance income	9	14,484	20,272
<b>Net finance income</b>		<b>14,484</b>	<b>20,272</b>
<b>Net (deficit)/surplus for the period</b>		<b>(6,856)</b>	<b>11,635</b>
Other comprehensive income		-	-
<b>Total comprehensive income for the period</b>		<b>(6,856)</b>	<b>11,635</b>

The statement of profit or loss and other comprehensive income is to be read in conjunction with the notes of the financial statements set out on pages 5 to 21.



**Tennis Tasmania Incorporated**  
**Statement of changes in equity**  
**For the year ended 30 June 2013**

	<b>Retained earnings</b>	<b>Total equity</b>
Balance at 1 July 2011	410,910	410,910
<b>Total comprehensive income for the period</b>		
Total other comprehensive income	-	-
Surplus for the period	11,635	11,635
Balance at 30 June 2012	<u>422,545</u>	<u>422,545</u>
Balance at 1 July 2012	422,545	422,545
<b>Total comprehensive income for the period</b>		
Total other comprehensive income	-	-
Deficit for the period	(6,856)	(6,856)
Balance at 30 June 2013	<u>415,689</u>	<u>415,689</u>

The statement of changes in equity is to be read in conjunction with the notes to the financial statements set out on pages 5 to 21.

**Tennis Tasmania Incorporated**  
**Statement of financial position**  
**As at 30 June 2013**

	<b>Note</b>	<b>2013</b>	<b>2012</b>
<b>Assets</b>			
Cash and cash equivalents	11	412,765	397,021
Trade and other receivables	12	52,455	78,332
Inventories	13	8,207	8,762
<b>Total current assets</b>		<b>473,427</b>	<b>484,115</b>
Property, plant and equipment	14	62,469	41,005
<b>Total non-current assets</b>		<b>62,469</b>	<b>41,005</b>
<b>Total assets</b>		<b>535,896</b>	<b>525,120</b>
<b>Liabilities</b>			
Trade and other payables	15	70,119	56,874
Employee benefits	16	20,316	7,916
Income received in advance	17	21,469	32,472
<b>Total current liabilities</b>		<b>111,904</b>	<b>97,262</b>
Employee benefits	16	8,303	5,313
<b>Total non-current liabilities</b>		<b>8,303</b>	<b>5,313</b>
<b>Total liabilities</b>		<b>120,207</b>	<b>102,575</b>
<b>Net assets</b>		<b>415,689</b>	<b>422,545</b>
<b>Members' equity</b>			
Retained earnings		415,689	422,545
<b>Total members' equity</b>		<b>415,689</b>	<b>422,545</b>

The statement of changes in equity is to be read in conjunction with the notes to the financial statements set out on pages 5 to 21.

**Tennis Tasmania Incorporated**  
**Statement of cash flows**  
**For the year ended 30 June 2013**

	<i>Note</i>	<b>2013</b>	<b>2012</b>
<b>Cash flows from operating activities</b>			
Cash receipts from customers		625,777	503,267
Cash receipts from government grants		110,000	55,916
Cash paid to suppliers and employees		(698,602)	(642,411)
Interest received		14,841	19,679
<b>Net cash (used in)/ from operating activities</b>	<b>21</b>	<b>52,016</b>	<b>(63,549)</b>
<b>Cash flows from investing activities</b>			
Acquisition of property, plant and equipment		(36,272)	(15,640)
<b>Net cash (used in) investing activities</b>		<b>(36,272)</b>	<b>(15,640)</b>
<b>Cash flows from financing activities</b>		<b>-</b>	<b>-</b>
<b>Net cash (used in)/from financing activities</b>		<b>-</b>	<b>-</b>
Net decrease in cash and cash equivalents		15,744	(79,189)
Cash and cash equivalents at 1 July		397,021	476,210
<b>Cash and cash equivalents at 30 June</b>	<b>11</b>	<b>412,765</b>	<b>397,021</b>

The statement of changes in equity is to be read in conjunction with the notes to the financial statements set out on pages 5 to 21.

## Tennis Tasmania Incorporated

### Notes to the financial statements

#### 1. Reporting entity

Tennis Tasmania Incorporated ('Association') is an Association domiciled in Australia. The Association is Incorporated under the Associations Incorporation Act 1964. The address of the Association's registered office is;

Tennis Tasmania Incorporated  
2 Davies Avenue  
Glebe TAS 7000.

Tennis Tasmania is a not-for-profit entity and the principal activities of the Association during the course of the financial year were the promotion and development of the game of tennis in Tasmania.

#### 2. Basis of preparation

The financial statements were approved by the Members of the Committee on 29<sup>th</sup> August 2013.

##### (a) Statement of compliance

The financial statements are general purpose financial statements which have been prepared in accordance with Australian Accounting Standards ('AASBs') adopted by the Australian Accounting Standards Board (AASB) and the Associations Incorporation Act 1964.

##### (b) Basis of measurement

The financial report has been prepared on the historical cost basis.

##### (c) Functional and presentation currency

The financial report is presented in Australian dollars, which is the Association's functional currency.

##### (d) Use of estimates and judgements

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

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

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

- Note 14 – property, plant and equipment (impairment assessment and determination of useful lives)

## Tennis Tasmania Incorporated

### Notes to the financial statements

#### 3. Significant accounting policies (continued)

The accounting policies set out below have been applied consistently to all periods presented in these financial statements. Certain comparative amounts have been reclassified to conform with the current year's presentation.

##### (a) Non-derivative financial instruments

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

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

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

Cash and cash equivalents comprise cash balances and call deposits.

##### *Loans and receivables*

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

##### (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 fair value 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.

When 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.

###### (ii) Subsequent costs

The cost of replacing part of an item of property, plant and equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Association and its cost can be measured reliably. The costs of the day-to-day servicing of property, plant and equipment are recognised in profit or loss 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:

- |                           |            |
|---------------------------|------------|
| • furniture and equipment | 4-10 years |
| • motor vehicles          | 6-7 years  |

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

## Tennis Tasmania Incorporated

### Notes to the financial statements

#### 3. Significant accounting policies (continued)

##### (c) Inventories

Inventories are measured at the lower of cost and net realisable value. The cost of inventories is based on the first-in first-out principle, and includes expenditure incurred in acquiring the inventories, production or conversion costs and other costs incurred in bringing them to their existing location and condition. Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

##### (d) Impairment

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

A financial asset is considered to be impaired if objective evidence indicates that one or more events have had a negative effect on the estimated future cash flows of that asset.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between its carrying amount, and the present value of the estimated future cash flows discounted at the original effective interest rate.

Individual significant financial assets are tested for impairment on an individual basis. The remaining financial assets are assessed collectively in groups that share similar credit risk characteristics.

All impairment losses are recognised in profit or loss.

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

###### (ii) Non-financial assets

The carrying amounts of the Association'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. In assessing value in use, the estimated future cash flows are discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

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

##### (e) Employee benefits

###### (i) Long-term employee benefits

The Association'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 Association's obligations.

###### (ii) Short-term benefits

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

###### Bonuses

A liability is recognised for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Association 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.

## Tennis Tasmania Incorporated

### Notes to the financial statements

#### 3. Significant accounting policies (continued)

##### (f) Provisions

A provision is recognised if, as a result of a past event, the Association 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 pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability.

##### (g) Revenue and other income

###### (i) Sale of goods

Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of returns and allowances, trade discounts and volume rebates. Revenue is recognised when the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, and there is no continuing management involvement with the goods.

###### (ii) Services

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

###### (iii) Grant income

###### Reciprocal grants

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

###### Non-reciprocal grants

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

##### (h) Lease payments

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease. Lease incentives received are recognised as an integral part of the total lease expense, over the term of the lease.

##### (i) Finance income

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

##### (j) Income tax

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

Withholding tax from other jurisdictions is provided when the liability is due and payable.

## Tennis Tasmania Incorporated

### Notes to the financial statements

#### 3. Significant accounting policies (continued)

##### (k) Goods and services tax

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

Receivables and payables are stated with the amount of GST included.

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

##### (l) New standards and interpretations not yet adopted

A number of new standards, amendments to standards and interpretations are effective for annual periods beginning after 1 July 2013, and have not been applied in preparing these financial statements. None of these are expected to have a significant effect on the financials statements of the Association, except AASB 9 *Financial Instruments*, which becomes mandatory for the Association's 2014 financial statements and could change the classification and measurement of financial assets. The Association does not plan to adopt this standard early and the extent of the impact has not been determined.

#### 4. Determination of fair values

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

##### (i) Trade and other receivables

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



## Tennis Tasmania Incorporated

### Notes to the financial statements

#### 5. Financial risk management

The Association has exposure to the following risks from their use of financial instruments:

- Credit Risk
- Liquidity Risk
- Market Risk
- Operational Risk

This note presents information about the Association's exposure to each of the above risks, their objectives, policies and processes for measuring and managing risk, and the management of capital. Further quantitative disclosures are included throughout this financial report.

The Members of the Committee have overall responsibility for the establishment and oversight of the risk management framework.

Risk management policies are established to identify and analyse the risks faced by the Association, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Association's activities. The Association, through their training and management standards and procedures, aim to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

#### Credit risk

Credit risk is the risk of financial loss to the Association if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Association's receivables from customers and investment securities.

#### Trade and other receivables

The Association's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the Association's customer base, including the default risk of the industry and country, in which customers operate, has less of an influence on credit risk. Approximately 48 percent (2012:44 percent) of the Association's revenue is attributable to transactions with a single customer.

The Association has established an allowance for impairment that represents its estimate of incurred losses in respect of trade and other receivables. The main components of this allowance are a specific loss component that relates to individual exposures. The majority of the Association's customers have been transacting with the Association for a number of years, and losses have been minimal.

#### Liquidity risk

Liquidity risk is the risk that the Association will not be able to meet its financial obligations as they fall due. The Association's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Association's reputation.

Typically the Association ensures that it has sufficient cash on demand to meet expected operational expenses for a period of 60 days, including the servicing of financial obligations; this excludes the potential impact of extreme circumstances that cannot reasonably be predicted, such as natural disasters.

## Tennis Tasmania Incorporated

### Notes to the financial statements

#### 5. Financial risk management (continued)

##### Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Association's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

##### Currency risk

The Association is not exposed to currency risk on sales, purchases and borrowings as they only transact in their denominated currency the Australian dollar (AUD).

##### Operational risk

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the Association's processes, personnel, technology and infrastructure, and from external factors other than credit, market and liquidity risks such as those arising from legal and regulatory requirements and generally accepted standards of corporate behaviour. Operational risks arise from all of the Association's operations.

The Association's objective is to manage the operations risk so as to balance the avoidance of financial losses and damage to the Association's reputation with overall cost effectiveness and to avoid control procedures that restrict initiative and creativity.

The primary responsibility for the development and implementation of controls to address operational risk is assigned to senior management within each business unit. This responsibility is supported by the development of overall Association's standards for the management of operational risk in the following areas:

- Requirements for appropriate segregation of duties, including independent authorisation of transactions;
- Requirements for the reconciliation and monitoring of transactions;
- Compliance with regulatory and other legal requirements;
- Requirements for the periodic assessment of operational risks faced, and the adequacy of controls and procedures to address the risks identified;
- Requirements for the reporting of operational losses and proposed remedial action;
- Development of contingency plans;
- Training and professional development;
- Ethical and business standards; and
- Risk mitigation, including insurance where this is effective.

##### Capital management

The Association is not subject to externally imposed capital requirements.

## Tennis Tasmania Incorporated

### Notes to the financial statements

#### 6. Revenue

	2013	2012
Community tennis revenue		
- Tennis Australia grants	186,600	183,327
	186,600	183,327
Player development revenue		
- Tennis Australia grants	9,450	9,670
- Squad fees	38,983	26,397
- Other revenue	5,101	4,817
	53,534	40,884
Operations & events revenue		
- Event income	17,260	42,702
- Player contributions	53,314	30,076
	70,574	72,778
Total revenue	310,708	296,989

#### 7. Other income

	2013	2012
Government grant income	100,000	50,833
Tennis Australia grants	114,914	48,413
Player registrations and club fees income	80,035	73,825
Sponsorships	23,983	25,577
Other income	15,192	31,849
Total other income	334,124	230,497

#### Government grants

A \$50,000 grant was received from Sport and Recreation Tasmania for operational assistance under the State Grants Program. Tennis Tasmania received a \$50,000 grant from Sport and Recreation Tasmania on behalf of Tennis Australia for contribution to the Moorilla Hobart International. These funds were paid on in full to Tennis Australia.

## Tennis Tasmania Incorporated Notes to the financial statements

### 8. Other Expenses

The Association has the following key expenses:

	2013	2012
Depreciation expense		
- motor vehicles	5,818	5,818
- furniture and equipment	8,990	5,765
Cost of goods sold		
- cost of inventories	4,312	6,797
Movement in provision for employee benefits	15,390	(36,119)

### 9. Finance income and expense

	2013	2012
Interest income on bank deposits	14,484	20,272
Finance income	14,484	20,272
Finance expense	-	-
Net finance income and expense	14,484	20,272

### 10. Auditors' remuneration

#### Audit services

Auditors of the Association

*KPMG Australia:*

	2013	2012
Audit and review of financial reports	10,900	10,500
	10,900	10,500

Tennis Australia Limited have contributed an amount of \$6,400 towards this audit fee (2012:\$6,300).

# Tennis Tasmania Incorporated

## Notes to the financial statements

### 11. Cash and cash equivalents

	<b>2013</b>	<b>2012</b>
Bank balances	212,765	197,021
Deposits at call	200,000	200,000
Cash and cash equivalents	<b>412,765</b>	<b>397,021</b>

Cash and cash equivalents comprise cash balances and call deposits. The call deposits are readily convertible into known amounts of cash and are held at amortised cost.

### 12. Trade and other receivables

	<b>2013</b>	<b>2012</b>
Trade receivables	16,497	43,729
Other receivables	20,719	26,985
Prepayments	15,239	7,618
	<b>52,455</b>	<b>78,332</b>

### 13. Inventories

	<b>2013</b>	<b>2012</b>
Inventory on hand	8,207	8,762
	<b>8,207</b>	<b>8,762</b>

# Tennis Tasmania Incorporated

## Notes to the financial statements

### 14. Property, plant and equipment

	Motor Vehicles	Furniture and equipment	Total
<b>Cost</b>			
Balance at 1 July 2011	29,090	38,871	67,961
Additions	-	15,640	15,640
Disposals	-	-	-
Balance at 30 June 2012	29,090	54,511	83,601
Balance at 1 July 2012	29,090	54,511	83,601
Additions	-	36,272	36,272
Disposals	-	-	-
Balance at 30 June 2013	29,090	90,783	119,873
<b>Depreciation and impairment losses</b>			
Balance at 1 July 2011	5,021	25,992	31,013
Depreciation charge for the year	5,818	5,765	11,583
Disposals	-	-	-
Balance at 30 June 2012	10,839	31,757	42,596
Balance at 1 July 2012	10,839	31,757	42,596
Depreciation charge for the year	5,818	8,990	14,808
Disposals	-	-	-
Balance at 30 June 2013	16,657	40,747	57,404
<b>Carrying amounts</b>			
At 1 July 2011	24,069	12,879	36,948
At 30 June 2012	18,251	22,754	41,005
At 1 July 2012	18,251	22,754	41,005
At 30 June 2013	12,433	50,036	62,469

# Tennis Tasmania Incorporated

## Notes to the financial statements

### 15. Trade and other payables

	2013	2012
Trade payables	5,437	2,822
Other payables and accrued expenses	64,682	54,052
	<u>70,119</u>	<u>56,874</u>

### 16. Employee benefits

#### Current

	2013	2012
Provision for annual leave	20,316	7,916
	<u>20,316</u>	<u>7,916</u>

#### Non-current

Provision for long-service leave	8,303	5,313
	<u>8,303</u>	<u>5,313</u>

### 17. Income received in advance

	2013	2012
Player registration/club affiliation fees	11,112	22,187
Event entry fees	-	409
Sponsorship	10,357	9,876
	<u>21,469</u>	<u>32,472</u>

# Tennis Tasmania Incorporated

## Notes to the financial statements

### 18. Capital and reserves

#### Members' Equity

The Association is a body corporate Incorporated under the Associations Incorporation Act 1964. In the event of the Association being wound up the liability of members is determined by its rules.

### 19. Financial instruments

#### Credit Risk

#### Exposure to credit risk

The carrying amount of the Association's financial assets represents the maximum credit exposure. The Association's maximum exposure to credit risk at the reporting date was:

	<i>Note</i>	<b>Carrying amount</b>	
		<b>2013</b>	<b>2012</b>
Trade and other receivables (less prepayments)	12	37,216	70,714
Cash and cash equivalents	11	412,765	397,021
		<b>449,981</b>	<b>467,735</b>

The Association's maximum exposure to credit risk for trade and other receivables (less prepayments) at the reporting date by geographic region was \$37,216 in Australia (2012: \$70,714).

The Association's most significant customer accounts for 28% or \$4,547 of the trade receivables carrying amount at 30 June 2013. (2012: 52% or \$26,354 ).

#### Impairment losses

The aging of the Association's trade receivables at the reporting date was:

	<b>Gross</b>	
	<b>2013</b>	<b>2012</b>
<i>Not past due</i>	6,851	-
Past due 0-30 days	8,483	26,494
Past due 31-60 days	-	250
Past due 61-90 days	1,213	5,000
Past due 90 days	25,402	18,585
	<b>41,949</b>	<b>50,329</b>

The movement in the allowance for impairment in respect of trade receivables during the year was as follows:

	<b>2013</b>	<b>2012</b>
Balance at 1 July	6,600	-
Impairment loss/(reversal) recognised	18,852	6,600
Balance at 30 June	<b>25,452</b>	<b>6,600</b>



# Tennis Tasmania Incorporated

## Notes to the financial statements

### 19. Financial instruments (continued)

#### Liquidity Risk

The following are the contractual maturities of financial liabilities including estimated interest payments.

#### 30 June 2013

	<i>Note</i>	Carrying amount	Contractual cash flows	6 mths or less
<b>Non-derivative financial liabilities</b>				
Trade and other payables	15	70,119	(70,119)	70,119
		70,119	(70,119)	70,119

#### 30 June 2012

	<i>Note</i>	Carrying amount	Contractual cash flows	6 mths or less
<b>Non-derivative financial liabilities</b>				
Trade and other payables	15	56,874	(56,874)	56,874
		56,874	(56,874)	56,874

There are no non-derivative financial liabilities with contractual maturities greater than 6 months.  
Refer to note 5 for details on the Association's approach to managing liquidity risk.

#### Interest Rate Risk

#### Profile

At the reporting date the interest rate profile of the Association's interest-bearing financial instruments were:

	Association Carrying amount	
	2013	2012
<b>Fixed rate instruments</b>		
Financial assets – Deposits at call	200,000	200,000
<b>Variable rate instruments</b>		
Financial assets – Bank balances	212,765	197,021

## Tennis Tasmania Incorporated

### Notes to the financial statements

#### 19. Financial instruments (continued)

##### Cash flow sensitivity analysis for variable rate instruments

A change of 100 basis points in interest rates at the reporting date would have increased (decreased) profit or loss by the amounts shown below. This analysis assumes that all other variables, in particular foreign currency rates, remain constant. The analysis was performed on the same basis for 2012.

	Profit or loss		Equity	
	100bp increase	100bp decrease	100bp increase	100bp decrease
<b>30 June 2013</b>				
Variable rate instruments	2,127	(2,127)	-	-
Cash flow sensitivity (net)	2,127	(2,127)	-	-

	Profit or loss		Equity	
	100bp increase	100bp decrease	100bp increase	100bp decrease
<b>30 June 2012</b>				
Variable rate instruments	1,970	(1,970)	-	-
Cash flow sensitivity (net)	1,970	(1,970)	-	-

##### Fair values versus carrying amounts

The carrying amount of assets and liabilities shown in the balance sheet approximate their fair value.

## Tennis Tasmania Incorporated

### Notes to the financial statements

#### 20. Operating leases

##### Leases as lessor

Non-cancellable operating lease rentals are receivable follows:

	2013	2012
Less than one year	13,500	13,500
Between one and five years	54,000	54,000
More than five years	168,750	182,250
	<u>236,250</u>	<u>249,750</u>

Tennis Tasmania sublets the Regional Tennis Centre in Launceston to Launceston Indoor Sports Arena under a Management and Licence agreement, which has a term of 20 years.

##### Leases as lessee

Whilst Tennis Tasmania operates out of the Domain Tennis Centre in Hobart, there is no current lease in place and therefore Tennis Tasmania is not contractually committed to any future lease payments. With respect to the Regional Tennis Centre that Tennis Tasmania sublets to Launceston Indoor Sports Arena, the agreement between Tennis Tasmania and the Launceston City Council has been completed and signed. This agreement does not involve any exchange of funds for Tennis Tasmania for the rights.

#### 21. Reconciliation of cash flows from operating activities

	Note	2013	2012
<b>Cash flows from operating activities</b>			
(Deficit)/surplus for the period		(6,856)	11,635
Adjusted for:			
Depreciation	14	14,808	11,583
<b>Operating profit before changes in working capital and provisions</b>		<u>7,952</u>	<u>23,218</u>
(Increase)/decrease in trade and other receivables		25,877	(3,819)
(Increase)/decrease in inventories		555	(1,402)
(Decrease)/increase in trade and other payables		13,245	(34,300)
(Decrease)/increase in income received in advance		(11,003)	(11,127)
(Decrease)/increase in provisions and employee benefits		15,390	(36,119)
<b>Net cash used in operating activities</b>		<u>52,016</u>	<u>(63,549)</u>

## Tennis Tasmania Incorporated

### Notes to the financial statements

#### 22. Other related party transactions

The Association, being an Associate member of Tennis Australia Limited, receives shared services benefits from Tennis Australia Limited. These benefits include accounting, human resources, legal and information technology resources. These services are provided for nil consideration.

The names of each person holding the position of officer of the Association during the financial year were: P. Armstrong, P. Bowden, J. Fletcher, D. Tucker, A. Youl, K. Robinson, P. Lovell and M. Handley.

		Transaction value year ended 30 June		Balance outstanding as at 30 June	
		2013	2012	2013	2012
Mr P. Armstrong	Interest	9,256	13,580	201,239	201,596

Mr P. Armstrong is a director of MyState Financial, with which the Association holds investment accounts. The dealings are on normal commercial terms and conditions.

Mr D. Tucker has disclosed to the Committee of Tennis Tasmania a loan to the proprietor of Launceston Indoor Sports Arena (LISA) and owns the building in which the Pro-shop is leased. These arrangements create a conflict of interest for Mr D. Tucker in relation to matters relating to the Launceston Regional Tennis Centre (LRTC) and he does not participate in the Committee decision making in relation to these entities.

#### Key management personnel compensation

<i>In AUD</i>	2013	2012
Short-term employee benefits	189,675	157,246
Post employment benefits	15,752	10,897
Total compensation	205,427	168,143

#### 23. Economic dependency

Tennis Tasmania as an Associate member of Tennis Australia Limited, receives grant funding related to the implementation of commonly agreed programs and objectives. If the basis of the grant funding were to change then the Directors of Tennis Tasmania would review programs offered and objectives accordingly.

#### 24. Subsequent events

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

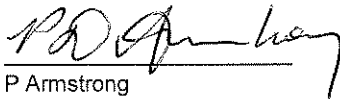
## Tennis Tasmania Incorporated Statement by the directors

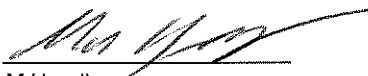
In the opinion of the Committee of Tennis Tasmania Incorporated ('the Association'):

- (a) the financial statements and notes set out on pages 1 to 21, are in accordance with the Associations Incorporation Act 1964, including:
  - (i) giving a fair presentation of the Association's financial position as at 30 June 2013 and of their performance, and
  - (ii) complying with Australian Accounting Standards and the Associations Incorporation Act 1964;
- (b) there are reasonable grounds to believe that the Association will be able to pay its debts as and when they become due and payable.

Dated at Hobart.....<sup>29<sup>th</sup></sup>.....day of.....August.....2013

Signed in accordance with a resolution of the Committee:

  
P Armstrong  
President

  
M Handley  
Executive Director

In 2013 the Moorilla Hobart International celebrated its 20th anniversary.

The event saw sixteen of the world's top 50 players compete at the Domain Tennis Centre in Hobart, Tasmania held from the 4 -12 January 2013.

As a major fixture of Tasmania's sporting calendar the tournament continues to provide the world's leading female tennis players the opportunity to get quality match play ahead of the first Grand Slam of the year, Australian Open 2013.

This year French Open Grand Slam champion Francesca Schiavone (FRA) spearheaded the \$235,000 WTA International and was joined by a number of top 30 players including top seed Su-Wei Hsieh (TPE) Sorana Cirstea (ROU), Klara Zakopalova (CZE), as well as Sloane Stephens (USA), Laura Robson (GBR) and defending champion Mona Barthel (GER).

From a local perspective tournament wildcards were given to 2011 champion Jarmila Gajdosova (Vic), Australian Open 2013 Play-off winner Bojana Bobusic (WA) and 16-year-old rising star Ashleigh Barty (Qld).

Russia's Elena Vesnina won the Hobart trophy after she defeated defending champion Mona Barthel 6-3 6-4 and ending her 12 match winning streak in Hobart.

In her sixth appearance at the tournament, 26-year-old Vesnina won her first WTA career title after seven final attempts.

In the doubles final, Spain's Garbine Muguruza and Maria-Teresa Torro-Flor won their first WTA doubles title over Timea Babos (HUN) and her partner Mandy Minella (LUX) 6-3 7-6(5).

## **Media/Communications**

### *Broadcast*

Publicity of the Moorilla Hobart International ran smoothly in 2013 with positive coverage secured locally, internationally and across the tournament's social media channels. An estimated media value of \$1.6 million dollars was attached to the event through both broadcast and print media platforms.

The Southern Cross Outdoor Broadcast team on behalf of Tennis Australia coordinated the live stream of all main draw singles matches on centre court. The matches appeared on the tournament's YouTube channel and highlights of the matches were packaged and uploaded shortly afterwards. As a media partner, this also ensured the tournament also got tennis coverage on the Southern Cross TV nightly news bulletin each day.

### *Live Streaming*

100 countries and 73064 unique viewers tuned into the Live Streaming during the event. Of the 310,305 total visits for 2013, 73.25% were new visits with most visitors coming from Australia (103,526) and the United States (36,881) followed by Germany (16,260). See table in appendix for more detail.

### *Social Media*

Content on the tournament's website was updated in a timely manner and the volume of content across Facebook and Twitter was far more than ever before. A dedicated social media assistant was instrumental in achieving these outcomes. The following are the top Facebook posts and Tweets.

### *Participants*

Attendances were down 25% in 2013 in comparison to 2012, dropping from 12151 in 2011 to 9966. Multiple challenges were faced in getting people through the gates this year, which has been put down to the bushfires, hot weather, lack of a marquee player and a jammed events calendar within Hobart.

Almost 5 million people participated in the 2013 Moorilla Hobart International through various areas.

Broadcast:	148000
Live Streaming	73064 (100 Countries)
Onsite Attendance	9966
Unique Website Views	231,035
Social Media	<u>4,394,731</u>
Total estimated engagement:	4,856,796

### *Quick Numbers*

Economic Value:	<b>\$1.35m</b>
Media Value:	<b>\$1.6m</b>
Eyeball Participation:	<b>4.85m people</b>
Attendance:	<b>9966</b>

## **Community Events**

### *Launch*

The 2013 Moorilla Hobart International Launch was held in the 'barrel room' at the Moorilla Estate on Thursday 13th December. Approximately 20 invited guests were in attendance to hear the latest player announcements. Celebrating the 20<sup>th</sup> anniversary of the event – tournament restringer – Stewart Allwright, has strung racquets for the players since the event commenced in 1994. Stewart gave a review on the past twenty years and how the event has evolved over time.

### *Donate Life – 24 Hour Tennis Match*

The 2013 Moorilla Hobart International combined with Donate Life to preent a 24 hour tennis match on Tuesday 8th January. An event launch was held on Friday December 14th. Starting a conversation about organ and tissue donation was a driving factor, which Donate Life used the Moorilla Hobart International as the key driver.

### *Presidents Breakfast*

The annual president brunch was held on Tuesday 8th January with Tennis Australia president Stephen Healy and Tennis Tasmania president Peter Armstrong hosting 70 tennis club presidents and their guests from around the state.

### *Taste of Tasmania*

Tennis Tasmania once again ran tennis activations on the grounds of parliament lawn during the Taste of Tasmania festival. This yearly event is used to promote the sport of tennis and to subtly drive interest in the Moorilla Hobart International. Importantly, the tennis activation is used to enhance participation and create an active area for the many kids and families that venture to the Taste.

### *Tournament Draw*

The official draw of the event was held in 'the void' in the MONA Museum on Friday January 4<sup>th</sup>. Approximately 50 invited guests including 15 players were in attendance.

### *Kids Day*

The second year of Moorilla Hobart International Kids Day was a step up in comparison to 2012. Players from the event were heavily engaged with the kids and there was an enhanced activity area which included, jumping castles, photo booths and hotshots courts. 155 kids attended the day, with the first 100 given free entry to the tournament.

### *Augmented Reality*

In a world first the event engaged digital technology firm Amplifi Digital to bring the 2013 Moorilla Hobart International to life through augmented reality. Driven by image detection the event was able to use the tournament program and poster to embed video clips of the players. Fans simply downloaded the Amplifi App and hovered their smartphones over selected images and effectively brought the tournament program to life.

### *Bushfire Appeal*

The Moorilla Hobart International raised approximately \$15,000 for the Red Cross Bushfire Appeal. A donation bin was set up at the event entrance with fans donating towards the appeal. Tennis Australia and players – Elena Vesnina and Jarmila Gajdosova both contributed part of their prize money to the appeal.

### *Young Tournament Directors*

11 junior tennis players were selected to take part in this exciting initiative. Used as a catalyst to keep aspiring players in our sport young tournament directors were spread throughout key operational posts in the event. These included, Player Services, Broadcast, Media, Court Services and Patron Services.

## **Developments**

A number of new initiatives took place in the lead-up to and during the Moorilla Hobart International 2013. Of specific focus was the attention given to the quality of three 'experience' areas; our players, our business sector and our community. Points of difference were created through each core area with the following achievements:

- The new "Champions Café" was an outstanding success. This is the first time the event has taken commercial control of the coffee.



- A new player gym was installed and added to the strength of the player servicing.
- A bushfire appeal was held during the event and raised over \$15k
- Kids Day was another outstanding success and will be built upon further in 2014
- The event partnered with DonateLife to host a 24 hour tennis match.
- Combining our broadcast unit with our live stream unit was very effective and well managed. Having this crew onsite from day 1 also allowed us to produce and present the live stream better and also cut out third party involvement.
- A dedicated social media person also worked very well.
- Both security and communications were improved from the 2012 event.
- Young Tournament Director Program

The 2012-13 year saw Tennis Tasmania implement a new-tiered State Squad Training structure in Hobart. Selection of athletes within these tiers was based primarily around overall playing standard and performance. State squads were renamed Platinum, Gold, Silver, Bronze, White and Blue. Implementation of this structure was to be trialed for the 2012 -13 year and then reviewed to decide our future pathway of support within Player Development across the State. Tennis Tasmania's goal is to grow the game of tennis and continue to support players, parents, coaches, state teams, tournaments/events and clubs.

The following outlines our training and competition pathways, squads, programs, player performances, highlights and new initiatives throughout the 2012-13 financial year.

## ***Player Development report***

### **Tennis Tasmania State Squads (Platinum, Gold, Silver, Bronze, White, Blue)**

Our Player Development program continued to be centralized in Hobart. This would be reviewed at the end of 2012 -13 year. Support to players and coaches across the rest of the state via camps and professional development opportunities continued to be a priority.

Hobart continued to be supported by Tennis Australia as a National Academy based around the Tennis Australia National Academies structure. One of the key performance outcomes for our athletes is to achieve criteria to become a National Academy Scholarship Holder. A player can be awarded a Wildcard or Full scholarship Holder based on certain criteria achieved in Participation, Results and National Rankings. This year our only National Academy Scholarship holder was Sanyukta Singh from Hobart. Sanyukta achieved both State and National criteria to receive a wildcard from the Tasmanian selectors. Through this scholarship Sanyukta received weekly coaching, monitoring and yearly planning along with coach support at National and interstate events by myself as National Coach Hobart. Sanyukta also trained within the State squad structure. Selection for the Tennis Tasmania State Squads over the last year continued to be based on the following areas: ability (physical/mental/technical/ tactical), potential, work ethic and attitude, commitment, fitness, performance/results and rankings. The State Squads training program offered up to three evening training sessions followed by three Strength and Conditioning sessions in our newly equipped gym. One of the highlights for this tennis year was the support by Tennis Australia to fully equip our new gym space at the Domain Tennis Centre. This now has become a great resource that has been dearly missed over the years. Many great positives will now flow from having this gym space and the specialized equipment that has been carefully researched and sourced. State Squad players have enjoyed being able to access the gym during the training weeks and especially during bad weather.

**Platinum State Squad Members**

Jay Tanase, Brad Dunn, Janaya Smith, Catherine Krueger, Daniel Groom, Nick Fader, Vanessa Dobson, Thomas Youl, Mathew Harris

**Gold State Squad Members**

Tom Cornish, Bailey Horne, Jason Walker, Jesse Russell, Sanyukta Singh, Eliane Fader, Mitchell Free, Sean Oosthuizen, Henry Ostler, Hannah Coombe

**Silver State Squad Members**

Erin Fazackerley, Patrick Egerrup Root, Jordan Petryk, Mulugeta Smith, Samantha Allwright, Phoebe McCormack, Hannah Edgell, Oscar Brown, Leif Anderson

**Bronze, White, & Blue State Squad Members**

Oscar Targett, Charlotte Ingram, James Anderson, Olivia Maskell, Sam Plunkett Smith, Tristan Lynch, Jess Chesterman, Will Cooper, Andrew Bourke

**Little Futures Members**

Jed Plunkett Smith, Jarrod Cunningham, Cooper Anderson, Adam Coombe, Brendan Heatley Hart, Coral Lee Hutchins, Georgina Fish, Ella Visser, Ella Anderson, Chloe Abel, Hugh Cornish, Arthur Hayes Newington, James Giannis, Sebastian Giannis, Joe Kelly, Sam Noffke, Sam Edgar, Giles Tilley, Casey Ambler, Ben Fergusson

Special thanks go to the following coaches for their coaching and management of State Squads over the last financial year.

Mark Handley, John Playle, Michiel Connalin, Tony Blom, Nick Martin, Olivia Troon and Jackson Pastoor.

**Project Talent: Talent Search & Development**

In term 3 2012 we used Project Talent funds to subsidize 10 & Under Squads in the North & South of the State. This was to provide assistance towards increased training opportunities. Talent Development Camps have been the backbone of Project Talent throughout the year. We ran 7 camps in total across the state. Camps were held in both Launceston and Hobart with Northwest players being invited to Launceston. In Feb this year our 11 & Under Talent Camp in Launceston had 40 players and 10 coaches participating. Thanks go to Bernhard Goerlitz and Alex Jago from Tennis Victoria for coordinating this camp, which also offered Professional Development to our Tasmanian coaches.

**Super 10s Nationals Teams Event**

In January this year Tasmania was represented at the Super 10s National Teams Event during the Australian Open. Super 10's is a team-based competition that comprises 4 players to each team and each player gets a singles and doubles match that is played for a 50 minute duration. This event provides players with valuable match play experiences within a team environment. Team coaches are also allowed to sit on court and provide feedback and instructions to help develop players during competition.

Players representing Tasmania were; Sam Whitehead, Thomas Hann, Will Gibson, Jedd Plunkett Smith, Adelat Otto, Chelsea Leggett, Ella Anderson & Charlotte Ingram. Thanks go to Anthony Whitehead and Olivia Troon for their team management for this event.

This was a great event for our players to train and compete on the new Italian claycourts at Melbourne Park and also experience the Australian Open.

### **Super 10s Teams Event Tasmania**

In term 2, 2013 a Super 10s teams event was conducted in the North and South of the state. Four teams from each region competed against each other over 5 weekends. Thanks go to the following team coaches for their management and coordination of this event;  
North – James Bolzonello, Jeff Speer, Mathew Carswell, Saeed Behjet  
South – Tony Blom, Michiel Connalin, John Playle, Nick Martin.

### **Tennis Tasmania State Teams**

#### **Bruce Cup Team 2012**

The 2012 Bruce Cup Teams Event was held in Perth Western Australia.

The Bruce Cup is a prestigious nationals schools tennis championships open to girls and boys aged 12 & under. School Sport Australia (SSA) conducts the Bruce Cup in partnership with Tennis Australia. This event has National Ranking Points and the competition includes singles, doubles and mixed doubles. In Perth the competition was played on grass providing a great experience for all involved.

The following players represented Tasmania:

Boys Team – Henry Ostler, Sebastian Altendeitering, Samuel Elliston Buckley, Benjamin Barnett, Tristan Lynch, and Patrick Ergerup Root

Girls Team – Sanyukta Singh, Jess Fowler, Eliane Fader, Courtney Webb, Jess Chesterman, Lucy Allwright and Charlotte Ingram

The Tasmanian team finished in 6<sup>th</sup> place. Thanks go to Mark Handley and Tracey Fowler for their coach/management of the Tasmanian team. The Bruce Cup competition will once again be held in Tasmania in 2015.

#### **Pizzey Cup Team 2013**

The National Pizzey Cup was held last May in Adelaide South Australia at the prestigious Memorial Drive Next Generation Tennis Centre. Players took part in the team's event representing their states and also competed in an individual event, which had national ranking points on the line. Players representing Tasmania were: Boys- Sam Beckett, Tom Cornish, Bradley Dunn, Daniel Groom, Matthew Harris, Elliot Johnstone, Martyn Icke, Ross Marzetti, Girls – Kate Bohmer, Laura Briant, Nancy Brown, Gabrielle Carswell, Hannah Coombe, Vanessa Dobson, Erin Fazackerley & Victoria Geale. Tasmania finished in 5<sup>th</sup> position. Thanks go to Trent Constance and Phoebe Davis for their coach/management of the Tasmania team.

#### **14s Nationals Teams Event Melb Park 2012**

The following players represented Tasmania:

Boys – Nick Fader, Daniel Groom and Tom Cornish,

Girls – Catherine Krueger, Sanyukta Singh and Hannah Coombe.

Both teams finished in 9<sup>th</sup> position. Coach managers were Simon Youl & Olivia Troon.  
Thanks go to Olivia Troon for her team coach management.

### **12s Nationals Teams Event Melb Park 2012**

The following players represented Tasmania:

Boys – Henry Ostler, Sebastian Altendeitering and Tristan Lynch

Girls – Sanyukta Singh, Eliane Fader and Jess Fowler

The boy's team finished in 10<sup>th</sup> position and the girls placed equal 5th.

Coach managers were Simon Youl and James Bolzonello.

Thanks go to James Bolzonello for his team coach management.

### **Australian Made Foundation Cup NSW 2013**

The following players represented Tasmania:

Boys – Daniel Littler, Tim Auckland, Patrick Egerrup-Root, Rupert Gill

Girls – Jess Fowler, Courtney Webb, Sanshrita Singh, Lucy Jones

The boys and girls both finished in 6<sup>th</sup> place.

Thanks go to coach managers James Bolzonello & Chantel Jamieson.

### **Tasmania State Training Pathway 2012 - 2013**

Level 1	National Academy Scholarship Holder
Level 2 -7	State Squads: Platinum, Gold, Silver, Bronze, White, Blue
Level 8	Little Futures Program
Level 9	Talent Search and Development: Project Talent

### **Tasmania Competitions Pathway 2012 - 2013**

Australian Money Tournaments	
State Open Tournaments	
Optus Junior Tour State Tournaments	
Junior Development Series	
MLC Tennis Hot Shots	
Teams	Pizzey Cup, 14's and 12's State Teams
Events	Event, Bruce Cup, Super 10's

### **Talent Development Coaches (TDC)**

Congratulations to the following coaches that have achieved Tennis Australia criteria to be awarded classification as a Tennis Australia Talent Development Coach:

James Bolzonello (Launceston) (John Playle (Hobart) & Mathew Carswell (Launceston)

### **Player Performance Highlights (Nationally)**

- Sanyukta Singh – 2013 Winner 12s Geelong Junior Grass, Winner Vic 12s Junior Grass, Winner Rising Sun 12s OJT, Winner Warnambool 12s Junior Grass, Runner Up 12s Winner Margaret Court Cup Vic
- Harry Bouchier – Finalist 16s Nationals Dec Showdown 2012, Winner 16s Nationals Doubles. Gained first ATP Points 2013.
- Daniel Littler -winner John Fitzgerald medal Foundation Cup
- Catherine Krueger winner 14s Gold OJT Victorian Junior Claycourt Champs
- Catherine Krueger finishing 10<sup>th</sup> at 14s National Clay 2013 and Jessie Mount finishing 3<sup>rd</sup> at 14s Clay Nationals (now residing in Vic) both came from the original Talent Search Schools Program implemented in Hobart in 2008
- Thomas Hann winner Stosur Award at 10 & Under National Talent Development Camp AIS Canberra

### **Future Direction**

At the conclusion of the 2012 -13 year we reviewed the State Squad structure and made a decision to decentralize the State Squad Program. By doing this we have now handed squad training back to the private coaching sector. We can now provide more support to the private coaches with other initiatives and work towards a future that is self sufficient amongst clubs and coaches across Tasmania. We aim to support and promote quality-training environments within the private coaching network. I will be working closer with the private coaches in the North West, North and Southern regions via our Talent Development Camps and day visits. We have just appointed part time a new Strength and Conditioning Coach Damian Lawler. Damian is going to be working closely with myself to ensure our up and coming athletes across Tasmania are doing everything possible to reach their full potential athletically and along the way pay special attention to injury prevention. As National Coach I will continue to work closely with Sanyukta Singh our current National Academy scholarship holder.

In the coming year there will be increased focus on more players accessing appropriate competition on the mainland. These trips are to be supported by Tennis Tasmania. Our grassroots tennis programs in schools and clubs will be a major priority as we look to grow the pool of competition tennis players across the state. There is much work to be done in this area and working closely with schools, private coaches and clubs is the key.

Currently we have a very talented group of up and coming 11 & under players. I look forward to supporting their journey along the Player Development pathway. There is definitely much work to be done in all areas of Player Development to produce our next National Champion.

*Simon Youl*

***National Coach TAS***

## **President and CEO Report**

International events were again major highlights, but implementation of the Tennis Australia strategy to increase participation in our sport is the focus of day to day activity, with some exciting new initiatives in play. In a year of consistent relationship building and consolidation throughout Tasmania, we are striving to put in place the foundations and mechanisms to produce sustainable results across our key tennis platforms – Participation and Performance.

### **Participation**

#### *School Partnerships*

MLC Tennis Hotshots continues to grow throughout the tennis landscape in Tasmania, none more so than in our primary schools. Through Tennis Australia's National Schools Partnership Program. 13 schools around the state jumped at the opportunity to conduct tennis as part of their school curriculum, and in conjunction with private coaches over 2000 students registered online and 38 PE teachers became tennis ambassadors.

Capitalising on our success in this area, Tennis Tasmania will be extending its reach into more schools as the program gains momentum and the teacher confidence remains high.

#### *Club Relationships*

Club development has been a significant focus over the past 12 months. Closer relationships are being built with our 51 affiliates as we strive to deliver our sport together. Importantly, conversations have commenced with key government stakeholders to ensure tennis has a seat at the table in future sporting precinct planning and is held in high regard when requesting financial support for things such as facility upgrades.

#### *Tournaments*

It has taken the best part of two years to move from a centralised tournament calendar to a club owned and operated model of tournament conduction. For the first time the tournament calendar will be produced three months prior to the commencement of the 2014 year. The addition of 20 events through the Medibank Junior Development Series has increased exposure for our smaller host venues and provided an important competitive bridge between coaching and high performance competition. Consolidation of the tournaments and competitions pathway will continue, whilst we shift our focus to providing educational opportunities for our tournament directors of the future.



## **Performance**

### *Junior Achievements*

Sanyukta Singh enjoyed a stellar summer with success at multiple Junior Tour events on the mainland. Harry Bouchier earned his first ATP point and subsequently a world senior ranking. Harry also was a finalist at the 16s Australian Championships. Daniel Littler claimed the prestigious John Fitzgerald Medal for his outstanding performance and leadership at the Foundation Cup in Sydney. Catherine Krueger claimed the Victorian Claycourt Championships title and Thomas Hann was recognised for his talent, winning the Stosur Award and the National Talent Development Camp at the Australian Institute of Sport.

Tasmania currently has an outstanding group of emerging tennis talent and much work is being done by the players, our national coach and the private sector coaches to instil the qualities required in order for players to take the next step in their tennis progression.

### *Major Events*

Tasmania is blessed to have a stable of world class events hosted at all three of our major regional facilities. With all events being the flagship in their respective cities, players from all over the world descended on Tasmania through the months of January and February to compete in the Moorilla Hobart International, McDonalds Burnie International and the Launceston International. In its 20<sup>th</sup> year the Moorilla Hobart International endured a gruelling 42 degree opening day of the event and was completed by Elena Vesnina winning her first WTA title. Peter Johnston (Senior Vice President of the WTA Asia Pacific Region) was on hand to present the event with a commemorative plaque in recognition of the 20 year achievement.

Two time Newcombe Medal award winners, Burnie, is to be congratulated on yet another great example of event conduction. Well done to President, Danny Clark and Chair of the Burnie International Tournament Committee, Anthony Johnstone, for running another successful Burnie event. It is great to see the whole Burnie and north-west community supporting such a well-run tournament.

In its second year the Launceston International attracted large crowds and plenty of media attention with Australian Storm Sanders winning an excellent final against Shuko Aoyama (JPN), at the Launceston Regional Tennis Centre.

### *Team Events*

State team representation is an important cog in culturally developing our tennis players to perform on the national stage. Our Bruce Cup Team (Primary School) made the trip across to Perth to compete in the national carnival, finishing a respectable 6<sup>th</sup>, narrowly going down to WA on the final day. Our Pizzey Cup Team (Secondary Schools) travelled to Adelaide for the national championships and finished a creditable 5<sup>th</sup>. Our December Showdown teams in the 12s and 14s

boys and girls divisions all struggled to crack the might of the national elite with the exception of our 12 girls who had an outstanding carnival finishing in equal 5<sup>th</sup> place. The Tasmanian Foundation Cup Team travelled to Sydney and finished 6<sup>th</sup> overall.

## **Business**

### *Team Structure*

There have been a number of retirements and additions to the Tennis Tasmania team. Following the departure of Member Service Coordinator Jennifer Nield in January, the team was restructured and refocussed to deliver on our strategy. Sally Jackson extended her vision into grassroots development focusing on School partnerships, Simonne Allwright was appointed to the newly formed role of Club Development Coordinator to accelerate the relationships with our affiliates and Trent Constance was appointed to a full time tournaments and competitions role in November and has also driven our website and social media content. Patricia Kirk (Admin Assistant), Marty Howell (Grassroots Assistant) and Stuart Armstrong (Events Assistant) have also been appointed on a part time basis and are critical additions to our team. We would like to take this opportunity to thank Jennifer Nield and Gavin Horne for their outstanding contribution to tennis in Tasmania and our current team for their dedication and drive.

### *Government Relations*

Much work is being done on strengthening the ties between Tennis Tasmania and state and local governments. Critical to the success and sustainability of our sport is ensuring that funding streams are capitalised on and well acquitted. Even more importantly, updating LGA's and keeping them informed on the progression of tennis throughout Tasmania and the impact it is having on local communities.

### *Thank you*

Our sincere thanks go to all board members for their excellent contribution over the past 12 months. Phil Bowden (Vice-President), Andrew Youl, Julie Fletcher, Denis Tucker, Kim Robinson and Paul Lovell have assisted greatly with expertise and encouragement.

I would also like to acknowledge the retirement of Tennis Tasmania director Denis Tucker. Denis has had an illustrious career of over 30 years with Tennis Tasmania and is very well known for his contribution and involvement in the sport at local, state, national and international levels. With wife Liz he has made and continues to make a great contribution to the sport. His passion for the sport is reflected in the marvellous tennis museum he has created at his home in Launceston.

Thank you to the Tasmanian Government through Sport and Recreation Tasmania for its great support and advice, to the Hobart, Launceston and Burnie Councils who are contributing so well to our major events, to Tennis Australia for its ongoing commitment, and to the tennis community for your support of this much loved game. Enjoy the sport and please encourage others to do likewise!

**Peter Armstrong**  
President

**Mark Handley**  
Executive Director

## **Tournaments and Competitions Annual Report**

After a great year of tournaments and competitions across the state it gives me a great pleasure to provide the first annual report on tournaments and competitions in Tasmania.

Since my hiring in November last year we have had a number of firsts here in Tasmania with some real structure and organisation playing a key role of the successful implementation of new tournaments and competitions across the state. The development of the tournaments and competitions pathway was an integral cog in setting the wheels in motion.

### **Tournaments**

In the first year of a brand new tournaments structure which encompassed the collaboration of Medibank Junior Development Series, Optus Junior Tour, Australian Money Tournaments and Pro Tour events the platform was set for a successful calendar of events. With three of our biggest tournaments set to take place we are currently on track to comfortably exceed the participation rate from 2012. Average participation numbers from ranking tournaments has **grown 8%** (from 2012) which already shows growth on a new structure.

#### **Medibank Junior Development Series (MJDS)**

With the 2013 calendar of MJDS events coming to close, players have relished in the opportunity to play in these developmental events without the pressure of points or prize money. Throughout 2013 MJDS tournaments had an average participation rate of 38 players per tournament with 214 unique players competing in this series of events. Events were ran as South as Cygnet and as North West as Burnie with 16 different clubs hosting a MJDS event.

Medibank ran a 'Healthy Attitude Award' campaign across Australia recognising players who show extemporaneous behaviour and a great attitude. Throughout the May - October nomination period Tasmania has nominated 43 players (with one event to play) for these national awards. Remarkably, out of these nominations both Victoria Fish (May) and Sam Plunkett-Smith (September) were awarded as national monthly winners receiving a medallion and gift card. They are both in the running to receive and all expenses family trip to the 2013 Australian Open.

#### **Optus Junior Tour (OJT)**

OJT events across the state held the largest participation rate of 71 players per tournament. This number exceeded that in 2012 by **6%** with our two biggest OJT events of the year still to take place. Our biggest tournament of the year (so far) was the Launceston Junior Championships which received 88 entries over this Bronze level event. Geilston Bay and Sunshine Tennis Clubs hosted their first OJT tournament with great success and all other OJT events ran smoothly and professionally. Overall in 2013 we held 10 OJT events.

#### **Australian Money Tournaments (AMT)**

Our AMT structure which encompassed a slight reshuffling of tournaments and dates is really starting to take shape. We are very excited by the added interest of our past players and are building a great culture within the tournaments and competitions pathway for these players. Our most successful tournament was the Tasmanian Open Platinum AMT with 58 players participating

in this premier event. This tournament received numerous international flavour with Frenchman Stéphane Robert (former top 60 player in world) claiming the title. Currently with the Devonport and Glenorchy Open set to be played we have a current growth (from 2012) of **4%**. With the current processes in place we are looking to grow this number in 2014.

### **Pro Tour**

In 2013, we once again ran the Burnie International and Launceston International. After marginally missing out on tournament of the year the Burnie International was back in full flight as players from across the globe competed for the chance to claim the exclusive title. After a week of world class tennis local favourite John Millman defeated Stéphane Robert (Tasmanian Open champion) in three gruelling sets and on the women's side it was an all-Australian affair with top seed Olivia Rogowska outlasting Monique Adamczak in a three hour marathon. With the attention now on Launceston the weather certainly delivered with a rain break free event. In the world class women's only event it was Australian qualifier Storm Sanders who upset her more fancied opponents on route to a straight sets victory over Shuko Aoyama from Japan.

In 2014 the pro tour events are set to become even bigger with the Burnie International being upgraded to a \$100,000 combined event (formally \$75,000) and the Launceston International being bumped up to a \$50,000 women's only event (formally \$25,000). This makes the Burnie International the largest tournament of its kind in Australia.

### **Competitions**

Competitions have been in integral focus throughout the year with players relishing the opportunity to play a weekly competition in a team's format. We have added new layers to our competitions pathway which effectively showcases the entry and top tier level of competitions both in Tasmania and nationally.

We have successfully converted numerous competitions in Tasmania over to the Tennis Australia recommended Competition Planner software with some great feedback coming from this system. Recently we have converted the AYC inter-club competition over to Competition Planner which is the largest competition in Tasmania. These numbers contribute to the national competition participation which is invaluable to Tennis Australia.

In Tasmania we run and coordinate the following five competitions;

- Super 10s
- Foundation Cup
- Bruce Cup
- Pizzey Cup
- Tasmanian Tennis League (TTL)

### **Tasmanian Tennis League (TTL)**

The TTL pilot being ran in the South alongside MJDS events was a resounding success. This adult league targeted the strongest players from the South of Tasmania with a great atmosphere present throughout play. It was great to see the more experienced older player's partner up with younger team members and mentor them through the three week block. This competition was

something players seemed to be crying out for with the next instalment of the TTL coming shortly. The TTL was crucial for younger players from the MJDS tournament to visualise the entry tournament with the State league competition.

### **Website and Social Media**

Thus far in 2013 there has been over fifty website posts and numerous new layers added to the Tennis Tasmania website. The Tennis Tasmania facebook page has grown from its birth in mid 2013 to now currently hold 309 'likes'. This online presence has been a driving force behind effective communication and allows the public to gain information from an online source.

