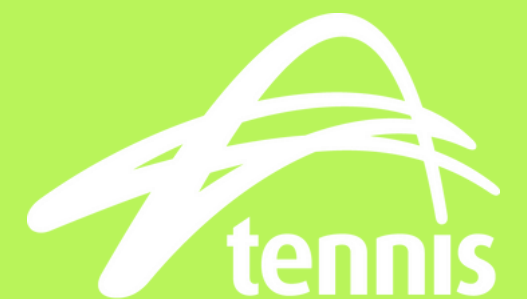


# BETTER TOGETHER

TENNIS VICTORIA AFFILIATION | 2022 - 2023





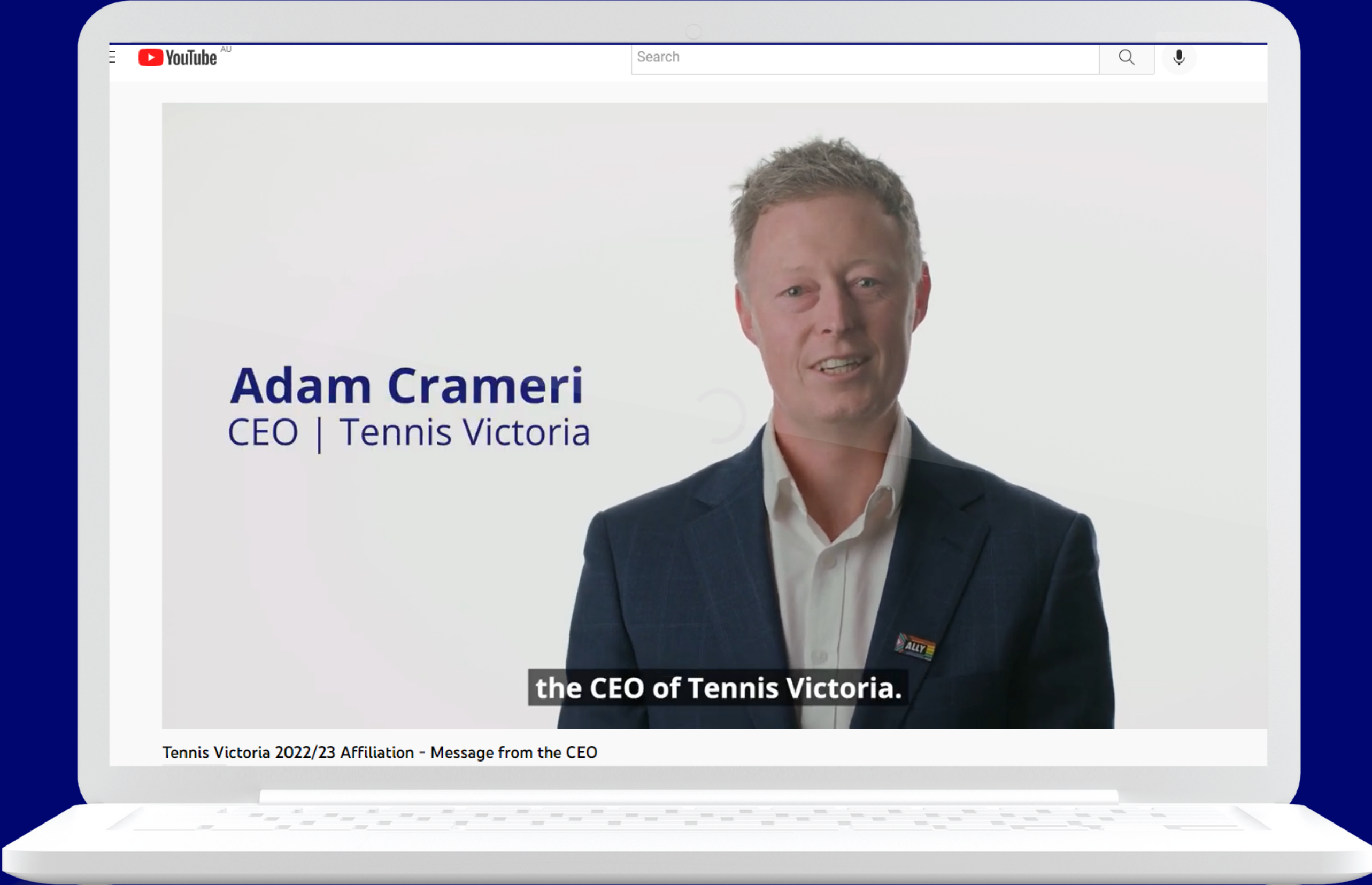


### **Acknowledgement of Country**

Tennis Victoria proudly acknowledges the traditional custodians, Victoria's Aboriginal communities and their rich culture and pays respect to their Elders past, present and future. We acknowledge Aboriginal people as Australia's first peoples and as the traditional owners and custodians of the land on which we work, live and play.

Artwork by Jaya Foy & Elias Jarvis (Larroom Art)

MESSAGE  
**FROM CEO**





# TENNIS VICTORIA STRATEGY

We're on this journey together, towards 2024!

Tennis Victoria are delighted to introduce our new strategy to 2024 and acknowledge and thank all of Tennis Victoria's affiliated clubs, centres, associations together with coaches, Local Government, State Government and Tennis Australia who have contributed to the development of this plan in many varied and valuable ways.

Our strategy closely aligns with the priorities of Tennis Australia and compliments the Victorian State Government's Active Victoria Framework.



## PLACES

Optimising the use, management and access to facilities, thereby creating a sustainable future for venues



## PLAY

Provide opportunities to ensure everyone can play more often, how and when they want



## PEOPLE

To provide the tennis community with the leadership and support to empower them to succeed



## PROFILE

Raise the profile of Tennis in Victoria through strategic storytelling

See our new strategy [HERE](#), see our new strategy on a page [HERE](#).



# TENNIS VICTORIA STRATEGY 2024



## TENNIS AUSTRALIA PURPOSE

Create a playful world through tennis, because we believe playing makes life better.

## TENNIS VICTORIA PURPOSE

Create safe, inclusive and thriving Victorian tennis communities, enabling more people to play more often.



## OUR VALUES

- COLLABORATION
- HUMILITY
- IMAGINATION
- EXCELLENCE



## PLACES

Optimising the use, management and access to facilities, thereby creating a sustainable future for venues

### STRATEGIC PROJECTS

- 1.1. Venue Performance
- 1.2. Environmental Sustainability
- 1.3. Community Access
- 1.4. Operating Models



## PLAY

Provide opportunities to ensure everyone can play more often, how and when they want

### STRATEGIC PROJECTS

- 2.1. Attract
- 2.2. Delivery
- 2.3. Inter-Club Competition
- 2.4. Pathways
- 2.5. Innovation



## PEOPLE

To provide the tennis community with the leadership and support to empower them to succeed

### STRATEGIC PROJECTS

- 3.1. Industry Growth
- 3.2. Personal Growth
- 3.3. Culture



## PROFILE

Raise the profile of Tennis in Victoria through strategic storytelling

### STRATEGIC PROJECTS

- 4.1. Promotion
- 4.2. Local Area Marketing
- 4.3. Communications
- 4.4. Recognition

## ENABLED BY

- DIGITAL ENABLEMENT
- PARTNERSHIPS
- ORGANISATIONAL GOVERNANCE



## BENEFITS OF CLUBSPARK

ClubSpark is a digital solution that makes tennis more accessible online. It is an online venue management platform that provides benefits to both club administrators and tennis players.

For club administrators, it provides simple to use tools to manage club activities, such as managing memberships, communicating with players, timetabling and website updates.

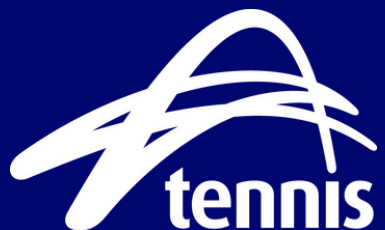
For tennis players, it provides easy access and seamless experiences to tennis activities such as finding and booking a court, joining a club or registering for an open day event. ClubSpark is free for all Tennis Victoria affiliates.



# ClubSpark



# Pillars of a Thriving Tennis Community



## KNOW YOUR COMMUNITY

Understand local demographics and the competitive market your venue is operating within

## APPROPRIATE PRODUCTS

The club and/or coach offer insight-led products that are relevant in their community

## RIGHT MANAGEMENT MODEL

An appropriate management model is in place for all stakeholders and have access to relevant support to operate effectively

## WELCOMING, SAFE AND INCLUSIVE CULTURE

The environment is welcoming and accessible to the community and meets best practice child safety standards



## CLEAR IDENTITY AND VISION

Know the purpose of your club and coach and what it wants to be known for

## FINANCIALLY VIABLE

The club and coach have sustainable revenue sources that enables them to deliver on business plan

## SUSTAINABLE FACILITIES

The physical environment is fit for purpose and sustainability of the venue is planned for accordingly

## DIGITAL PRESENCE

Consumers, clubs and coaches are able to access and administer tennis online



## PLAY

Opportunities to play the game we love

Affiliation with Tennis Victoria offers the opportunity to play in all Tennis Victoria delivered Events and Leagues.

Access to programs and initiatives to drive new members to your tennis centre/business such as Tennis Hot Shots, Cardio Tennis and Open Court Sessions.



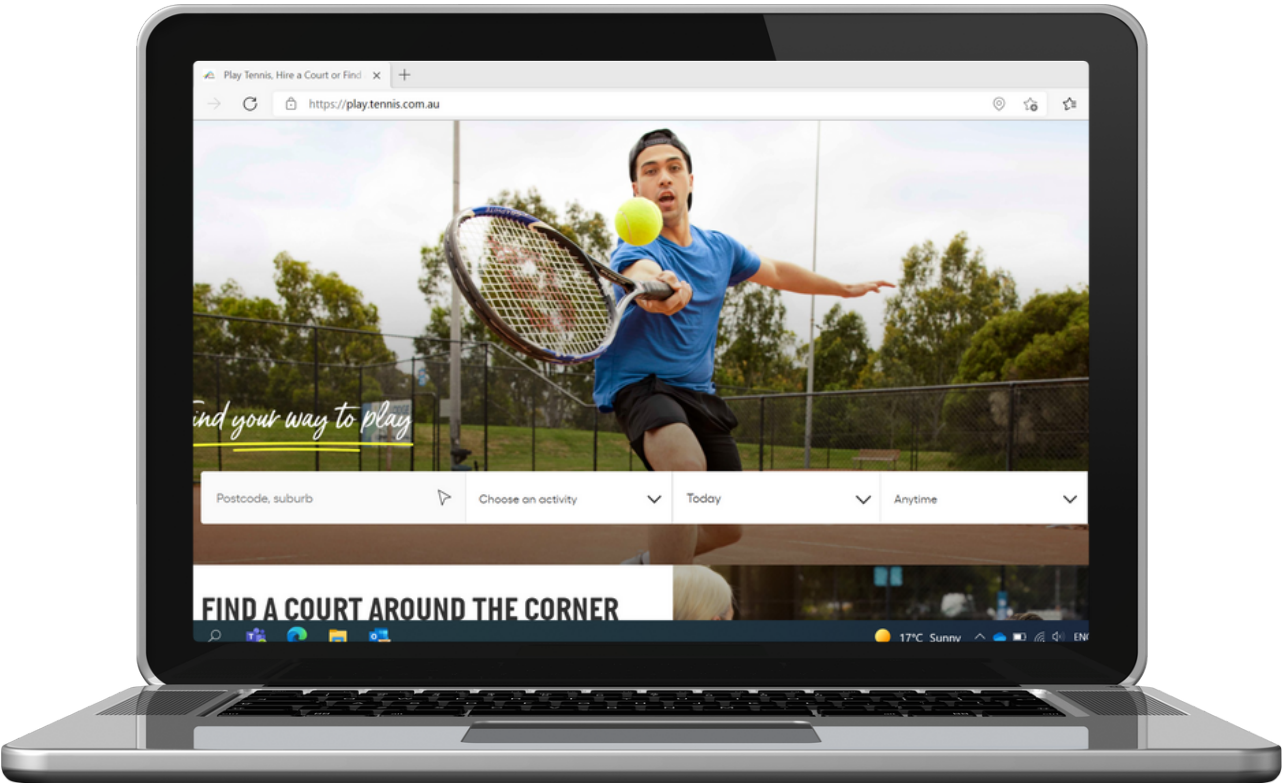
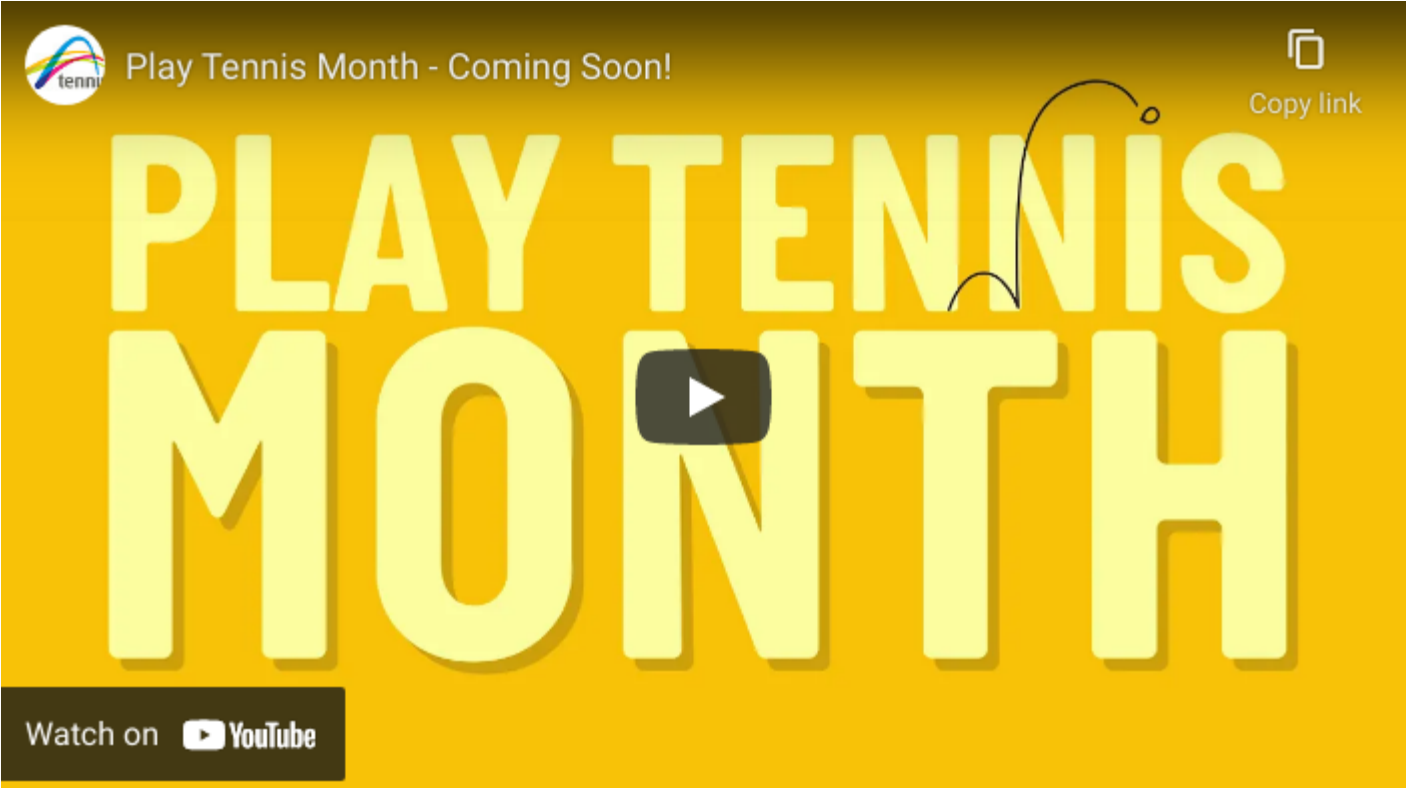


# MARKETING SUPPORT:

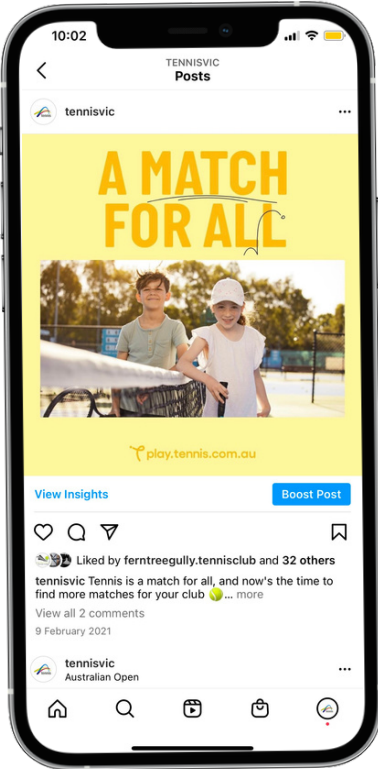
The Play Tennis website [play.tennis.com.au](https://play.tennis.com.au) is a central place for everyone to access tennis in their local area such as Court Hire opportunities, ANZ Tennis Hot Shots, Cardio Tennis, Open Court Sessions and Coaching.

Members of the public can search for tennis products in their area by typing in their suburb or postcode, what product they are interested in and the time and day they want to play. The Play Tennis website is an opportunity for affiliates to promote their venues online and be accessible to players looking to book a tennis activity.

All national and state participation campaigns focus on driving traffic to this website so it is a great opportunity for affiliates to be more visible online and expand their digital presence to the wider community.



play.tennis.com.au



Social Media



## PEOPLE

We're here to support you

As part of your affiliation, you have access to a dedicated Club Development Officer (CDO) or Pathways Manager for Associations. Our team is available to offer you practical support and connect you to subject matter experts within the Tennis Victoria team. Refer to the back of this booklet to contact your Tennis Victoria representative.



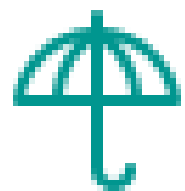
Tennis Victoria's Learn & Serve Program aims to provide opportunities for our tennis community to learn and grow!

As part of our Tennis Victoria strategy and our commitment to industry growth, the program encompasses all learning and development for our community through tennis. Learning opportunities available include Social Media coaching, networking opportunities, Safeguarding education, competitive play education and more.



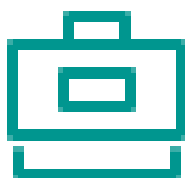


## Tennis Victoria affiliates and their tennis players are insured under the Tennis Australia National Insurance Program\*



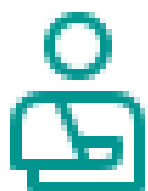
### Public Liability Insurance

This insurance can help protect your club against the financial risk of being found liable to a third party for death or injury, loss of or damage to property or 'pure economic' loss resulting from your club's negligence.



### Management Liability Insurance

This insurance can help cover a range of financial risks for your club's directors and officers and can cover some of the costs associated with an employee stealing funds from the club.



### Personal Injury Insurance

This insurance is designed to help offer some peace of mind to members, participants, volunteers etc. of your club by having protection costs related to an injury sustained whilst involved in a tennis club activity.

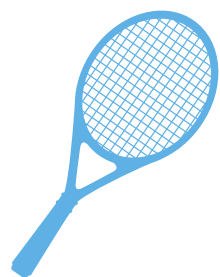


[Click here for a summary of coverage and full policy details from Marsh, the broker for the Tennis Australia National Insurance Program.](#)

# TENNIS VICTORIA SAFEGUARDING CHILDREN



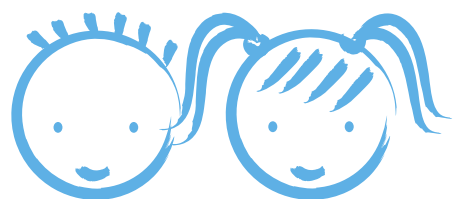
Tennis Victoria has a zero tolerance approach to any form of child abuse and is committed to ensuring the sport of tennis is a safe and friendly environment for children and young people. It is imperative that children and young people who access our activities, programs, events or services feel safe and supported.



We will ensure that child safety is embedded in our organisation's culture, reflected in our policies and procedures, and understood and practiced at all levels of our sport. We commit to making sure that everyone involved with delivering tennis in Victoria, from club administrators, volunteers, parents and participants, understand the important responsibilities they have in relation to child safety.



As part of your affiliation renewal this year you will be asked to complete five Safeguarding questions that appear in the Health in Tennis Tool. These questions will help us support you with ensuring you are providing a safe and welcoming environment for all children. This enhances our sport's leadership and processes in protecting children, as we work together to strengthen our culture around safeguarding.



Our commitment extends beyond creating an environment that minimises risk or danger. We are committed to building an environment that is both child-safe and child-friendly. Together we can provide an environment in which children feel respected, valued and encouraged to reach their full potential.





# HOW TO AFFILIATE

## Milestone 1 - 1 July

On 1 July your affiliate's Secretary and Treasurer will receive an email containing:

- Your annual invoice for affiliation fees
- A link to complete your online affiliation form

Due by 31 July:

### 1. Pay your affiliation invoice

- By Electronic Funds Transfer; or
- Signing up for direct debit. If paying via direct debit you can choose whether your affiliation fees are debited in full, in two instalments (July and January) or four quarterly instalments.

### 2. Fill out the information on your online affiliation form

- Key committee contact details
- Answering Safeguarding questions

Please complete the above as soon as practical once received. Committee contact details can be updated via your Club Development Officer (clubs/centres) or Pathways Manager (associations) if they change during the year (e.g. at your AGM).





## HOW TO AFFILIATE

### **Milestone 2 – Overdue steps – 1 August**

We will send you a friendly reminder if either of the items above are not completed and will provide a further 30 days for completion.

### **Milestone 3 – Caution notice – 1 September**

A formal communication required by the Tennis Victoria Constitution is sent if payment and/or completion of the online affiliation form is outstanding. This provides 30 days' notice for these items to be remedied to remain affiliated.

### **Milestone 4 – We'd hate to see you go – 1 October**

Affiliation ceases at this date if payment and/or the affiliation form are not completed by this date. We'd always welcome your back, but wouldn't be able to provide you any services (including insurance) from this point, until you reapply and are approved for re-affiliation.

### **Milestone 5 – New insurance certificate - from 1 November**

For affiliates who have renewed their affiliation, an updated insurance Certificate of Currency will be issued.

This aligns with the insurance policy timing of 1 November 2022 – 30 October 2023.

If you require a copy of the current Certificate of Currency (1 November 2021 – 30 October 2022), please request this from your Club Development Officer or Pathways Manager. This certificate remains current only while you are affiliated.





# 2022 - 2023 AFFILIATION FEES

CLUBS, CENTRES AND RESTRICTED ASSOCIATIONS	2022 - 2023 AFFILIATION FEE
Country 1-4 Courts	\$605
Country 5-9 Courts	\$915
Country 10-19 Courts	\$1695
Country 20+ Courts	\$2755
Metro 1-4 Courts	\$1035
Metro 5-9 Courts	\$1670
Metro 10+ Courts	\$4,355
Metro 10+ Courts \$4,355 \$3048.50 Concession Fee*	\$190

\*Clubs who can demonstrate revenue received of less than \$1,170 last financial year are eligible to apply for a Concession Affiliation Fee. Clubs who received the Concession Fee last year will automatically be granted this fee in 2022-2023.

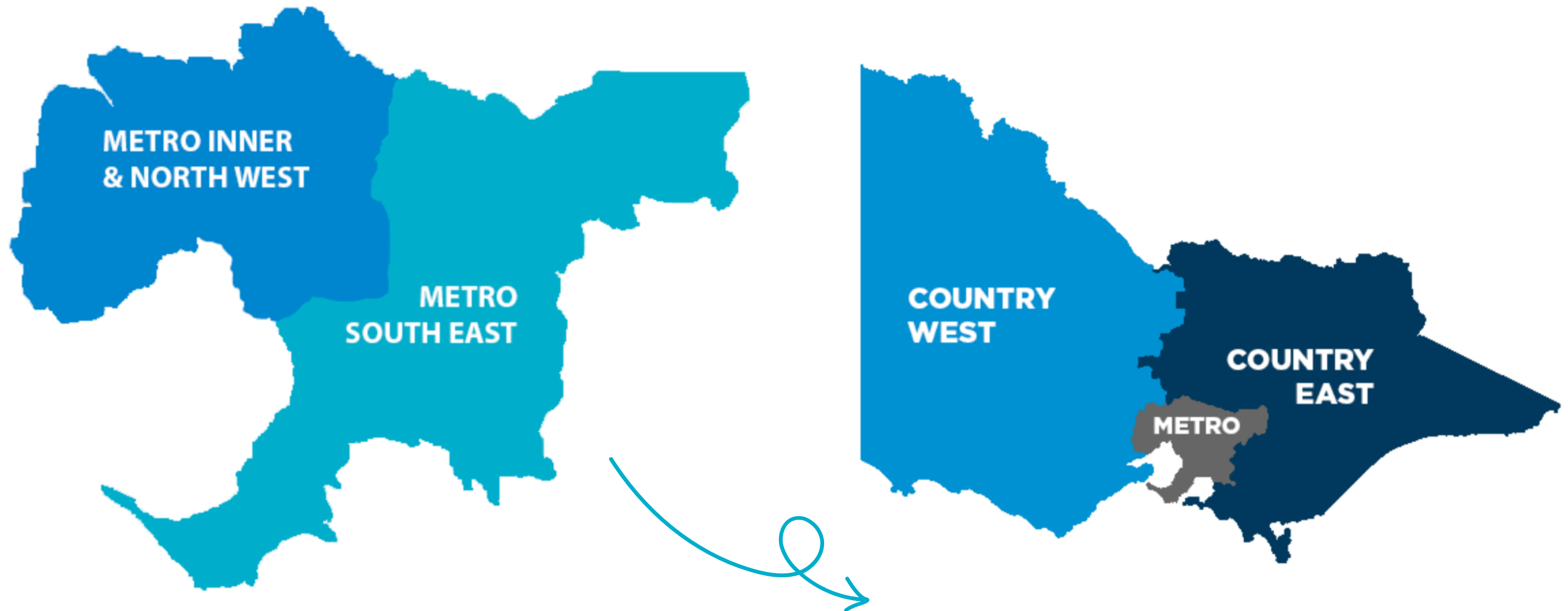
ASSOCIATIONS	2022 - 2023 AFFILIATION FEE
Small Country (3-29 member clubs)	\$620
Large Country (30+ member clubs)	\$1,225
Small Metro (3-29 member clubs)	\$805
Large Metro (30+ member clubs)	\$1,600





## YOUR KEY CONTACTS AT **TENNIS VICTORIA**

Our team of 13 Club Development Officers, four (4) Regional Managers, two (2) Coaching Leaders and two (2) Pathway Managers are split across four (4) regions in Victoria.





## MEET THE TEAMS

### METRO INNER & NORTH WEST

#### **Stephanie Eshak**

Regional Tennis Manager –  
Metro Inner & North West  
[seshak@tennis.com.au](mailto:seshak@tennis.com.au)

#### **Madeleine Sheedy**

Club Development Officer  
(Wyndham, Hobsons Bay,  
Melton, Brimbank, Hume)  
[Madeleine.sheedy@tennis.com.au](mailto:Madeleine.sheedy@tennis.com.au)

#### **Kyle McMullan**

Club Development Officer  
(Stonnington, Boroondara,  
Whitehorse)  
[Kyle.mcmullan@tennis.com.au](mailto:Kyle.mcmullan@tennis.com.au)

#### **Luca Gallo**

Club Development Officer  
(Melbourne, Moreland, Moonee  
Valley, Yarra, Port Phillip,  
Maribyrnong)  
[lgallo@tennis.com.au](mailto:lgallo@tennis.com.au)

#### **Jarryd Cutler**

Club Development Officer  
(Whittlesea, Darebin, Banyule,  
Nillumbik)  
[jcutler@tennis.com.au](mailto:jcutler@tennis.com.au)

### METRO SOUTH EAST

#### **Kelly Smith**

Regional Tennis Manager –  
Metro South East  
[ksmith@tennis.com.au](mailto:ksmith@tennis.com.au)

#### **TBA**

Club Development Officer  
(Kingston, Frankston, Mornington  
Peninsula)  
[tennisvicinfo@tennis.com.au](mailto:tennisvicinfo@tennis.com.au)

#### **Jim Lekkas**

Club Development Officer (Glen  
Eira, Monash, Bayside)  
[jlekkas@tennis.com.au](mailto:jlekkas@tennis.com.au)

#### **Sam Barr**

Club Development Officer  
(Knox, Dandenong, Casey,  
Cardinia)  
[sam.barr@tennis.com.au](mailto:sam.barr@tennis.com.au)

#### **Madeline Bosanko**

Club Development Officer  
(Manningham, Maroondah, Yarra  
Ranges)  
[madeline.bosanko@tennis.com.au](mailto:madeline.bosanko@tennis.com.au)



COUNTRY WEST

**Paul Senior**

Regional Tennis Manager –  
Country West  
[psenior@tennis.com.au](mailto:psenior@tennis.com.au)

**Peter Bertoncini**

Club Development Officer  
(Northern Mallee, Loddon  
Campaspe)  
[peter.bertoncini@tennis.com.au](mailto:peter.bertoncini@tennis.com.au)

**Cam Govan**

Club Development Officer  
(South West, Barwon)  
[cam.govan@tennis.com.au](mailto:cam.govan@tennis.com.au)

**Kate-Lyn Perkin**

Club Development Officer  
(Central Highlands, Wimmera)  
[kperkin@tennis.com.au](mailto:kperkin@tennis.com.au)

COUNTRY EAST

**TBA**

Regional Tennis Manager –  
Country East  
[tennisvicinfo@tennis.com.au](mailto:tennisvicinfo@tennis.com.au)

**Jade Ellams**

Club Development Officer  
(Central Gippsland, East  
Gippsland)  
[jade.ellams@tennis.com.au](mailto:jade.ellams@tennis.com.au)

**Sam Condon**

Club Development Officer  
(Goulburn, North East)  
[scondon@tennis.com.au](mailto:scondon@tennis.com.au)

COACHING LEADERS

**Paul Aitken**

Senior Coaching Leader –  
Metro Inner & North West  
& Country West  
[paitken@tennis.com.au](mailto:paitken@tennis.com.au)

**Jon Watson**

Coaching Leader –  
Metro South East &  
Country East  
[jon.watson@tennis.com.au](mailto:jon.watson@tennis.com.au)

**Emily Martin**

Tennis Australia  
Coach Development  
Coordinator  
[emartin@tennis.com.au](mailto:emartin@tennis.com.au)

PATHWAY MANAGERS

**Shelly Hart**

Pathways Manager – West  
[shart@tennis.com.au](mailto:shart@tennis.com.au)

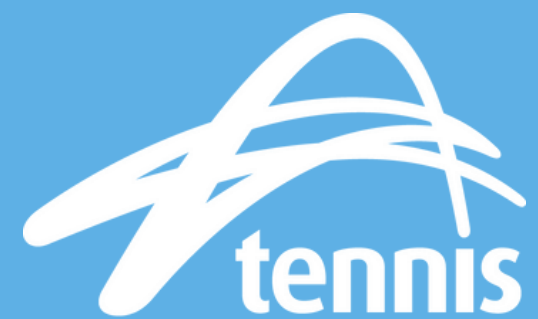
**Justin Cox**

Pathways Manager - East  
[jcox@tennis.com.au](mailto:jcox@tennis.com.au)









## TENNIS VICTORIA

AAMI Park  
Olympic Boulevard  
Melbourne, Victoria 3001  
Locked Bag 6001  
Richmond, Victoria 3121  
T (03) 8420 8420  
E [tennisvicinfo@tennis.com.au](mailto:tennisvicinfo@tennis.com.au)



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[Tennis Victoria](https://linkedin.com/company/Tennis-Victoria)