

TENNIS WEST

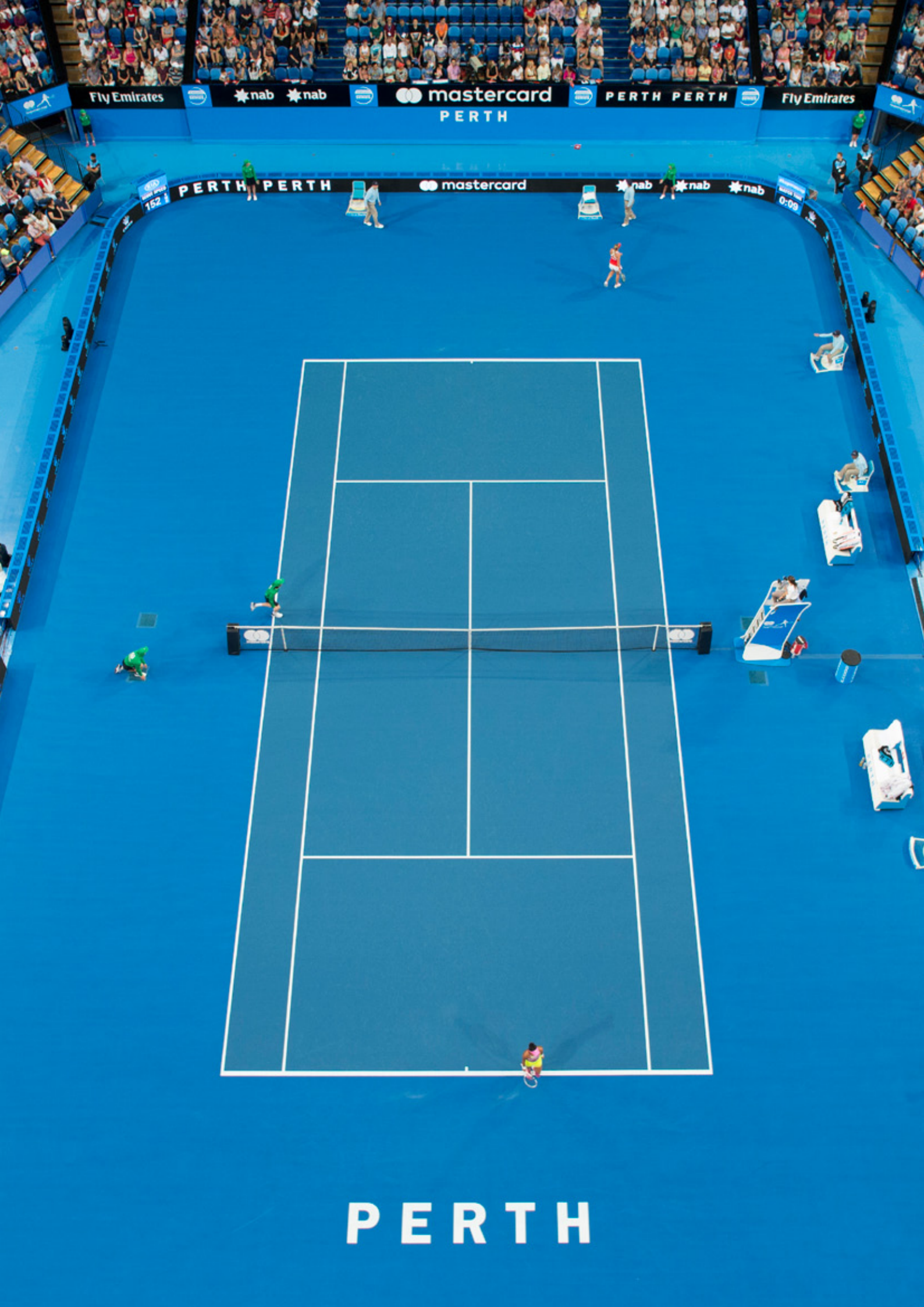
ANNUAL REPORT 2016-2017





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ABOUT US



Tennis West is Western Australia's governing body for tennis, and manages all aspects of the sport, from elite player development to growing participation within the affiliated club network and community.

Tennis West is headquartered at the State Tennis Centre on the Burswood Peninsula, with affiliated bodies located as far north as Kununurra, south as Albany and as far inland as Kalgoorlie.

Heritage

Tennis in Western Australia had its beginnings in the family homestead environment in both metropolitan and country areas. With the gold rushes in the last decade of the nineteenth century came the growth of tennis clubs. After two unsuccessful attempts a tennis association was established to arrange inter-club competition and determine the status of tournaments.

On 17 April 1903, a motion was passed 'that an Association be formed to be called the Lawn Tennis Association of Western Australia (LTAWA). The new LTAWA then confirmed its decision, on 14 October 1904, to join the Australasian Lawn Tennis Association (ALTA).

It was in 1912 that the name Western Australian Lawn Tennis Association (WALTA) was adopted. In the 1990s, in keeping with a move by the National body to use the trading name Tennis Australia, the acronym WALTA was cast aside for Tennis West.

During the 1980s, the prospect of the Association having its own offices and tennis complex always appeared to be just around the corner. On 20 September 1994, the new State Tennis Centre was officially launched on the Burswood Peninsula.

From uncertain beginnings, with the strains of the war and the division between amateurs and professionals, the Association has grown from a few small clubs conducting winter pennant tennis to administering one of the state's major sports.

[Reference: Phillips, Harry (1995) Tennis West: A History of the Western Australian Lawn Tennis Association from the 1890s to the 1990s. Sydney: Playwright Publishing]

Organisational Structure

Delegates represent the affiliated Metropolitan Tennis Clubs and Country Zones in WA. The number of votes a Metropolitan Club is entitled to is derived from the number of members the Club has during that financial year.

The Country Clubs are represented by Zone Delegates. These delegates are appointed by the individual Tennis Zone committee. The number of votes a Zone Delegate has is derived from the number of Club members within the Zone. Delegates meet annually at the Tennis West AGM.

The Tennis West Board of Directors consists of the President and Vice-President plus five persons elected by the Members. The Board is also entitled to appoint up to 2 persons for their particular skills as determined by the Board when required for a specific period of time.

The Chief Executive Officer is appointed by the Board to oversee the operations of the Association.

Tennis West Strategic Plan 2016 - 2020

The Tennis West Strategic Plan 2016 – 2020 has been developed with the needs of the tennis industry front of mind and in consultation with a broad group of tennis stakeholders. The plan is aligned to the strategic direction of Tennis Australia taking into consideration the unique aspects of the tennis landscape in Western Australia.

The plan identifies and focuses on six key objectives: Places to Play (P2P), Participation, Coaches, Performance, Tournaments and Competitions, and the Hopman Cup.

Our key strategic priorities are the redevelopment of the State Tennis Centre, developing and implementing the Facility and Management Master Plan, Accessibility, and Champions We Can be Proud of. All of this is to be underpinned by good governance, innovation, having good relations with government and working to have everyone in the sport have a quality experience.

We look to deliver this with all our partners, sponsors, government and volunteers, without whom, we couldn't deliver the sport.

VISION STATEMENT

For tennis to be Western Australia's Leading Sport

MISSION STATEMENT

To serve up a great tennis experience for all

TEAM VALUES

Excellence, Loyalty, Humility & Teamwork

TENNIS WEST STRATEGIC PLAN

2016 - 2020

Vision: For tennis to be Western Australia's leading sport
Mission: To serve up a great tennis experience for all

KEY OBJECTIVES

PLACES TO PLAY

WHAT WE WILL ACHIEVE:

Grow the number of great clubs that are sustainable via effective management models.

2020 GOALS:

\$3.5m in investment

PARTICIPATION

WHAT WE WILL ACHIEVE:

More people have a positive experience in tennis more often.

2020 GOALS:

41,000 registered players

COACHES

WHAT WE WILL ACHIEVE:

To develop quality coaches and deliverers who drive participation and performance in tennis.

2020 GOALS:

254 registered coaches

PERFORMANCE

WHAT WE WILL ACHIEVE:

Deliver a world class athlete development pathway.

2020 GOALS:

Two Players Tracking Towards the Top 100 ATP/WT

TOURNAMENT & COMPETITIONS

WHAT WE WILL ACHIEVE:

Provide quality & innovative competitions & tournaments.

2020 GOALS:

90% Player satisfaction

HOPMAN CUP

WHAT WE WILL ACHIEVE:

A world class event that drives passion for the sport.

2020 GOALS:

100,000 attendance

TENNIS WEST STRATEGIC PLAN

2016 - 2020

STRATEGIC PRIORITIES

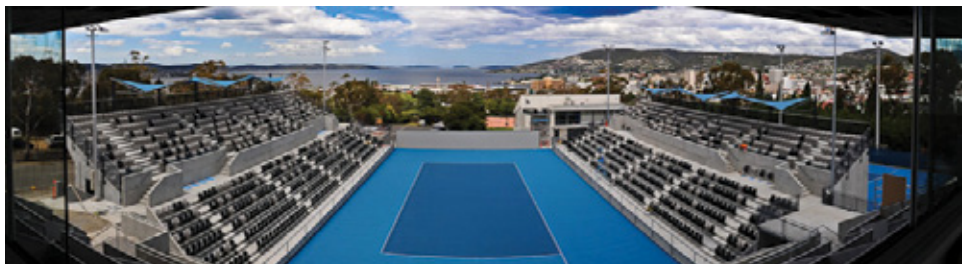
- » Facility Master Plan
- » Accessibility
- » Champions we can be proud of
- » State Tennis Centre

VALUES

- » Excellence
- » Humility
- » Teamwork
- » Loyalty

UNDERPINNING FUNCTIONS

- » Government Relations
- » Good Governance
- » Quality Experiences
- » Innovation
- » Recruit, Develop and Reward Our People





AFFILIATED CLUBS

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

2016-2017 Metropolitan Affiliates

Alexander Park	Dalkeith	Kwinana	Nollamara	Safety Bay
Allen Park	Darlington	Leederville	North Beach	Scarborough
Applecross	East Fremantle	Lesmurdie	North Perth	Sorrento
Armadale	Floreat Park	Loton Park	North Shore	South Perth
Bassendean	Forrestfield	Maida Vale	Ocean Ridge	Tennis Seniors WA
Bayswater	Fremantle	Manning	Old Collegians	Thornlie
Belmont Park	Glen Forrest	Maylands	Onslow Park	UWA
Blue Gum Park	Gosnells Memorial Park	Melville Palmyra	Parkwood	Wanneroo
Bullcreek	Greenwood	Midland	Peppermint Grove	Wembley Downs
City Beach	Hensman Park	Mosman Park	Range View Park	Willetton
Claremont	Higgins Park	Mt Lawley	Reabold	
Cockburn	Kalamunda	Mundaring	Robertson Park	
Corinthian Park	Kardinya	Nedlands	Rockingham	
Cottesloe	Kelmscott	Next Generation Perth	Roleystone	
Daglish	Kingsley	South	Royal Kings Park	

2016-2017 Country Affiliates

Central Districts Zone

Beverley
Cadoux
Cunderdin
Dowerin
Kellerberrin
Koorda
Meckering
Merredin Districts
Merredin Railways
Northam
Nungarin
Quairading
Wamenusking
Wyalkatchem
York

Eastern Districts Zone

Bruce Rock
Corrigin
Hyden
Kondinin
Kulin
Moorine Rock
Mount Walker
Narembreen
Southern Cross

Gascoyne Zone

Carnarvon
Exmouth

Goldfields Zone

Goldfields

Great Southern Zone

Gnowangerup
Holt Rock
Katanning
Kojonup
Kukerin
Newdegate
Tambellup
Tarin Rock

Kimberley Zone

Broome
Kununurra

Lower Great Southern Zone

Bremer Bay
Denmark
Emu Point
Kendenup
Lawley Park
Merrifield Park
Mt Barker
Napier
South Coast
Tingledale

Midwest Tennis Zone

Binnu
Chapman Valley
Dongara
Geraldton
Kalbarri
Mullewa
Spalding Park
Tarcoola Park
Walkaway
Yuna

Moore Districts Zone

Badgingarra
Ballidu
Bolgart
Dandaragan
Gingin
Goomalling
Jurien Bay
Kalannie
Konongorring
Miling
Moora District
Toodyay
Wannamal
Wongan Hills
Yerecoin

North Midlands Zone

Carnamah
Coorow
Eneabba
Mingenew
Morawa

Peel Zone

Mandurah
Singleton-Golden Bay
South Mandurah

Pilbara Zone

Dampier
Karratha
Paraburdoo
South Hedland
Tom Price

South Coast Zone

Esperance
Esperance South Coast
Ravensthorpe

South West Zone

Australind
Boyup Brook
Bridgetown
Brunswick
Bunbury
Busselton
Cowaramup
Dardanup
Donnybrook
Dunsborough
Gracetown
Harvey
Manjimup
Margaret River

Upper Great Southern Zone

Boddington
Brookton
Cuballing
Dudinin
Dumbleyung
Highbury
Narrogin
Pingelly
Toolbin
Wagin
Wickepin
Williams
Yealering



MEMBERSHIP & CLUBS

	2016/17	2015/16
Metro Clubs	68	66
Country Clubs	115	118
Affiliated Associations	1	1
Total Affiliates	184	185
Metro Members	13,856	13,460
Country Members	6,368	6,395
Total Members	20,224	19,855

Who are we? We are you!

37,864 Total registered tennis participants

19,855 Club Members

18,009 Hot Shots Participants

54% Male

46% Female

199 Affiliates

67 Metropolitan clubs
132 Regional clubs

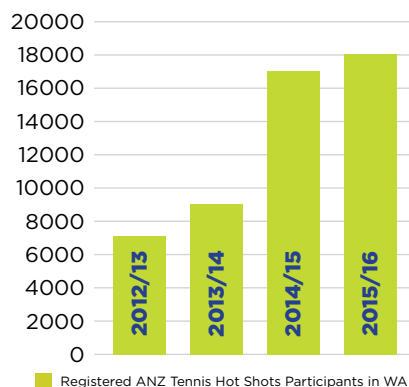
247 Coach Members

57 FitBit Cardio Tennis Deliverers

31 Staff members, including

5 Participation Leaders

ANZ Tennis Hot Shots



131,000

People playing social tennis across Western Australia
Gemba GASP Report 06/14

17 Junior National Singles Quarter Finalists or better across the Australian Junior Championships

4 Junior National Doubles Champions

1 Fed Cup Team Orange Girl Representative

1 Junior World Teams Championships Representative

2nd in the Bruce Cup National Team Primary Schools Competition

1 Australian Open Wildcard Playoff Winner

5 Players from WA competed in the Australian Open in the last 2 years

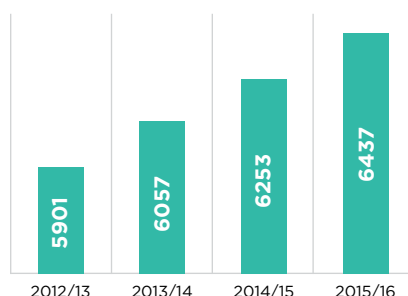
Programs & Services



- Free Tennis Days
- Insurance Coverage
- National Software Systems
- Australian Open & AOS Presale
- National Court Rebate
- Tennis Cares
- Club Forums
- Inclusion Programs
- Girls in Tennis Program
- Regional Zone Support

WA Tennis League Players

■ No. of Unique Players



Tennis is the 4th

most participated sport in WA behind Walking, Swimming & Gym workouts



Tennis West League

65 clubs 530 teams

Tennis West Junior League

460 teams

Tennis West State League

14 teams

Tennis West ANZ Tennis Hot Shots League

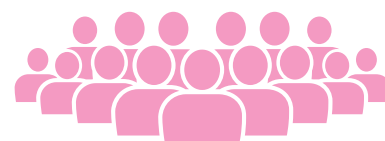
20 venues

+6000 Unique League Players

Great Partners & Sponsors:

Department of Sport & Recreation
Healthway | Tennis Australia
CBH | D'Arcy Slater Foundation
Wilson

ESTIMATED 3,000 VOLUNTEERS



\$1.66 MILLION

Invested in new and upgraded tennis facilities

63 New and Upgraded courts

7 Online Court Booking Venues

63 Sanctioned Tournaments and Events

MASTERCARD HOPMAN CUP 2016



96,146 attended Hopman Cup 2016, the second largest attendance in the event's history.

12,563 attend the 2016 Final between Australia Green & Ukraine - the highest attendance record for a Hopman Cup Final

75 print, radio and broadcast media provided extensive media coverage of the event to media outlets around Australia and worldwide.

150 countries and **15** different broadcast partners broadcast the Hopman Cup in 2016

+21,000 Twitter Followers

+18,000 Facebook Followers

+1,900 Instagram Followers



TENNIS WEST TEAM

Tennis West Board

President

Mr Wayne Firms

Vice President

Mr Warren Harding

Board Members

Mr Bill Price

Mr Ray Collins

Mr Ian Meares

Mrs Karen Jessop

Mr Carl Black

Ms Narelle Finch

Ms Jan Truscott (com. October 2016)

Chief Executive Officer

Chief Executive Officer & Hopman Cup General Manager

Mr Michael Roberts (com. October 2016)

Mr Geoff Quinlan (res. September 2016)

Participation

Participation Manager

Ms Brooke Koenig

Participation Leaders

Mr Paul Oldfield

Mr Ardian Fazliu

Mr Brett Marshall

Places To Play Participation Leader

Ms Alex Geraghty

Places To Play Manager

Mr Graeme Hall

Coach Development Coordinator

Ms Christina Ladyman

Coach Development Administrative Assistant

Ms Courtney Haynes

Schools Development Coordinator

Mr Jason Marrable (com. Aug 2016)

Marketing, Media & Events

Marketing & Community Engagement Manager

Ms Eleanor Mazza

Tournaments & Competitions

Tournaments & Competitions Manager

Ms Loretta Hughes

Tournaments & Competitions Coordinator

Ms Deanne Maloney

Competitions Coordinator

Ms Suzanne Kingston

Tournaments & Competitions Coordinator

Mr Joel Goodwin (com. September 2016)

Officiating Coordinator

Ms Jill Sheridan

Player Development

National Academy Head Coach

Mr Andrew Roberts

National Academy Manager

Mr Tom George

Talent Development Manager

Mr Damien Ward (com. December 2016)

Mr Pablo Eguiguren (res. August 2016)

Physical Performance Coach

Mr Len Cannell

Tennis Business

Business Services Coordinator

Ms Nola Fenner

Functions Coordinator

Ms Kira Duckworth (mat. leave April 2017)

State Tennis Centre Reception

Ms Sharon Lampard

Ms Shelley Pascoe

Customer Service Officers

Ms Amanda Jones

Mr Alex Baxter

Ms Amie Gillies (com. July 2016)

Mr Anthony Gemaol (com. November 2016)

Mr Kirk Gilleran (res. August 2016)

Hopman Cup

Commercial Manager

Ms Lisa Knezovic (res. March 2017)

Marketing & Social Media Executive

Ms Megan Hough

Marketing Partnership Executive

Ms Katie Olesen (res. January 2017)

Commercial Coordinator

Ms Meghan Hughes (com. August 2016)

Promotions & Events Coordinator

Ms Olwen Dawson (mat. leave February 2017)

Tennis West Committees

Finance, Audit & Risk Committee

Mr Bill Price (Chair)

Mr Ian Meares

Mr Michael Naylor

Ms Nola Fenner

Mr Michael Roberts

Nominations Committee

Mr Warren Harding (Chair)

Mr Carl Black

Ms Jacqui Jashari

Mr Grant Vernon

Governance Committee

Mr Wayne Firms (Chair)

Ms Karen Jessop

Mr Michael Roberts

Competitions Committee

Ms Loretta Hughes

Mr Ken Brown

Mr Bob Stevenson

Mr Tim Wood

Mr Neil Dembo

Mr Rick Arthur

PRESIDENT AND CEO REPORT



It is with pleasure that we provide a joint report for the financial year ending June 30 2017 as the President and Chief Executive Officer of Tennis West.

With a change in CEO towards the end of 2016, the organisation could be forgiven for taking time to adjust; however this has not been the case, and the Tennis West Board and management have continued their focus on delivering Tennis West's new strategy. The Strategic Plan, released last year and aligned to the strategic direction of Tennis Australia, has guided our organisation as we strive to be Western Australia's leading sport.

Through both our interactions with club committees and coaches, it is evident there are key themes that are of concern to our stakeholders. As the competition for children's sporting interests intensifies, with the offering of products such as cricket's Big Bash League and the AFL Women's competition, tennis as a sport needs to respond. We must provide an exciting offering, better market our sport, and provide clubs and venues that are welcoming and accessible. We also need to adapt our offerings to suit modern society's lack of spare time and the reluctance of families to devote entire weekends to sport.

We expect that the Book A Court online court booking system will assist in this area, as well as the willingness of tennis clubs to provide varied programs and competitions.

We are very pleased that Tennis West once again produced a profit in 2016/2017, which shows that our business is being run in an efficient manner and enables us to continue investing in the sport as the Board deems fit.

Our current Strategic Plan identifies six key objectives: Places to Play (P2P), Participation, Coaches, Performance, Tournaments & Competitions and the Mastercard Hopman Cup.

Key Objective One: Places To Play

Grow the number of great clubs that are sustainable via effective management models

Book A Court is Tennis Australia's online court booking initiative and throughout 2016/2017 Tennis West worked with Tennis Australia, the Department of Sport and Recreation and seven venues to trial this software and integrated gate and light access system. East Fremantle Lawn, Bullcreek, Reabold, Wembley Downs, Loton Park, Higgins Park and Hensman Park Tennis Clubs all implemented the system as part of the 'Unlocking Tennis' pilot program and, although there were a few technical hiccups along the way, the program is proving to be extremely successful. One pilot venue has seen over 200 individual new users of their courts, while another experienced a 300% increase in court hire revenue.

Book A Court allows both the public and club members to simply go online and book a tennis court, make payment and receive a PIN code that they can use to unlock the courts and turn on the lights. This initiative aims to make the facility more accessible to the community, as well as reducing the administrative work for clubs. Tennis West will continue to work with the existing pilot clubs and will also look to roll out the system to more venues in WA over the next year. This is an exciting project and one that we believe will increase the accessibility of our sport and assist tennis to adapt to the way the modern consumer wishes to play sport.

In 2016/2017 Tennis West undertook an Affiliate Survey for the first time, asking our clubs and associations questions relating to how they rate our services, their key challenges and how we can improve our support and assistance. Approximately 40% of affiliated clubs and associations completed the survey and the feedback received will be valuable in shaping how we assist clubs moving forward, as well as providing us with a baseline from which to improve.

The development of a Strategic Facilities Plan for tennis in WA has commenced in the last year. Through consultation with clubs, coaches, local government authorities and the State Government we feel this document will provide direction when planning the location and type of tennis facilities required. The Strategic Facilities Plan will also ensure we have the ability to provide direction relating to future funding for tennis infrastructure to local government authorities and the State Government.

Key Objective Two: Participation

More people have a positive experience in tennis more often

The biggest success during 2016/2017 was undoubtedly the National Schools Partnership Program. In the last year there were 239 WA schools signed up to partner with tennis and the ANZ Tennis Hot Shots program was delivered to over 33,500 school children. Tennis West's Schools Development Officer, Jason Marrable, worked extremely hard to link schools, coaches and clubs in order to provide a clear tennis pathway for the school students. In the year ahead, Tennis West will invest more time and resources in the Schools area, to ensure the benefits of the highly successful partnership program continue to be experienced by local clubs.

The success of the Schools program positively impacted the number of registered tennis players in WA, which grew significantly over the last year; although another contributing factor was a 24% growth in club members registered through My Tennis. Clubs have experienced some challenges in using this software over the past few years, however Tennis West's Participation Leaders have worked closely with clubs to overcome issues and assist with member registration.

	2015/2016	2016/2017
ANZ Tennis Hot Shots	18,009	37,887
Total Registered Players	27,765	52,324

A key focus for our Participation team throughout 2016/2017, which will continue into the new financial year, is to "get back to basics" when working with our affiliated clubs. It is still vitally important to work with clubs to register club memberships online in My Tennis, however many of our clubs require assistance with general day-to-day club management, as indicated in the results of the Affiliate Survey. The Participation Leaders have enthusiastically accepted the challenge of developing new methods of assisting affiliates, as well as having more face-to-face meetings with clubs. We are very much looking forward to the positive outcomes delivered by these changes over the coming year.

Key Objective Three: Coaches

To develop quality coaches and deliverers who drive participation and performance in tennis

Our coaches set our sport apart from others, as no other sport in Australia has as high a number of professional coaches delivering the sport or the level of upskilling and professional development opportunities as offered by tennis.

There are currently 264 Tennis Australia Coach Members in WA. In the past 12 months our Coach Development Manager, Christina Ladyman has been busy delivering a range of courses, including nine Intro to ANZ Hot Shots courses, two Community Coaching courses, two Junior Development courses and two Club Professional courses. In addition to this, WA coaches were offered the opportunity to partake in numerous professional development opportunities.

In 2016/2017 Tennis Australia continued to provide scholarship opportunities for female coaches, and in the last year three WA coaches received scholarships to undertake courses – Jess Chain (Midland Lawn Tennis Club), Chelsea Church (Midland Lawn Tennis Club) and Sara Mohamed (Tom Price Tennis Club).

Additionally, three WA coaches – Ian Ketteringham (Alexander Park Tennis Club), Matt Bull (Onslow Park Tennis Club) and Colin Thompson (Geraldton Tennis Club) – undertook the Master Club Professional course in Melbourne, with some funding support offered to each coach by Tennis West. We are thrilled to see local coaches invest in their development and were more than happy to provide a small contribution to help fund the cost of these coaches undertaking the course.

Key Objective Four: Performance

Deliver a world class athlete development pathway

We are very lucky to have a cohesive and high quality Performance team based in WA at the State Tennis Centre. The team has been working hard throughout 2016/2017 to build the base of 10/under players, while also focusing more attention on older elite junior players.

The Talent Development space (12/under) has been boosted significantly, with the addition of Damien Ward as Talent Development Manager. Damien has worked very closely with club coaches to identify talented players and assist the coaches with these players' training. We have seen great results in the 12/under age group, with WA's Bruce Cup team placing second and Abbi Gibson (Albany) winning the singles title.

The number of 12/under players training in squad environments has increased over the past 12 months. In addition to their tennis training program, these players also partake in strength, conditioning and physical coordination training.

In the older age groups, Tristan Schoolkate has been the standout performer from WA. Tristan has been invited to participate in a number of training camps and tours organised by Tennis Australia, including a Junior Davis Cup Camp held in Brisbane prior to the Australia v USA tie.

Key Objective Five: Tournaments & Competitions

Provide quality and innovative competitions and tournaments

Our Tennis West League competition remains the envy of Australian tennis, with the centralised competition catering to almost 7,000 players. According to our Affiliate Survey, access to competitions is regarded as one of the key affiliation benefits among metropolitan tennis clubs.

The new player rating system continues to grow as more players are added to the system nationally and the initial



challenges are overcome, leading to accurate ratings overall with close matches played across the board.

A highlight of 2016/2017 was the caliber of players attracted to the WA State League competition. Players such as Alicia Molik, Maddison Inglis, John Peers, Matt Ebden and Brydan Klein were drawcards as they stepped on court to represent their respective clubs. Of particular note, John Peers represented Mosman Park Tennis Club in the State League only weeks after claiming the Australian Open Doubles title!

We would like to take this opportunity to thank all club representatives who are involved in organising League teams throughout the year; their tireless work contributes significantly to the smooth running and high standard of our competitions.

Key Objective Six: Mastercard Hopman Cup

A world class event that drives passion for the sport

In what was undoubtedly the highlight of tennis in WA over the past year, the Mastercard Hopman Cup welcomed back Roger Federer after a 15 year absence. Roger's appearance helped the event break record after record with each of Switzerland's sessions selling out. The Switzerland v France night session set a new record for attendance, with 13,917 packing Perth Arena, and helped to boost the 2017 tournament's overall attendance to 103,167. An additional 6,000 people attended Roger's first practice session at the Perth Arena.

Nick Kyrgios and Daria Gavrilova returned for Australia to defend the title they claimed the previous year, however it was the French team of Richard Gasquet and Kristina Mladenovic

who lifted the trophy in 2017, defeating Jack Sock and Coco Vandeweghe from the USA in a thrilling final.

The Mastercard Hopman Cup is not only a great advertisement for Perth and WA, being broadcast live nationally on Channel 7 and to 200 countries across the world through numerous broadcast partners; it is also an important tool in promoting the sport of tennis locally. A tennis event which attracts international tennis superstars to Perth and brings the sport into the media spotlight does wonders for tennis at a grassroots level.

We held a number of functions during the event for clubs, junior players, coaches and schools, and will look to leverage even more opportunities next year. One standout from the event was having the ability to provide front row seats at Roger Federer's open practice session to some local junior tennis players. The look of awe on the players' faces as they got up close to their sporting hero indicated that the experience will undoubtedly have a lasting effect and will hopefully inspire them to continue playing tennis for many years to come.

In 2017 Tennis West continued the 'Have A Hit On Us' promotion, which allowed every Mastercard Hopman Cup ticket holder to access one hour of free court hire at their local participating tennis club. This initiative provides a definitive link between our world class event and our affiliated clubs, and we will look to grow this program in future years.

The Mastercard Hopman Cup also offers Tennis West the opportunity to engage further with the State Government and our local government partners, which is extremely important to the future of our sport.

Strategic Priority: The State Tennis Centre

In 2016/2017 our focus moved from planning to securing funding for a staged redevelopment of the State Tennis Centre on the Burswood site. Throughout the year Tennis West held numerous meetings with and obtained general support of the project from the State Government, however due to WA's current finances, funding has been difficult to secure at this stage. We continue to investigate all possible options to ensure we have a facility that meets the training needs of our talented junior squads, adequately caters for tournaments, and showcases our great sport.

Thanks

Tennis Australia has again been a fantastic supporter of Tennis West in 2016/2017 and provided great support during the transition between CEOs. Our national tennis body continues to provide shared services, including but not limited to finance, legal, human resources, IT, marketing and media. This support is invaluable and we would like to thank Tennis Australia CEO Craig Tiley and his management team for their ongoing support of Tennis West.

To the Board of Tennis West, who support both of us momentarily, we thank you. Our volunteer Board works incredibly hard and is dedicated to providing strategic direction for our sport, utilising a diverse range of skills that as a collective leads our organisation towards its future goals.

We would like to make special mention of our partners the State Government, through the Department of Sport and Recreation and Healthway, the D'Arcy Slater Foundation and CBH, whose ongoing support enables us to deliver programs around the state. We would also like to pay tribute to the great

work of the Women In Tennis Committee, led by Trish Ross. The fundraising that the Committee undertakes each year provides fantastic support for young female players, assisting them to train and travel for tennis more often.

To all the volunteers at affiliated tennis clubs around WA, we thank you for your passion and commitment to the sport. The time and effort put in by volunteers, driven by a passion for the sport, is astonishing and our nearly 200 affiliated clubs would not be nearly as healthy without this commitment.

Finally, to the Tennis West staff, who consistently go above and beyond to help grow our sport across the state – thank you. We are extremely fortunate to have a great group of driven and passionate individuals who create an enjoyable working environment and are dedicated to working with clubs, coaches and players to grow the game of tennis. We are very much looking forward to the year ahead and are confident the new initiatives planned will continue to grow tennis in WA.



Wayne Firms
President



Michael Roberts
Chief Executive Officer | General Manager Hopman Cup

MESSAGE FROM TENNIS AUSTRALIA'S CEO



Growing The Game For Everyone

Tennis is and always will be the sport for everyone. If you can pick up a racquet, it does not matter your race, gender, ability, age or sexual orientation – tennis will welcome you with open arms. Our sport has long been displaying the values of equality, inclusion and diversity.

We believe our sport, and indeed sport in general, is a very powerful vehicle for social change in this world. Earlier this year I had the privilege of addressing the 2017 Women's Empowerment Principles Forum at the United Nations in New York, in a bid to further promote gender equality in sport and across all business sectors.

We have a lot to be proud of in Australian tennis, nonetheless, there is still more that can be done and we are determined to continue our pledge to influence real change.

This year has seen a renewed focus on the positive role that tennis plays in the community and no event highlighted this more than the 2016 Newcombe Medal and the Australian Tennis Awards. The night showcased community stories from around Australia and culminated with Dylan Alcott being awarded the highest honour in Australian tennis. Wembley Primary School proudly flew the flag for WA, taking out the 2016 Most Outstanding School Award on the night.

Introducing The Game

ANZ Tennis Hot Shots introduced record numbers of children to the game this year with 384,584 taking part in the program nationally – up 80 percent on 2015-16. Western Australia alone managed a 110 percent increase of registered ANZ Tennis Hot Shots participants with 37,887 playing in 2016/2017.

The Schools Partnership Program stimulated a lot of the growth, which led to ANZ Tennis Hot Shots being recognised as the number one delivered Australian Sports Commission Sporting Schools Program in Australia. There are currently more than 2,000 schools nationwide, 239 in WA, participating in the

Schools Partnership Program as part of their health and physical education curriculum.

Another highlight of this past year was former Grand Slam champions Todd Woodbridge and Alicia Molik leading an ANZ Tennis Hot Shots Racquet Roadshow during April-May 2017 to celebrate the delivery of 80,000 racquets to first year primary school students. They visited more than 35 schools, travelling more than 10,000 kilometres to meet 15,000 kids and drive awareness of the initiative and the Schools Partnership Program.

The competitive arm of our entry program, previously known as leagues, was revamped into ANZ Tennis Hot Shots Match Play this year. There are now more than 15,000 children taking part at 380 venues nationwide.

Daria Gavrilova and Thanasi Kokkinakis signed on as ANZ Tennis Hot Shots Match Play Ambassadors to help inspire the next generation of champions.

Opening Up Tennis

The Book A Court program continues to open up tennis across Australia by allowing casual players to book and pay for courts online.

The Book A Court program was first piloted in 2015/2016 and has been installed in 56 venues nationwide. This year there have been 37,834 bookings from 7,255 unique players, generating \$249,029 in online payments and unlocking new revenue streams for all clubs involved.

During this pilot phase of the program much focus has gone into identifying best practices to ensure a smooth rollout over the coming years.

Inspiring Others

We continue to grow the game and engage more fans through the promotion of our leading athletes.

The Australian Pro Tour is a great example of how we provide a platform to bring elite tennis to more towns and communities countrywide. Running from September to April and attracting strong fields, the series offers more than USD \$1.1 million in prize money and 15,000 valuable ranking points as added incentive.



The annual December Showdown tournament at Melbourne Park featured the most promising junior talents competing for national titles across 16 days and saw WA's Scott Jones take out the 18/u title.

Australia's John Peers and Henri Kontinen (FIN) claimed their maiden Grand Slam doubles title at Australian Open 2017 while Dylan Alcott (AUS) won the quad wheelchair singles title for the third consecutive year in front of a huge crowd on Rod Laver Arena, the first time a wheelchair final was played on centre court at any Grand Slam. Rising superstar Daria Gavrilova won her way to the fourth round, the best performance of all main draw Australians.



Western Australia's Casey Dellacqua reunited with Ashleigh Barty (Qld) in 2017 to win three WTA doubles titles after missing most of 2016 with injury.

Grand Slams To Grassroots

The growth of our world class events continues to allow us to generate revenue to reinvest back into the sport.

Massive crowds enjoyed the return of Roger Federer to the Mastercard Hopman Cup for the first time in 15 years, with 41,386 fans attending at sessions featuring the Swiss team.

In total 103,167 fans, the second highest in tournament history, attended the captivating event won by the French team of Richard Gasquet and Kristina Mladenovic. It was France's second title in the event's 29 year history.

In the pursuit of becoming the world's greatest sports entertainment event, this year we increased our overall Australian Open entertainment, food and tennis offerings, and it paid dividends. A record 728,763 fans visited Melbourne Park during Australian Open 2017, smashing the previous record of 720,363 set in 2016. For the first time there were 503,382 attendees in the tournament's first week, breaking the half million barrier.

On the court, in arguably the most anticipated men's singles final in tournament history, Roger Federer won an unprecedented 18th Grand Slam title, overcoming nemesis Rafael Nadal in a five-set thriller. The 35 year old Swiss maestro returned from a six-month injury lay-off to become the second

oldest Grand Slam champion in the Open era, a victory that thrilled his many fans. It followed an historic women's final showdown between American sisters Venus and Serena Williams.

Serena took the spoils, claiming a 23rd Grand Slam title to become the most prolific Open era champion. News the 35 year old was pregnant with her first child emerged several months later, making the achievement even more remarkable.

Investing Into Growth

The success of our events has allowed us to reinvest back into the sport and this year there have been 176 projects funded through the National Court Rebate program. The total project value exceeded \$34 million and resulted in 342 new or resurfaced courts, including 155 ANZ Tennis Hot Shots mini-courts.

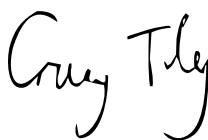
More than \$100,000 was distributed as part of the second round of AO Community Grants program in 2017. More than 30 recipients will use these grants to undertake projects that will deliver tennis opportunities to deserving communities in inclusive and engaging ways. This demonstrates how tennis can have a positive impact on local communities and be used as a vehicle to connect and engage individuals who face barriers to participation.

Our Vision For The Future

Much work has taken place behind the scenes as we work together across the nation bringing to life our strategic plan to make tennis the activity of choice in Australia.

As we continually push to connect more people to tennis, the next few years are particularly exciting for our sport. We believe that by continuing to deliver world-class entertainment with tennis at the core, we can drive revenue to reinvest back into growing the sport.

Our great partnership with Tennis West has continued under the new leadership of CEO Michael Roberts who took over from Geoff Quinlan in the latter half of 2016. We'd like to thank Michael for his dedication to tennis in WA and we look forward to working with all of you to achieve our shared vision.



Craig Tiley
Tennis Australia CEO

COACH DEVELOPMENT



In the last year, the key focus in Coach Development was to run more courses to upskill and qualify coaches throughout metropolitan Perth and regional WA.

Based on feedback from coach visits, a number of professional development workshops have been conducted. Coach Development has upskilled teachers and pre-service teachers to implement the Schools Tennis Program (Primary and Secondary) and utilise the Sporting Schools grants.

Another focus has been on building relationships with WA coaches. This has been achieved by visiting coaches at their clubs and venues to gather information and to identify their needs.

Coach Membership

There were 264 Tennis Australia Coach Members in WA in 2016/2017. These included Associate, Trainee and Qualified memberships.

Coach Visits

Coach Development is committed to listening to its Coach Members to find out how Tennis Australia can best assist them.

In 2016/2017, forty one coach visits were conducted across the metropolitan and regional areas.

Coach Courses

Tennis Australia offers a comprehensive Coach Education pathway for current and prospective tennis coaches. The pathway includes short courses catering for beginner coaches and volunteers, through to nationally recognised Vocational Education and Training (VET) qualifications which provide further training for more experienced coaches.

Tennis Australia is committed to developing a strong coaching workforce through the provision of relevant, quality training to coaches who drive the sport in clubs and centres across the country.

Tennis Australia's courses are the only tennis coaching courses officially recognised by the International Tennis Federation (ITF) and the Australian Sports Commission (ASC).

Tennis Australia coaching courses and qualifications include:

- » Intro to ANZ Tennis Hot Shots
- » Community Coaching
- » Junior Development
- » Club Professional
- » Master Club Professional
- » High Performance



Intro to ANZ Tennis Hots Shots Course

The Intro to ANZ Tennis Hot Shots course provides an introduction to Tennis Australia's official development program – ANZ Tennis Hot Shots. It is ideal for beginner coaches, club volunteers, parents and tennis enthusiasts of any age and is specifically targeted to club volunteers conducting the ANZ Tennis Hot Shots Community Play program.

In 2016/2017, nine Intro to ANZ Tennis Hot Shots courses were conducted around WA. Four were held in the metropolitan area, at Thornlie, Darlington, Kwinana and Manning Tennis Clubs, while five were held regionally (Manjimup, Brunswick, Tom Price, Bindoon and Denmark).

Community Coaching Course

This course assists emerging coaches in building knowledge of the ANZ Tennis Hots Shots modified coaching program, predominantly focusing on the Blue and Red stages. The course also covers the Orange and Green stages, as well as Tennis Australia's coaching methodology, technical and tactical fundamentals, and the roles and responsibilities of the coach.

Two Community Coaching Courses were delivered during 2016/2017 at the State Tennis Centre, with a total of nine participants completing the course.

Junior Development Course

As part of the Junior Development coaching course, participants learn to develop the skills of junior tennis players through the delivery of the ANZ Tennis Hot Shots program. There is a major focus on planning, delivering and reflecting on coaching sessions and creating positive learning environments for children.

The course also covers the Tennis Australia technical and tactical fundamentals, Fitbit Cardio Tennis, the legal and ethical responsibilities of a coach, risk management, program planning, tennis rules, personal development and using technology. Coaches completing this course are recognised as Tennis Australia qualified coaches.

One Junior Development course was completed in April 2017, with nineteen participants taking part. A second Junior Development course commenced in April 2017, with a total of fourteen participants.

Club Professional Course

The Club Professional course prepares coaches to become head coaching professionals at tennis clubs and centres. The course focuses on coaching tennis and growing a small business. Participants will further develop their ability to plan and deliver coaching sessions, with an increased emphasis on developing tactical skills and analysing and correcting the technical skills of intermediate players. Applying sport sciences, such as sport psychology, nutrition, and strength and conditioning, using technology to analyse performance, and planning programs for players of all ages are also covered in this course.

One Club Professional course was completed in January 2017, with a total of eight participants. A second course commenced in April 2017 with nine participants and is scheduled for completion in January 2018.



Master Club Professional Course

The Master Club Professional course is designed to provide coaches with a competitive advantage in dealing with issues related to managing tennis businesses or facilities. Topics include business management, customer service, budgeting and planning for the future.

Three coaches are currently undertaking the Master Club Professional course: Ian Ketteringham (Alexander Park Tennis Club), Matt Bull (Onslow Park Tennis Club) and Colin Thompson (Geraldton Tennis Club).

Recognition of Current Competence (RCC)

Tennis Australia's Recognition of Current Competence is a pathway for coaches who have previous experience/qualifications or international qualifications, to gain recognition by way of a Tennis Australia qualification. This process assesses the individual's formal and informal learning to determine the extent to which that individual has achieved the required learning outcomes, competency outcomes or standards for entry to and/or partial or total completion of a coaching course.

Four coaches completed this process in 2016/2017, while a further six coaches are in the process of completion.

Professional Development

Tennis Australia coach members have access to learning anywhere anytime on 'Bounce', the Tennis Australia online learning platform. A range of face to face professional development workshops were also provided to coaches throughout 2016/2017.

Grand Slam Coaches Conference

Fourteen WA coaches made the trip across to Melbourne to attend the 2017 Australian Grand Slam Coaches Conference (AGSCC). At the AGSCC participants enjoyed presentations from Judy Murray, Wally Masur, Travis Bell, Wayne Elderton and more.

A total of three Talent Development Coaches from WA were present for the Talent Development Coaches Workshop.

Industry Leaders Forum

In May 2017 the inaugural Industry Leaders and Future Leaders Forum was conducted at the State Tennis Centre, with forty coaches in attendance. Further workshops focusing on business development and leadership for coaches will be delivered in 2017/2018.

Women's Coaching Scholarships

Tennis Australia is committed to increasing the number and quality of female tennis coaches in Australia. To achieve this aim, Tennis Australia provides scholarship opportunities for female coaches to access funding to support their completion of a Tennis Australia coaching qualification. Scholarship recipients are also provided with access to mentoring during the completion of their studies.

In 2017 a Women's Coaching Scholarship was awarded to Jess Chain from Midland Lawn Tennis Club, to complete her Club Professional Coaching course. Chelsea Church from Midland Lawn Tennis Club and Sara Mohamed from Tom Price Tennis Club both received scholarships to help them complete their Junior Development Coaching course.

Teacher Education Training and Professional Learning

Pre-Service Teacher Training at Murdoch University continued for its second year in 2016/2017, with forty teachers in attendance. Training was also provided to 36 pre-service teachers at ECU Bunbury. Other teacher training included a professional development afternoon with John Forrest Secondary College teachers.



TALENT DEVELOPMENT



Project Talent

In WA, the Talent Development pathway has an objective to develop a holistic training environment, with more specific objectives to:

- » Identify and develop the most promising 12/under players .
- » Track the development of our most promising 12/under athletes.
- » Continue to develop a passionate network of private coaches specialising in the 12/under age group through the Talent Development Coaches (TDC) Program and to work closely with these coaches to increase the quality and quantity of 12/under athletes in the state.
- » Have one 12/under boy and girl reach the singles quarterfinals or better at the December Showdown.
- » Continue to have WA athletes selected to represent Australia in junior international teams.

Talent Development Coaches and Private Coaches

Throughout 2016/2017 there were a total of fourteen TDCs in WA. Thirteen of these coaches are situated in the Perth metropolitan area and one resides in Albany.

An addition to the TDC program has been created and coaches can now apply to become a Platinum Talent Development Coach. Platinum status has all the inclusions of the TDC program, but with the added benefit of financial resourcing for priority athletes, plus business development, formal and heightened recognition through various media, subsidised

access to Tennis Australia coach education workshops, direct line access to National Academy staff, priority access to Tennis Australia offerings and other unique opportunities where applicable.

TDCs and private coaches are an important aspect of the player development pathway in WA. They provide assistance to the National Academy with their objective to develop the best 12/under athletes and also assist with the delivery of the Super 10s and Super 12s competition and Talent Development camps.

Talent Development Coaches receive travel grants to watch their players compete and also to attend professional development workshops conducted during the events.

TDC Mentor, Rob Kilderry, continued to share his knowledge with the TDCs and private coach network during the year, as well as provide valuable training and feedback to the athletes in the Junior Development, State Academy and National Academy squads at Tennis West.

Project Talent - Competitions

Super 10s is the pinnacle 10/under Green Ball competition in Australia. Thirty two athletes (16 girls and 16 boys) are selected and placed in a team of four players to compete against their peers during a five week competition. The best four girls and best four boys are then selected to compete in the National Super 10s competition, which is held in January during the Australian Open.



The Bruce Cup has a long and proud tradition with many of Australia's finest players beginning their international careers at this event. WA had some fantastic results in 2016/2017, receiving the Silver Medal as runners up in the overall competition, while Abbi Gibson from Albany won the Singles event.

Talent Development Squads and Training Environment

The Talent Development Squad is the entry-level program in the performance pathway, which is aligned with the National Academy philosophy.

The goal of the Talent Development Squad is to increase the quality and quantity of 12/under players in WA. This is achieved primarily through building strong relationships with the athletes and their private coach.

The objective of the squad is to increase volume while providing world-class information. The squad brings together some of the best 12/under players in WA to train in a focused high performance environment. The introduction of strength and conditioning will ensure that good training habits, core physical skills and coordination are established at an early age.

The Talent Development Squad is aligned with the National Academy values – Compete, Commit and Respect. This alignment enables athletes, parents and private coaches to have a clear understanding of the long-term expectations of the National Academy. Training is provided three times per week on Tuesday, Thursday and Friday afternoons.

The Talent Development Squad has seen a steady growth in numbers and has gone from 24 athletes on the list to the current 27 athletes.

Entry criteria:

- » Athletes' Age - 9th to 12th birth year.
- » Athletes' Ranking – Athletes' rankings will be considered for selection as this shows an athlete's competitiveness in tournaments.
- » Athletes' Attitude - Attitude will be considered for selections based on the Tennis Australia values – Compete, Commit and Respect. Athletes may be selected on attitude alone to add value to the training environment.
- » Athletes' Developmental Plan - Athletes must be working with a private coach outside of the squads for a minimum of 90 minutes per week.

Parent Information Workshops

A total of five workshops were held over the past year for athletes who were part of the training environment at Tennis West and their parents. A combination of sports psychology and sports nutrition workshops were held with the following focus for athlete development:

- » Nutrition for Tennis Athletes
- » Sports Psychology – Improving Mental Toughness
- » Acing Mental Health - How to have a wellbeing conversation with your son or daughter
- » Wellbeing Program Initiatives
- » Tournament Preparation and Success



STATE ACADEMY



The Tennis West Academy (TWA) is a state program that assists in the development of elite juniors, aligned closely with the National Academy (NA) and the Talent Development Squad (TDS).

This program plays several important roles with respect to the athlete development pathway. The primary goal of the TWA is to transition players into the NA by fulfilling the necessary criteria. It also acts as the next progression for athletes graduating from the TDS. If athletes are unable to transition into the NA, the TWA provides a training environment for those who may wish to pursue a professional tennis career or endeavour to play college tennis in the USA.

Athletes in the TWA train up to three days per week (Monday, Wednesday and Friday for three hours), which acts as a supplementary program to the private sector. In addition to these training sessions are morning (7am – 8am) strength and conditioning sessions for athletes wishing to further improve in their physicality. The TWA has up to 35 athletes in total, though each session consists of 16-20 athletes ranging from 12 to 17 years of age. Each session contains a large competitive and drilling element accompanied with extensive physical conditioning.

Players from the Talent Development program transition into either the TWA or NA. Having an underpinning junior program has ensured a constant flow of juniors moving through the pathway and into the TWA, which in turn increases the chances of players moving even further through into the NA.



The Head Coach and Manager for the TWA is Len Cannell, who is also the Physical Performance coach for the NA. This ensures a seamless transition from one academy to the next with respect to the athletes' physical development. Len is helped by assistant coaches Mitchell Pleydell, Peter Schoolkate, Brandon Giles, Marisa Gianotti and Brad Ladyman.

Another feature offered by the TWA is the 'Duty of Care' Tours to the Platinum junior events and ITF junior tournaments. During 2016/2017 there were four tours conducted to Brisbane, Canberra, Melbourne and Adelaide. These tours give athletes the opportunity to compete at National and International events in a team environment. Each tour has 6-10 athletes and lasts between 1-2 weeks.

Camp Courage has always been a major highlight of our program and this year saw the camps conducted in August 2016 and February 2017 in Margaret River. The themes for the camps were 'Leadership' and 'Resilience', with a heavy emphasis on the Tennis Australia values of 'Compete, Commit, Respect'. The camps included activities to aid the athletes to become better leaders within the environment and to develop skills to cope with stressful situations. Forty five athletes participated across the four camps (boys and girls) from the TDS, TWA and NA.

The December Showdown, held in Melbourne, is the major event on the calendar and includes the 12s and 14s State Team competition. WA was represented in the 14s by Jerome Iaconi, Reuben Giorgio, Will Shepherd, Lauren Nikoloski, Skye Royall and Casey Tay. The boys finished in 6th place and the girls lost a closely fought final to New Zealand, placing second.

The 12s teams event saw Derek Pham, Kent Yamazaki, Zac Viiala, Talia Gibson, Shanelle Iaconi and Jessie Culley wear the black and gold. The boys came runners up, losing in the final to Japan, while the girls finished 3rd and gained some valuable experience. Notable performances in the individual events came from Talia Gibson (3rd), Shanelle Iaconi (4th) and Derek Pham (quarter finalist).



NATIONAL ACADEMY



The National Academy – WA is a high performance training environment that is located at the State Tennis Centre in Perth. The program offers a comprehensive training structure for athletes who fulfil the entry criteria based on results, ranking, attitude and participation.

The program is closely aligned with the State Academy and the Talent Development program at Tennis West, to ensure that WA sustains a pathway that continues to foster the development of quality international standard players who have the ability to represent their country in Davis Cup/Fed Cup and Grand Slams.

The National Academy continues to use a holistic approach to each athlete's development by offering professional access to physiotherapy, psychology, sports nutrition and sports medicine. As a high performance training environment, the National Academy is continually striving to improve training standards and expectations.

Each athlete is assigned a Tennis Australia high performance coach to lead their development and have regular access to strength and conditioning. Athletes are provided with an individualised training program and tournament schedule that is tailored to their phase of development and needs. Athletes are provided travel support to tournaments with their assigned coach. The National Academy continues to lead the way in high performance training in the state.

National Academy Highlights

Maddison Inglis

- » Federation Cup Training Camp selection, National Tennis Centre, Melbourne.
- » Semi-finalist at the 18/under Australian Championships, December Showdown 2016.
- » Quarter finalist of the Cairns \$25,000 Pro Tour event 2016.
- » Doubles finalist of the Goyang, Korea \$25,000 Pro Tour event 2016.
- » Doubles quarter finalist of the Noto, Japan \$25,000 Pro Tour event 2016.
- » Doubles quarter finalist of the Mildura, Australia \$25,000 Pro Tour event 2016.
- » Winner of the Perth Platinum AMT 2017.
- » Winner of the WA Open 2017.



Tristan Schoolkate

- » Junior Davis Cup Camp selection, Brisbane 2017 – Australia v USA.
- » Australian Representative Tour selection for 2001 birth year to Slovenia & Holland 2017.
- » Australian Representative Tour selection for Oceania Closed Junior Championships, B2 ITF, Nadi, Fiji 2017. Quarter finalist

and doubles semi finalist.

- » Winner Australia Cup – Pizzey Cup. All Australian Team Selection. Shepparton, Victoria 2017.
- » Doubles winner Elite Tennis International Qld Junior Winter #1 2017. Grade 4.
- » Semi finalist and doubles semi finalist Qld Junior International #2. Grade 4.
- » Quarter finalist Nicholas Lynch Real Estate Victorian Junior International ITF Junior. Grade 4 2017.
- » Quarter finalist and doubles finalist ITF Wilson Tennis Canterbury, Christchurch, New Zealand. Grade 4.
- » Quarter finalist and doubles semi finalist ITF Tecnifibre Tennis Central Championships, Wellington, New Zealand. Grade 4 2017.
- » Doubles semi finalist ITF Summer Championships, Auckland, New Zealand. Grade 3 2017
- » Winner Bronze Bash AMT, Perth 2017.



William Hann

- » Australian Representative Tour Selection for Oceania Closed Junior Championships, B2 ITF, Nadi, Fiji 2017. Doubles semi finalist.
- » All Australian Team selection – Pizzey Cup, Shepparton, Victoria 2017.
- » Doubles winner Elite Tennis International Qld Junior Winter #1. Grade 4 2017.
- » Doubles semi finalist of Qld Junior International #2. Grade 4.
- » Winner WA Open Junior Gold.

National Academy Staff

Coaching Staff

- » Andrew Roberts - National Academy Head Coach
- » Tom George - National Academy Manager
- » Len Cannell - National Academy Physical Performance
- » Damien Ward – Talent Development Manager
- » Brandon Giles – National Academy Physical Performance Assistant

Coach Service Providers

- » Heather McGregor-Bayne - National Academy Psychologist
- » Dr Alex Strahan - National Academy Sports Doctor
- » Craig Elliott - National Academy Physiotherapist
- » Bethanie Allanson - National Academy Sports Dietician
- » Sheldon Griffiths – National Academy Massage Therapist

Finally, the National Academy team would like to thank Tennis Australia, Michael Roberts and the Tennis West Board for their continued support of the Athlete Development program in WA.

WA TENNIS LEAGUE



Tennis West's Tennis League continues to be the largest single association interclub league competition in Australia. It is open to Tennis West affiliated club members of all ages and abilities, and is one of the most valued affiliation benefits among metropolitan clubs.

Around 9,000 players participated in Summer Tennis League and 5,000 in Winter Tennis League. Competitions are offered for a range of playing standards, from the pinnacle State League to Senior, Junior and ANZ Tennis Hot Shots Leagues. This provides an extensive tennis playing pathway for players of all levels and interests.

The WA Tennis League has a strategy to ensure that players experience quality, balanced matches, while engaging clubs by delivering team competitions that add value to club programmes and promote club loyalty. The League aims to attract and retain players by enhancing their competition experience and offering innovative formats.

The Summer Tennis League is played over 14 rounds and two play-offs. The competition experienced a small level of growth in 2016/2017, reflecting Tennis West's commitment to present relevant and appropriate competition opportunities based on research of trends and feedback from players.

Winter Tennis League is played over a shorter season of 10 weeks and 2 play-offs and is becoming increasingly popular.

Growth continues to come from the ANZ Tennis Hot Shot Leagues which use modified balls and courts.

Night competitions and shortened formats are also enjoying growth in numbers.

The Tennis West League Operations team also supports regional tennis leagues with education and software, to assist with the growth and sustainability of these competitions.

State League

State League is the pinnacle team competition in WA, with teams consisting of professional players and up and coming elite athletes. Fourteen Men's and Women's teams compete in the competition during the summer season.

Hensman Park Tennis Club and Cottesloe Tennis Club were named the Men's and Women's Tennis West State League Champions respectively for 2016/2017.

Cottesloe Tennis Club claimed the 2016/2017 Women's State League title over reigning champions Blue Gum Park Tennis Club in a thrilling match that was ultimately decided by just one set. This win saw a State League Medal added to the already impressive silverware collection of former World Number 8 and current Fed Cup Captain, Alicia Molik, who headlined for the Cottesloe side.





In the singles matches, Cottesloe's Teiwa Casey won the first rubber of the day, with a three set win over Marisa Gianotti 3-6, 6-3, 4-6. Blue Gum Park Captain Sheridan Currie defeated Lexie Weir 7-5, 3-6, 6-2, and Blue Gum Park's Madelaine Muller-Hughes defeated Cottesloe Captain Brenda Plint in straight sets 6-4, 6-2.

In the final singles rubber, Blue Gum Park's Katy O'Shea put on a dominant display against Alicia Molik leading 4-1, then 5-2 in the first set, before Molik mounted a powerful comeback to secure the set in a tiebreak. Molik went on to win the match, taking the second set 6-1.

With only one game separating the teams as they entered the doubles, the competition intensified. Charlotte Connon and Madelaine Muller-Hughes teamed up for Blue Gum Park to defeat Brenda Plint and Lexie Weir, in a match that was decided by a third set match tie-break 3-6, 6-4, 10-5.

On the next court, Blue Gum Park's Katy O'Shea and Sheridan Currie took on Alicia Molik and Teiwa Casey. The Cottesloe pair capitalised on their winning singles form to take the match 3-6, 4-6, with the straight sets win enabling Cottesloe to secure the final by just one set and four games, winning 3-8-75 to Blue Gum Park's 3-7-71.

In the Men's final, Hensman Park Tennis Club capitalised on their finals experience and home ground advantage to claim their seventh title in 12 years over Mosman Park Tennis Club.

Home side Captain Zach Itzstein launched Hensman Park's final's campaign with an impressive 6-3, 6-1 win over Brenton Bacon. This was followed by a dominant performance by Hensman Park teammate, Cameron Fenner, who took the second singles match against Sam Alexander 6-4, 6-3.

Mosman Park's star recruit, Brydan Klein, won his singles match 6-3, 6-2 against James Connelly. Klein then partnered up with teammate Sam Alexander in the doubles, taking on the formidable duo of Zach Itzstein and Cameron Fenner. After a tight first set, the Hensman Park pair walked away with the win 7-5, 6-0.

The fourth singles match between Marco Comuzzo (Hensman Park) and George Perez (Mosman Park) was halted in the third set, as Hensman Park had taken three rubbers and seven sets over Mosman Park's one rubber and one set, which was enough to secure overall State League victory.

ANZ Tennis Hot Shots Leagues

ANZ Tennis Hot Shots Leagues are a young player's first experience of team tennis. These playing opportunities encourage players to develop and learn the game of tennis, further strengthening the relationship with their club and coach. ANZ Tennis Hot Shots Leagues also facilitate the transition of players from school competitions to team tennis.

Junior Tennis Leagues

Junior Tennis League strives to engage players between the ages of 12-18 and encourage their continued participation in tennis as a competitive and social sport for life. This promotes active and healthy lifestyles by keeping players involved in the sport through team based leagues. The team structure forms a base for clubs to develop their players at all levels and sustain their continued participation in the sport and club.

Tennis League forms the foundation of tennis culture in Western Australia. It promotes a social and active tennis community in and around local tennis clubs, in turn cultivating lifelong participation in tennis for players of all ages and abilities. Representing a team is one of the most important benefits that clubs offer to attract and retain members.



TENNIS LEAGUE RESULTS

Winning Tennis Club	Competition
2016 Winter - Division 1 - Winners	
Alexander Park Tennis Club	Sunday Junior Boy's 16 Years & Under
Blue Gum Park Tennis Club	Sunday ANZ Tennis Hot Shots 7-10 Yrs Orange Ball
Blue Gum Park Tennis Club	Sunday Junior Girl's 12 Years & Under
Bullcreek Tennis Club	Monday Evening Men Fast4
Cottesloe Tennis Club	Thursday Night Women's Doubles
Hensman Park Tennis Club	Tuesday Morning Women's Doubles
Hensman Park Tennis Club	Saturday Men's Open
Hensman Park Tennis Club	Saturday Women's Open
Kwinana Tennis Club	Sunday Junior Boy's 12 Years & Under
Nollamara Tennis Club	Tuesday Night Mixed Doubles
North Beach Tennis Club	Monday Evening Women Fast4
Peppermint Grove Tennis Club	Sunday Junior Girl's 14 Years & Under
Reabold Tennis Club	Wednesday Night Men's Doubles
Reabold Tennis Club	Sunday ANZ Tennis Hot Shots 9-12 Yrs Green Ball
Sorrento Tennis Club	Wednesday Women's Open Doubles
Sorrento Tennis Club	Sunday Junior Boy's 14 Years & Under
Thornlie Tennis Club	Sunday Junior Girl's 16 Years & Under



Winning Tennis Club	Competition
2016/2017 Summer League - State League - Winners	
Cottesloe Tennis Club	Women's State League
Hensman Park Tennis Club	Men's State League
Hensman Park Tennis Club	Junior Girl's State League
Alexander Park Tennis Club	Junior Boy's State League
2016/2017 Summer League - Division 1 - Winners	
Bayswater Tennis Club	Monday Evening Adult Women Fast4
Bull Creek Tennis Club	Tuesday Morning Women's Doubles
Bull Creek Tennis Club	Sunday Junior Girl's 18 & Under
City Beach Tennis Club	Sunday Junior Boy's 18 & Under
Corinthian Park Tennis Club	Sunday Men's Senior 50+ Doubles
Cottesloe Tennis Club	Thursday Night Women's Doubles
Cottesloe Tennis Club	Wednesday Women Grass 55+ Doubles
Dalkeith Tennis Club	Sunday Junior Girl's 14 & Under
Greenwood Tennis Club	Sunday Junior Boy's 16 & Under
Hensman Park Tennis Club	Monday Evening Adult Men Fast4
Higgins Park Tennis Club	Wednesday Night Men's Open Doubles
Kingsley Tennis Club	Tuesday Night Mixed Doubles
Midland Lawn Tennis Club	Sunday Junior Boy's 12 & Under
Mt Lawley Tennis Centre	Sunday Junior Girl's 12 & Under
North Beach Tennis Club	Sunday Women's Senior 35+ Doubles
North Beach Tennis Club	Wednesday Women's Open Doubles
Onslow Park Tennis Club	Sunday Men's Singles/Doubles Fast4
Onslow Park Tennis Club	Sunday ANZ Tennis Hot Shots 7-10 Mixed Orange Ball
Reabold Tennis Club	Wednesday Women's Grass 45+ Doubles
Reabold Tennis Club	Sunday ANZ Tennis Hot Shots 9-12 Mixed Green Ball
Reabold Tennis Club	Sunday Junior Boy's 14 & Under
Robertson Park Tennis Club	Sunday Men's Senior 35+ Doubles
Royal Kings Park Tennis Club	Saturday Women's Open
Royal Kings Park Tennis Club	Saturday Men's Open
Sorrento Tennis Club	Sunday Junior Girl's 16 & Under



TOURNAMENT RESULTS



In 2017, WA offered 45 senior and junior Australian Ranking (AR) tournaments, which were integrated with Tennis League fixtures to meet the needs of all players, by offering the right events at the right time. Active tournament players in WA for the 2016/2017 year totalled 3,155.

Tournament delivery is aligned to the performance element of the sport and the national goal of delivering "One Grand Slam Champion." Platinum and Gold AMT events have the purpose of providing competitive opportunities for Australian players to compete for prize money on a year-round basis.

Perth hosted the ITF International Pro Tour in February 2017, which attracted one of the strongest fields of all Pro Tour events in Australia. For entry-level tournament players, a 10/ under age group was included with AR tournaments, and Junior Development Series events were offered throughout 2016/2017 as a first tournament experience before entering the world of rankings and individual contest. Junior tournament delivery aims for high quality events in friendly locations and environments.

ITF Pro Tour

Perth Tennis International #1 Pro Tour

12-19 February 2017

State Tennis Centre, 121 Entries

Women's Singles

Marie Bouzkova (CZE) defeated Marketa Vondrousova (CZE) 1-6, 6-3, 6-2

Women's Doubles

[2] Junri Namigata & Riko Sawayanagi (JPN) defeated [1] Irina Bara (ROU) & Prarthana Thombara (IND) 7-6, (5), 4-6, [11-9]

Perth Tennis International #2 Pro Tour

19-26 February 2017

State Tennis Centre, 124 Entries

Women's Singles

Destanee Aiava (AUS) defeated [4] V Kuzmova (SVK) 6-1 6-1

Women's Doubles

Junri Namigata & Riko Sawayanagi (JPN) defeated Tammi Patterson & Olivia Rogowska (AUS) 4-6, 7-5, [10-6]

Australian Money Tournaments (AMTs)

Sun City Plumbing Geraldton Easter Open AMT

14-17 April 2017

Geraldton Tennis Club

Gold AMT & Silver 18's - 209 Players and 354 Entries

Boys 18 Singles

Gen Naraya [3] defeated Matthew De Groot [4] 6-3, 6-4

Girls 18 Singles

Nadia Rajan [3] defeated Ruby Culley [4] 7-5, 7-5

Boys 18 Doubles

Oscar & Reuben Giorgio [1] defeated Sebastien Dobbs & Cooper Smith 6-2, 6-4

Men's Singles

Zach Itzstein [2] defeated Thomas Hann [7] 6-2, 4-6, 6-4

Women's Singles

Katy O'Shea [1] defeated Monique Barry [3] 4-6, 7-6 (6), 7-6 (3)

Men's Doubles

Cameron Fenner & Rhys Johnson [1] defeated Thomas Hann & Mitchell Pleydell [4] 7-6 (3), 6-3

Women's Doubles

Marisa Gianotti & Katy O'Shea [1] defeated Monique Barry & Jessica Chaine [2] 4-6, 6-2, [10-8]

CBH Country Tennis Championships

8-10 April 2017

Alexander Park Tennis Club

Bronze JT & Teams - 254 Players and 245 Entries

Open Men's A Teams

Southwest; Samuel Galati, Carl Parkin & Shane Sasha

Open Men's B Teams

Southwest 2; Clifford Hoult, Josh Grace & Kyle Charsley

Open Ladies' Teams

Upper Great Southern; Sarah Hennessey, Rheannon Turton & Libby Hilder

Boys 10 Singles

Korbin Priestley defeated Lachlan Euan Tuia 4-0 4-0

Girls 10 Singles

Alfee Stevens defeated Hayley Jade Page 4-0 4-0

Boys 12 Singles

Josh Carter [1] defeated William Wildberger [2] 6-1 6-0

Girls 12 Singles

Hannah Nichols [1] defeated Maddison Lord [2] 6-0 6-0

Boys 14 Singles

Connor Lord [1] defeated Scott Tuia [2] 6-1 6-2

Girls 14 Singles

Danielle Booker [2] defeated Summer O'Keefe [1] 6-1 6-7 10-8

Boys 16 Singles

William Shepherd [1] defeated Rohan Hudson [2] 7-5 7-5

Girls 16 Singles

Ksenija Ana Vujacic [1] defeated Haruka Smyth [2] 6-4 6-1

Women's Singles

Sarah Hennessey defeated Rheannon Turton 7-6 6-3

Men's Singles

Sam Galati [1] defeated Jarron Kretschmann [2] 6-2 6-4 10-4

Perth Platinum

AMT 19-23 May 2017

State Tennis Centre

Platinum Series AMT - 149 Players and 186 Entries

Men's Singles

Zach Itzstein [2] defeated Scott Jones 6-1, 6-1

Women's Singles

Maddison Inglis [1] defeated Alana Parnaby [2] 6-1, 6-1

Men's Doubles

Abandoned due to weather conditions

Women's Doubles

Abandoned due to weather conditions

WA Open

AMT 24-28 May 2017

State Tennis Centre

Platinum Series AMT - 115 Players and 145 Entries

Men's Singles

Dane Propoggia [2] defeated Jesse Delaney 6-1, 6-2

Women's Singles

Maddison Inglis [1] defeated Alana Parnaby [2] 6-4, 6-2

Men's Doubles

Dane Propoggia & Josiah Tyson [6] defeated Jordan Marshall & Darren Polkinghorn [1] 4-6, 6-4, [10-7]

Women's Doubles

Maddison Inglis & Lauren Nikoloski defeated Crystal Mildwaters & Lexie Weir 7-6(2), 6-4



Junior Tournaments

State Open Age Juniors

12-16 July 2016

State Tennis Centre

Gold Series OJT - 232 Players and 304 Entries

Boys 12 Singles

Kendrick Chia [2] defeated Max Weir [3] 6-1, 6-1

Girls 12 Singles

Ella Hunt [2] defeated Shanelle Iaconi [1] 6-1, 6-1

Boys 12 Doubles

Matthew Burton & Kendrick Chia [2] defeated Derek Pham & Max Weir [1] 6-7 (4), 6-4, 10-7

Girls 12 Doubles

Shanelle Iaconi & Ella Nurkic [1] defeated Jessie Culley & Ella Hunt [2] walkover

Boys 14 Singles

Jerome Iaconi [2] defeated William Shepherd [4] 6-4, 5-7, 6-3

Girls 14 Singles

Lauren Nikoloski [3] defeated Georgia Tovich [4] 6-7 (7), 6-2, 6-3

Boys 14 Doubles

Richard Rosser & Cooper White [6] defeated Ethan Cook & Oscar Giorgio [8] 3-6, 7-5, 13-11

Girls 14 Doubles

Georgia Tovich & Xinyi Zheng [2] defeated Catherine Rae & Casey Tay [1] 6-3, 6-3

Boys 16 Singles

Luca Bonini [1] defeated William Hann [2] 6-1, 6-1

Girls 16 Singles

Crystal Mildwaters [1] defeated Nadia Rajan [7] 6-2, 7-5

Boys 16 Doubles

Daniel Downey & Gavin Tay [1] defeated Christopher Lawrence & Jasper Paterson [3] 6-2, 6-2

Girls 16 Doubles

Luna Jokanovic & Lexie Weir [2] defeated Hayley Burton & Madelaine Muller-Hughes [3] 7-5, 6-3



WA Open Junior

5-9 October 2016

State Tennis Centre

Gold Series JT - 233 Players and 301 Entries

Boys 12 Singles

Derek Pham [2] defeated Matthew Burton [3] 6-3, 6-2

Girls 12 Singles

Jessie Culley [1] defeated Taylah Preston [2] 2-6, 6-2, 6-2

Boys 12 Doubles

Matthew Burton & Derek Pham [2] defeated William Hudson & Zachary Melanie 6-4, 7-6 (3)

Girls 12 Doubles

Jessie Culley and Anya Rajan [1] defeated Taylah Preston & Chloe Madison-Williams [2] 6-3, 7-5

Boys 14 Singles

Jerome Iaconi [1] defeated Luka Brown [5] 6-1, 6-2

Girls 14 Singles

Talia Gibson [3] defeated Lauren Nikoloski [2] 6-3, 3-6, 7-5

Boys 14 Doubles

Sam De Andrade & Jerome Iaconi [1] defeated Oscar & Reuben Giorgio [3] 6-1, 6-3

Girls 14 Doubles

Talia Gibson & Casey Tay [1] defeated Helena Jokanovic & Lucille Miller 6-2, 6-2

Boys 16 Singles

William Hann [1] defeated Matthew De Groot [8] 6-3, 6-4

Girls 16 Singles

Crystal Mildwaters [1] defeated Skye Royall 6-0, 6-2

Boys 16 Doubles

Christopher Lawrence & Jasper Paterson [2] defeated Adam Kehane & Kaey-Den Tan 3-6, 6-4, [10-7]

Girls 16 Doubles

Nadia Rajan & Lara Vujasinovic [2] defeated Hayley Burton & Madelaine Muller-Hughes [3] 6-4, 1-6, [10-6]

Perth Open Gold Junior

20-24 January 2017

State Tennis Centre

Gold Series JT - 185 Players and 245 Entries

Boys 12 Singles

Zachary Viiala [1] defeated Joshua Blundell-Williams [3] 6-0, 6-1

Girls 12 Singles

Taylah Preston [1] defeated Saanvi Tak 6-4, 7-5

Boys 12 Doubles

Joshua Blundell-Williams & Zachary Viiala [1] defeated Samuel English & James Newton [2] 6-3, 6-3

Girls 12 Doubles

Lily Fairclough & Ksenija Ana Vujacic [2] defeated Taylah Preston & Saanvi Tak [1] 4-6, 6-3, [10-7]

Boys 14 Singles

Kenneth Prete [2] defeated William Shepherd [1] 2-6, 6-1, 6-2

Girls 14 Singles

Natasha Camer-Pesci [1] defeated Xinyi Zheng [6] 6-2, 6-1

Boys 14 Doubles

Ethan Cook & Derek Pham [4] defeated Oscar & Reuben Giorgio [2] 7-5, 7-5

Girls 14 Doubles

Natasha Camer-Pesci & Rachel Mellor [2] defeated Talia Gibson & Casey Tay [1] 6-4, 3-6, [10-6]

Boys 16 Singles

Connor Enslin [3] defeated Gen Naraya [4] 6-3, 7-5

Girls 16 Singles

Skye Royall defeated Georgia Tovich 6-4, 6-1

Boys 16 Doubles

Nikola Dotlic & Jerome Iaconi [1] defeated Tyler Mizuhata & Gen Naraya [2] 6-3, 6-4

Girls 16 Doubles

Tara Gilich & Lexie Weir defeated Hayley Burton & Madelaine Muller-Hughes [1] 2-6, 6-4, [10-8]

Perth Autumn Gold Junior

18-22 April 2017

State Tennis Centre

Gold Series JT - 184 Players and 233 Entries

Boys 12 Singles

Kent Yamazaki [1] defeated Samuel English [3] 6-2, 6-1

Girls 12 Singles

Ella Nurkic [3] defeated Jessie Culley [1] 6-4, 6-4

Boys 12 Doubles

James Newton & Kent Yamazaki [1] defeated Kevin Herbert & Mitchell Shearwood [4] 6-4, 6-4

Girls 12 Doubles

Yelena Kelleher & Rhea Makesar defeated Jessie Culley & Chloe Madison-Williams [1] 1-6, 6-0, [14-12]

Boys 14 Singles

Ethan Dunn defeated Arden De Melo [5] 6-2, 6-2

Girls 14 Singles

Talia Gibson [1] defeated Casey Tay [2] 6-4, 6-3

Boys 14 Doubles

Luka Brown & Arden De Melo [1] defeated Ethan Cook & Derek Pham [2] 6-4, 5-7, [10-6]

Girls 14 Doubles

Ella Hunt & Shanelle Iaconi [2] defeated Helena Jokanovic & Lucille Miller 6-1, 7-5

Boys 16 Singles

Jerome Iaconi [1] defeated Gen Naraya [2] 6-4, 6-1

Girls 16 Singles

Crystal Mildwaters [1] defeated Nadia Rajan [2] 7-5, 6-2

Boys 16 Doubles

Samuel De Andrade & Tyler Mizuhata [1] defeated Matther De Groot & Joshua Martelli 6-2, 7-6 (4)

Girls 16 Doubles

Kayla Myburgh & Nadia Rajan defeated Belinda Jayaprakash & Lukundo Simbile 5-7, 6-4, [10-3]

PARTICIPATION



The key objective of Participation is to increase the number of people having a positive experience in tennis through quality coaches, at thriving clubs, in schools and at community activations.

The Participation team of Brooke Koenig (Participation Manager), Ardian Fazliu, Brett Marshall and Paul Oldfield (Participation Leaders), Alex Geraghty (Places to Play Participation Leader) and Jason Marrable (Schools Development Coordinator) plays a vital role in the delivery of this objective, through forming relationships with key stakeholders to achieve growth in tennis.

The Participation Leaders (PLs) continued to engage with their portfolio of affiliated clubs in 2016/2017, with the aim of influencing changed behaviour such as utilising My Tennis software to manage membership, increasing accessibility to venues, offering a variety of membership and casual user options, and being inclusive and welcoming venues. The PLs have built strong relationships with clubs and have conducted over 150 club check ins which have included attendance at committee meetings, one-on-one training, on court delivery

and involvement in club events. Throughout the last year the PLs have seen some significant positive changes at WA tennis clubs.

As well as engaging clubs, the Participation team also delivered targeted programs and events to cater for the needs of the community, in order to provide positive first experiences in tennis.

The appointment of a Schools Development Coordinator in 2016/2017 resulted in some fantastic results, with 65 new schools signing up to the National Schools Partnership Program and 44 new schools registering for the National Schools Play Program. The last year has seen some great relationships built with schools, clubs and coaches, as well as professional delivery of on and off court training and the upskilling of teachers. Five successful Red Ball competitions were delivered in 2016/2017, including the largest event in Australia with 175 students participating.

Below are some key figures that outline the successes in Participation in 2016/2017.

Measure	2015/2016	2016/2017
Club Members (as nominated by club)	19,855	20,224
Total Registered Club Members (My Tennis)	11,236	13,976
Total Registered Players	27,765	18,781*
Hot Shots Registered Participants	18,009	37,887**
Hot Shots Deliverers	260	274
NSPP Schools (primary & secondary)	171	239
Join Tennis	2,810	6,670
Payment Gateway/Online Registrations – Clubs	45	73
Club Check Ins	116	150

* Does not include school participants. ** Includes school participants.

Affiliation

In 2016/2017 there were 184 clubs and associations affiliated with Tennis West (69 metropolitan and 115 country), which was a net decrease of one affiliate compared to the previous year. The number of metropolitan affiliates increase by two from 2015/2016 and the decrease in country affiliates can be attributed to declining populations in regional Western Australia, which has affected the ability of some tennis clubs in country areas to operate viably.

While a small number of tennis clubs chose not to re-affiliate with Tennis West in 2016/2017, Tennis West welcomed a number of new affiliates this year: Bremer Bay, Eneabba, Gracetown, Konnongorring, Mundaring and Range View Park Tennis Clubs.

Tennis West has Regional Development Administrators (RDAs) who assist in the promotion and coordination of tennis in regional Western Australia. In 2016/2017 they were: Deb Wright (Central Districts), Tarryn Scadding (Eastern Districts), Jenny Cristinelli (Great Southern), Gail Watkins (Lower Great Southern), Janniel Harris (Midwest), Lara Lord (Moore Districts), Peta-Marie Lord/Amanda Kongras (South West) and Heidi Cowcher (Upper Great Southern).

TennisConnect Rewards

The TennisConnect Rewards initiative rewarded clubs who embraced the online tennis system, My Tennis. To be eligible to earn TennisConnect Rewards, clubs needed to offer online memberships, open the payment gateway (Stripe) and register members in My Tennis. Clubs earned \$5 for every member registered in My Tennis who created a tennis account online and nominated the club as their primary place of play between 1 October 2015 – 31 May 2017. Thirty eight WA clubs met the criteria and received their rewards from the WA pool totalling \$18,245.

Affiliate Survey

Tennis West conducted an Affiliate Survey, open to all affiliated clubs, which covered a number of areas of the organisation. Approximately 40 percent of clubs and associations responded and affiliates were asked to consult with the committee and members when completing the survey. The survey was designed to gather important information and feedback, to enable Tennis West to better assist clubs in growing participation and to improve the services and support offered. The survey was a valuable exercise, providing key insights and learnings, and will assist Tennis West in providing improved services to affiliated clubs and associations in the future.

SunSmart Club Super Days

Tennis West affiliated clubs in the metropolitan area were provided with a funding opportunity through the Healthway project to host a SunSmart Club Super Day. The aim of these events was to encourage the local community to enquire and/or participate in tennis through an event that promoted the SunSmart message. To be eligible for this opportunity, clubs were required to meet some minimum requirements that met the objectives of both Tennis West and Healthway.

Events that received funding through this initiative included open days, primary school competitions, corporate days, come and try days, free coaching and various social activities. The events attracted new people through the gates of affiliated tennis clubs and have led to some positive outcomes, including increased court occupancy by local residents, new club members and coaching participants, and increased awareness of the tennis club.

Twelve SunSmart Club Super Days were held at metropolitan tennis clubs during the 2016/2017 year: North Beach, Sorrento, Alexander Park, Fremantle Lawn, Higgins Park, South Perth, Applecross, Scarborough, Blue Gum Park, Bullcreek, East Fremantle Lawn and Maylands.

ANZ Tennis Hot Shots

ANZ Tennis Hot Shots is the kids' starter program for tennis in Australia and is designed to help every child, no matter their age or ability, start playing tennis. There are a number of ways to participate in the program, including coaching sessions at clubs or schools, the volunteer-run Community Play program, and match play.

ANZ Tennis Hot Shots is played on smaller courts with modified equipment, including lighter racquets, lower nets and low compression balls. With four fun stages (Blue, Red, Orange and Green), qualified Tennis Australia coaches guide children through the program every step of the way.

In 2016/2017 there were 37,887 children registered to play ANZ Tennis Hot Shots in WA, with these numbers receiving a boost through tennis' partnership with the Australian Sports Commission and their Sporting Schools Program. Tennis currently links with 239 primary schools throughout WA to offer ANZ Tennis Hot Shots as part of the school curriculum. 33,543 of the total ANZ Tennis Hot Shots registrations are through the school program. Tennis West encourage these partner schools to link with their local clubs and coaches to provide a smooth transition for students who wish to play tennis outside of school.

Tennis West has incorporated the ANZ Tennis Hot Shots program into all activities relating to children aged 12 and under, which has contributed to an increase in participant numbers.

Activations

Tennis activations are a great way to expose a high number of people to the sport of tennis, while providing an information/ education component and an interactive area. The aim is to provide a positive, enjoyable introduction to the sport of tennis and to encourage continued participation at local Tennis West affiliated clubs.

Tennis West activations included ANZ Tennis Hot Shots courts, speed serve and hit the target activities, and an array of promotional information on Tennis West affiliated clubs, national tennis programs, competitions and events.

Tennis West conducted a number of activations in 2016/2017 including some events linked with Healthway and the Mastercard Hopman Cup. The major activations included Hillarys Boat Harbour, Fremantle Esplanade Reserve, Angelo Street Marketplace, Nova Cup and a Women in Sport event held in conjunction with the Perth International Pro Tour. Almost 10,000 active participants and spectators were exposed to tennis through these activations.

Inclusion – Intellectual Disability (ID) & Wheelchair Tennis

The Tennis West Intellectual Disability (ID) Tennis Program continued to provide a fun and social environment for all coaching participants. The program expanded to two locations in 2016/2017, South Perth Lawn Tennis Club and Gosnells Memorial Park Tennis Club, with 20 participants of varying ages and abilities enjoying the sporting and social aspects of the program.

Wheelchair tennis participation in WA experienced promising growth due to increased coach engagement and targeted program delivery. Tennis West and Rebound WA (formerly Wheelchair Sports WA) continued to work closely to deliver three Whiz Kidz sessions (formerly Little Dribblers program) throughout the year, attracting wheelchair athletes aged between 8–12 years old. The program continued to prosper with more than 30 participants, including several who progressed into coaching programs with their local Tennis Australia qualified coach.

Through this program, Tennis West was able to provide WA athlete, Wayne Arnett, with a scholarship to compete at the 2016 Australian Wheelchair National Tennis Championships in Melbourne, where he made the Consolation Final.

Tennis West introduced a new initiative to help remove participation barriers for current and future athletes. The Wheelchair Loan Scheme aims to assist wheelchair athletes to participate in tennis immediately, without the costly burden of purchasing new equipment.

Inclusion – Indigenous Tennis

The Indigenous Tennis Program was delivered at schools, local clubs and the State Tennis Centre during 2016/2017. Bassendean Tennis Club's qualified coach, Cameron Fenner, delivered six weeks of coaching and match play at Cyril Jackson Senior Campus with 75 students. In addition to this program, Tennis West hosted Clontarf Aboriginal College over five weeks at the State Tennis Centre, where the school's physical education teacher coordinated match play with 25 students each week.

Mt Lawley Tennis Club hosted a club program with 18 indigenous students attending weekly coaching. Tennis Australia qualified club coach, Rhys McDougall, introduced the students to tennis, with the program culminating in an end of term tournament focussing on match play.

Tennis West awarded scholarships to two talented students, allowing them to attend holiday camps. Furthermore, coaching students have become members at the tennis club and are excited to play in tennis league over summer. Tennis West was also able to provide financial assistance towards coaching fees.

SunSmart & D'Arcy Slater Regional Roadshows

Regional roadshows, supported by Healthway and the D'Arcy Slater Foundation, were tailored to meet the needs of each country region. Activities delivered included ANZ Tennis Hot Shots clinics at clubs and local schools, Intro to ANZ Tennis Hot

Shots coaching workshops, junior and adult coaching clinics, Fitbit Cardio Tennis and FAST4 social tennis. In addition to these participation opportunities, Tennis West staff conducted meetings with club committees and volunteers, to provide support and assistance and to encourage behaviour changes that reflect welcoming and inclusive tennis venues.

Regional roadshows were conducted throughout WA in 2016/2017, with the Tennis West Participation team travelling to Mullewa, Mingenew, Geraldton, Dongara, Goomalling, Wannamal, Eneabba, Moora, Gingin, Bremer Bay, Albany and Denmark. These regional roadshows saw Tennis West visit six schools and twelve clubs, with approximately 1,000 participants and spectators exposed to tennis. In addition to the targeted road show visits, Tennis West visited eleven country zones and conducted 150 club check ins with key stakeholders in tennis.

DSR Regional Talent Development Program

The Regional Talent Development (RTD) program, proudly supported by the Department of Sport and Recreation, is available to athletes living in regional WA who meet a set criteria. The objectives of this program are to develop regional players and provide greater opportunities for creating long term player development.

The 2016/2017 RTD program offered a subsidised interstate tour to Darwin for athletes living in regional WA, who reached the quarterfinals or better of the 2016 Women in Tennis Foundation and D'Arcy Slater Cup and were born between 2003-2005. With support from team managers, athletes were responsible for lead up training and tour preparations, nutrition, wellbeing, recovery and injury prevention, allowing them to experience the lifestyle of a touring professional.



DSR Girls in Tennis Camp

The DSR Girls in Tennis Camp is a new initiative aimed at increasing female participation in tennis, in response to a steady decline in girls participating in tennis programs and events. This camp provided girls living in regional WA with the opportunity to connect with the sport of tennis, the local tennis club and the community. Current tennis players were asked to invite a non-playing friend to the camp to experience a holistic approach to tennis, health and wellbeing. The girls took part in on court skill development, competition, strength and conditioning and nutrition sessions, and were inspired by a presentation from a guest speaker.

Tennis West ran two pilot camps during 2015/2016 and delivered the first official DSR Girls in Tennis Camp at the Spalding Park Tennis Club, Geraldton, on the 24th and 25th June 2017. Twenty six girls attended the camp, including 15 athletes already involved in tennis in the Midwest Zone and 11 who were new to the sport. The girls participated in a number of different activities throughout the weekend including on court coaching activities, FitBit Cardio Tennis, yoga, meal preparation with a nutritionist and a FAST4 tournament with family on the final day. The girls were treated to a presentation from guest speaker Dana Hooker, of the Fremantle Dockers Women's team, who spoke to the girls about her rise in the sport and the hard work and dedication required to play at an elite level.



Women in Tennis Foundation & D'Arcy Slater Cup

The Women in Tennis Foundation Cup and D'Arcy Slater Cup events were held in Bunbury from the 30th October – 2nd November. The events were held together, providing a great team environment and a fantastic atmosphere on and off the courts.

The best 13 and under players from around regional Western Australia played a high standard of tennis throughout the event, competing in an Australian Ranking Singles event and a Zone Teams Doubles event. The event attracted 23 teams from ten country zones, with a total of 121 participants, an increase of 24 athletes from the previous year.

The D'Arcy Slater Cup boy's singles final was contested between Joshua Carter (Midwest) and Lachlan Lord (South West), with Joshua convincingly taking the title with a 4-1, 4-1 straight sets win. The girl's final proved that tennis is strong in the Central Districts, with both Grace Fisher and Anneliese Mellick competing in the Women in Tennis singles event and Grace taking the title 4-0, 4-2. The Women in Tennis teams event was won by the Central Districts team with 185 points, followed closely by the South West team. In the D'Arcy Slater

teams event, there was only one point difference between winners South West (163) and runners up Midwest (162).

In January 2017 the following athletes from WA travelled to Adelaide for the Foundation Cup Interstate Challenge, held at West Lakes Tennis Club: Grace Fisher (Central Districts), Anneliese Mellick (Central Districts), Maddison Lord (South West), Isabelle Kilpatrick (Upper Great Southern), Joshua Carter (Midwest), Lachlan Lord (South West), Scott Tuia (South West) and Samuel McLean (Central Districts). The team faced tough competition at the event, with both the girls and boys finishing in seventh place. Despite this, the WA players won many matches across the week, and displayed a high level of sportsmanship and team comradery.



CBH Group Tennis Tour & CBH Group Country Tennis Championships

Tennis West conducted the CBH Group Tennis Tour through the Midwest, Moore Districts and North Midlands Tennis Zones to promote participation in tennis and the upcoming CBH Group Country Tennis Championships, and celebrate the partnership between the CBH Group and Tennis West. During the tour, the Tennis West Participation Leaders delivered ANZ Tennis Hot Shots to 180 students at Our Lady of Mount Carmel Mullewa, Eneabba Primary School and St Joseph's School Moora. The tour also included visits to four Tennis West affiliated clubs, Walkaway, Mingenew, Eneabba and Wannamal, where junior and adult coaching clinics were delivered to more than 100 local players.

The 2017 CBH Group Country Tennis Championships were held at the Alexander Park and Mt Lawley Tennis Clubs from 8th-10th April 2017. This year's event saw an increase in entries from 83 to 109 teams and 164 to 193 individuals. The 2017 event included the return of an over 35 teams event, which was well-received with twelve ladies teams competing. The championships comprised of 20 events and 513 matches across two venues. The South West Zone was the overall event winner.

The CBH Group Country Tennis Championships is a prominent event on the regional tennis calendar and with Tennis West securing a new three year sponsorship deal with the CBH Group, it is expected that this partnership and the event will continue to flourish into the future.

National School Partnership and Play Programs

The National School Partnership and Play programs are the national tennis programs for schools, which enables them to deliver tennis within their curriculum during class time. Aligned with the Australian Sporting Schools initiative, the school

partnership programs align schools with their local tennis club. Schools receive an ANZ Tennis Hot Shots equipment pack, funding for a Tennis Australia qualified coach to deliver the program and ongoing support from Tennis West.

The schools programs are focused on skill acquisition and learning the technical elements of the game. Schools that commit to the sport through placing tennis in the Health and Physical Education curriculum for a minimum of four weeks throughout the school year become an official deliverer of ANZ Tennis Hot Shots and receive program benefits for this commitment. The aim of the program is to promote ongoing tennis delivery and a tennis culture at WA schools.

School Partners	2015/2016	2016/2017
National School Partnership Program (NSPP)	171	239
National Schools Play Program	21	44

Country Tennis in Schools

The number of applications that Tennis West received in 2016/2017 for the ANZ Tennis Hot Shots Country Tennis in Schools program halved this year, which is likely due to the significant investment from the Federal Government through the Sporting Schools Program, which provided significant equipment and funding to schools. Despite this, the program remained relevant and provided support and opportunities for smaller regional and remote schools to access coaching from Tennis Australia qualified coaches, who were required to travel in order to deliver the program. The program reached 497 participants at eleven different schools in the Lower Great Southern and Midwest regions.

SunSmart Schools Tennis Classic

The 2017 SunSmart Schools Tennis Classic Series attracted a total of 1,477 participants from nine schools across WA. The event included metropolitan and regional events, with a total of 289 teams participating. The metropolitan events were held at the State Tennis Centre, Robertson Park Tennis Centre and Belmont Park Tennis Club. The regional events were held across the seven regional zones, with the final held at Mt Lawley Tennis Club.

For the second year, the series included the ANZ Tennis Hot Shots Red Ball Championships, which involved 170 participants from 20 schools. Other events in the series included girls and boys events for the Academy Plate (Years 3-6), the Herbert Edwards Cup (Years 7-9) and the Mursell Shield/Slazenger Cup (Years 7-12).

In addition to the Schools Tennis Classic Series, five interschool red ball competitions were run in 2016/2017 at Sorrento Tennis Club, Robertson Park Tennis Club, Scarborough Tennis Club, Tom Price Tennis Club and Coolamon Tennis Courts in Ellenbrook. Twenty two schools and 326 students competed across these events.

The results of the SunSmart Schools Tennis Classic were as follows:

COUNTRY SCHOOLS RESULTS

Academy Plate - Dunsborough Primary School

Girls Herbert Edwards Cup - Great Southern Grammar

Boys Herbert Edwards Cup - Great Southern Grammar

Boys Mursell Shield - Bunbury Catholic College

METROPOLITAN SCHOOLS RESULTS

Boys Academy Plate - North Cottesloe Primary School

Girls Academy Plate - Swanbourne Primary School

Boys Herbert Edwards Cup - Applecross Senior High School [A]

Boys Herbert Edwards Cup Div 2 - Shenton College [A]

Girls Herbert Edwards Cup - Applecross Senior High School [A]

Girls Herbert Edwards Cup Div 2 - Ocean Reef Senior High School

Boys Slazenger Cup - Applecross Senior High School [A]

Boys Mursell Shield - Trinity College

Girls Slazenger Cup - Applecross Senior High School [A]

Girls Mursell Shield - Frederick Irwin Anglican School

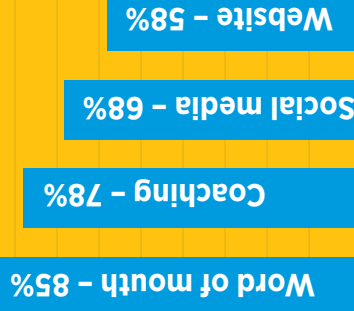


2017 TENNIS WEST AFFILIATE SURVEY RESULTS

41% OF AFFILIATES RESPONDED TO THIS SURVEY



THE MOST
COMMON
STRATEGIES
USED BY
AFFILIATES
TO GROW
PARTICIPATION:



In May 2017,
Tennis West surveyed
its affiliates to help shape the
future of tennis in Western Australia.

The responses will allow us to better assist
in growing participation and improving the support
offered to our affiliates. Here is a snapshot of the
responses...

70%

OF AFFILIATES
RUN A CLUB
CHAMPIONSHIPS

92%

OF METRO AFFILIATES
PARTICIPATE IN
TENNIS WEST
LEAGUE

70%

OF METRO
AFFILIATES HAD
REPRESENTATIVES
ATTEND CLUB FORUMS

16%

OF CLUBS EMPLOY
A FULL-TIME OR
PART-TIME CLUB
ADMINISTRATOR

76%

OF AFFILIATES OFFER
SOCIAL COMPETITIONS
TO BOTH MEMBERS
AND NON-MEMBERS

71%

OF AFFILIATES
CLUBS
HAVE A CLUB
COACH

82%

OF CLUB COACHES ARE TENNIS AUSTRALIA
COACH MEMBERS SO AFFILIATES CAN BE
ASSURED THEY HAVE APPROPRIATE
SCREENING AND FIRST AID
CERTIFICATION

THE MOST POPULAR TOPIC DISCUSSED
AT A CLUB FORUM:
'CHANGES TO THE ASSOCIATIONS
INCORPORATION ACT AND TEMPLATE
MODEL RULES'

GOOD NEWS STORIES

"We have taken junior membership from 0 to 92 in one year"

"Social tennis numbers have doubled in the last three months"

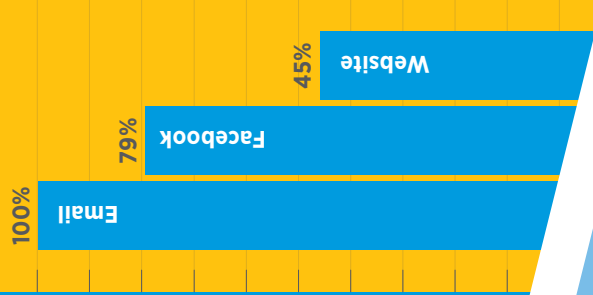
"We ran an additional Open Day during the Australian Open. It was very successful"

"The club has established excellent relations with the elected members and council staff"

"Very good club and coach relationship"

"The club has been very innovative in raising funds for facility improvements"

THE MOST POPULAR METHODS USED BY AFFILIATES TO KEEP IN CONTACT WITH MEMBERS AND PARTICIPANTS:



THE BIGGEST CHALLENGES FACING AFFILIATES:



THE MOST VALUABLE BENEFITS OF AFFILIATION:



Contact Tennis West:

Web: tennis.com.au/wa
 Phone: (08) 6462 8300
 Email: wainfo@tennis.com.au
 Address: Victoria Park Drive, Burswood WA 6100

WE HEAR YOU!



Tennis West's Places to Play Manager can assist clubs with a variety of facility development projects, including court resurfacing. Assistance is available throughout the project, from the planning stages, to sourcing contractors and applying for funding.

"WE WOULD LIKE MORE HELP WITH OUR COURT RESURFACING PROJECT"

Tennis West's Participation Leaders (PLs) are dedicated to supporting our affiliates in growing participation in tennis in Western Australia. Tennis West has three PL's who service the three metropolitan areas and 15 country zones. Throughout the coming year, the PLs will continue to assist affiliates via face-to-face visits and regular contact.

"REGULAR CONTACT FROM A TENNIS WEST REPRESENTATIVE WOULD BE USEFUL"

In conjunction with Tennis Australia, Tennis West has created a template constitution which affiliates can use as a guide to update their constitution as required under new incorporated associations legislation in WA. Further information and assistance is available by contacting Tennis West.

"I WOULD LIKE SOMEONE TO HELP GUIDE ME ON WHAT TO DO WITH THE NEW ASSOCIATIONS LAWS"

Tennis West has a dedicated Schools Coordinator, who can help affiliates and coaches approach and form partnerships with schools in their local area.

"WE WOULD LIKE ASSISTANCE IN APPROACHING LOCAL SCHOOLS"



PLACES TO PLAY



High Quality Tennis Venues

54	10	\$319,588	\$960,000*
New or upgraded tennis courts	Book A Court pilot venues	State Government funding received for tennis court projects	Estimated overall investment in tennis facilities over the last 12 months

* based on a one-third contribution by State Government

A key focus of the Places to Play initiative throughout 2016/2017 was building relationships with key stakeholders. The ongoing contact with over 45 local government authorities, 30 tennis venues and two key school sites is indicative of the level of facility planning that is taking place throughout the state.

The Places to Play message is underpinned by the four key pillars that are central to the planning of tennis assets and underpin the working relationship between clubs and local government authorities, these being:

Accessibility - Tennis venues should offer programming and services that meet the needs of the local community and offer a range of facility entry points.

Sustainability - Tennis venues should be financially viable into the foreseeable future, with asset management and replacement plans that are not reliant on external sources of funding to meet basic infrastructure needs.

Community Benefit - All tennis venues should have the capacity to provide health, active lifestyle and social benefits, inclusive practices and a mix of program opportunities.

Accountability - Tennis venue operators should take appropriate responsibility for their assets and their ongoing sustainability. All tennis assets are managed through sound business and financial planning.

These four pillars provide a sound basis for discussions around new tennis facilities and redevelopment projects for clubs/venues, schools and local government authorities. The four pillars resonate strongly with local government as they appreciate that tennis clubs are striving against being an ongoing financial burden.



A number of exciting projects and initiatives took place in the Places to Play space during 2016/2017, including:

Venue and Court Redevelopment

During 2016/2017, 54 courts around Western Australia were developed or upgraded, with funding assistance from parties including local government, Department of Sport and Recreation, Tennis Australia and the respective clubs.

Almost \$320,000 was contributed to these projects by the Department of Sport and Recreation through the Community Sporting and Recreation Facilities Fund (CSRFF), while overall approximately \$960,000 was invested in tennis projects throughout the state in the 2016/2017 financial year.

The following venues completed venue and court redevelopment work during 2016/2017:

Venue/Club	Number of Courts Developed/ Redeveloped
Shire of Dalwallinu	2
Shire of Dumbleyung	5
Shire of Kondinin	4
Gracetown Tennis Club	2
Shire of Chapman Valley	2
Shire of Northampton	4
Shire of Mount Magnet	2
Shire of Nungarin	4
Wembley Downs Tennis Club	4
Bridgetown Lawn Tennis Club	2
City of Kwinana	8
Hensman Park Tennis Club	3
Donnybrook Tennis Club	4
Dunsborough and Districts Country Club	2
South Perth Lawn Tennis Club	6
TOTAL	54

National Court Rebate

Tennis Australia continues to set themselves apart from other national sporting bodies through the provision of financial assistance to clubs, local government and schools for facility development and redevelopment projects, via the National Court Rebate.

During the 2016/2017 financial year the following WA projects received National Court Rebate support: Bridgetown Lawn Tennis Club, Dalkeith Tennis Club, East Fremantle Lawn Tennis Club, Higgins Park Tennis Club, Quairading Tennis Club, Sorrento Tennis Club and Tennis West (Strategic Facilities Plan).

Book A Court

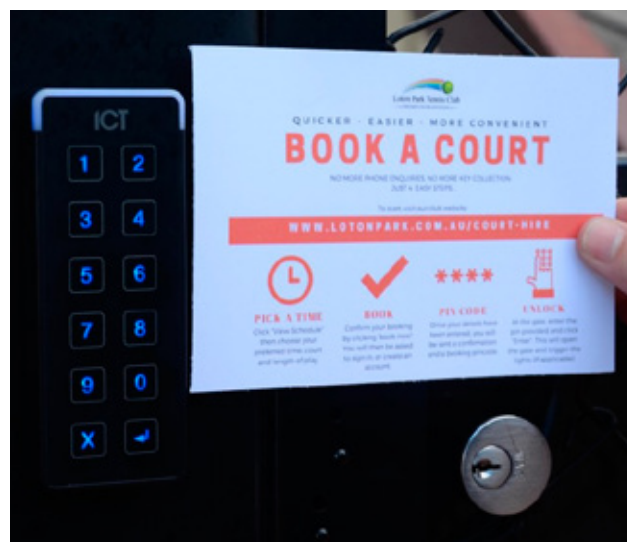
In October 2016 the Book A Court program was commissioned at the first of seven 'Unlocking Tennis' pilot venues.

Book A Court is an online court booking and payment platform, which is integrated with pin pad technology placed on a club's gate. When players book and pay for court hire online, they receive a PIN that allows them to access their court and turn on court lighting if required. The system aims to provide flexibility and ease of access to players wishing to hire a tennis court, while increasing court hire revenue and decreasing the administration burden on clubs.

Tennis West would like to thank the pilot venues for their commitment to the Book A Court initiative and their assistance in continually improving the system through the pilot phase.

Bullcreek Tennis Club
East Fremantle Lawn Tennis Club
Hensman Park Tennis Club
Higgins Park Tennis Club
Loton Park Tennis Club
Reabold Tennis Club
Wembley Downs Tennis Club

The next phase for the project is the installation of the Book A Court system at a further eight pilot venues, including at least one regional venue.



Strategic Facilities Plan

A key project for Tennis West is the preparation and implementation of an updated Strategic Facilities Plan, to replace the Perth Metropolitan Region – Facilities Strategic Plan 2006-2015. Inside Edge Sport and Leisure Consultants have been appointed to prepare this key document, which will provide a vision for tennis venues over the next ten years. The consulting team have engaged with clubs, local government, Department of Sport and Recreation and Tennis West staff. The first draft of the strategy document is expected to be available in November 2017, when the information will be shared with stakeholders.

State Tennis Centre Redevelopment

The redevelopment of the State Tennis Centre continues to be a key focus for Tennis West. Significant works have continued around the Burswood Peninsula precinct, and with the new Perth Stadium nearing completion the site is soon to become a major sporting and event hub.

The Department of Sport and Recreation has been extremely supportive of tennis over the last 12 months and through the State Sporting Infrastructure Fund has committed \$655,000 to fund key upgrades to the State Tennis Centre, which will assist in improving the functionality and compliance of the facility. These improvements include upgrades to the roof, a new hot water system and fire detection system, improved disability access, and a new CCTV system. The generous support from the Department of Sport and Recreation is greatly appreciated by Tennis West and patrons of the State Tennis Centre.



COMMUNITY ENGAGEMENT: MARKETING & EVENTS



Tennis West is committed to growing tennis' WA fan base by leveraging our major events and creating a positive media profile.

Tennis West has held a number of events throughout the year aimed at engaging the local community, celebrating tennis in WA and recognising and rewarding the volunteers, coaches, players, officials and key stakeholders that play such a major role in the delivery of our sport.

2016 WA Tennis Industry Awards Night

The WA Tennis Industry Awards Night is a prestigious event that celebrates tennis in Western Australia and recognises the outstanding achievements of our state's junior and senior players, officials, administrators and volunteers.

Last year's event was held at the State Reception Centre, Kings Park and was attended by over 230 people from within the tennis community, as well as WA Government and Ministerial representatives, officials, coaches, past and present players, VIPs, key sponsors and industry representatives.

The 2016 event was extremely successful with a sellout crowd, a large number of award nominations, and five subsequent Newcombe Medal finalists.

Tennis West would like to congratulate the following winners in each of the Award Categories:

- » **Empire Insurance Group Coaching Excellence: Club** – Matthew Holmes, Reabold TC
- » **PAV Events Coaching Excellence: Talent Development** – Ian Ketteringham, Alexander Park TC
- » **Junior Tennis Star** – Maddison Inglis
- » **Karen Bucens Award** – Ella Hunt
- » **Laing O'Rourke Most Outstanding 35+ Tennis Senior** – Kath Taylor, Tennis Seniors WA
- » **Sportrophy Most Outstanding Club** – Manning Tennis Club
- » **KC Sports Most Outstanding School** – Wembley Primary School
- » **Event Style Most Outstanding AR Tournament** – Geraldton Easter Open
- » **HA Young Plumbing Service to Tennis** – Peter O'Dea, Cottesloe TC
- » **Current Electrical Service Volunteer Achievement Award** – Laurie Apps, Fremantle Lawn TC
- » **Snap Burswood Excellence in Officiating** – Deborah Napier
- » **Men's State League MVP** – Joel Pleydell, Cottesloe TC
- » **Brinkhaus Jewellers Women's State League MVP** – Kay-Leigh Nicholas, North Beach TC

The caliber of nominations was particularly strong this year, with five of the state winners being named finalists at the Newcombe Medal, including Matthew Holmes, Maddison Inglis, Wembley Primary School, the Geraldton Easter Open and Laurie Apps. Wembley Primary School went on to win the National Most Outstanding School Award at the Newcombe Medal.



Volunteers Cocktail Function

In line with National Volunteers Week, Tennis West took the opportunity to recognise the importance of volunteers in the sport by hosting the 2017 Volunteers Cocktail Function on Friday 5 May at the Old Pickle Factory.

Without volunteers, our clubs, competitions, tournaments and events simply wouldn't exist. This event was our chance to thank our dedicated, passionate and hardworking volunteers for the considerable time and energy they devote to tennis in WA.

A record number attended the celebrations with 270 guests, including 170 volunteers from 42 different clubs, 85 Tennis League MVPs and partners, seven Tennis West Board Members, two Tennis West Life Members and representatives from two of Tennis West's biggest sponsors, the Department of Sport and Recreation and the D'Arcy Slater Foundation.

The Tennis West Summer League MVPs were presented with their trophies at this event, and MC Peter Vlahos spoke on stage with the 2016 Volunteer of the Year, Laurie Apps from Fremantle Lawn Tennis Club, who was also a finalist at last year's Newcombe Medal.

Tennis West 100 Club Quiz Night

In August 2016 Tennis West held a Quiz Night at the South Perth Community Hall to raise funds for the Tennis West 100 Club. This event had fantastic support from the tennis community, selling 24 tables and raising over \$6000 for this very worthwhile cause.

2017 Women In Tennis Legends Breakfast

The 29th Women in Tennis Legends Breakfast was held on Thursday 5 January at the Perth Arena's VIP Reverley Room, with special guest Roger Rasheed. 128 people attended this very special event, which aimed to raise funds for the promising junior female tennis players in WA.

Among those in attendance were Tennis West CEO and Hopman Cup General Manager, Michael Roberts, Hopman Cup Tournament Director Paul Kilderry, Women in Tennis President Trish Ross, Tennis West President Wayne Firms, and Tennis Australia Board Member Greg Hutchinson.

Channel 7's Peter Vlahos was the event's MC and conducted a fantastic interview with Roger Rasheed, who engaged the audience with candid stories about his playing, coaching and media career.

As part of the breakfast package guests purchased tickets to the Czech Republic v Spain match, which immediately followed the breakfast.

This year's breakfast was a huge success, largely due to the hard work of the Women in Tennis Committee and their very generous sponsors. Tennis West and all the juniors in WA who benefit from fundraising events such as these are very thankful for all the Committee's tireless work.

Mastercard Hopman Cup & Have A Hit On Us

Tennis West continued its alliance with the Mastercard Hopman Cup team to ensure that the event is leveraged for the sport, and the sport for the event.

During the 2017 event there were a number of initiatives in place to ensure that affiliated clubs could potentially benefit from the captive audience of tennis fans in attendance at the Mastercard Hopman Cup. Ultimately Tennis West would like to see affiliated clubs engage and convert these audience members from tennis fans to tennis players.

The Have a Hit on Us campaign was a marketing initiative promoted throughout the Mastercard Hopman Cup whereby event ticketholders could redeem their ticket stub for one hour of free court hire at one of 42 participating clubs around WA. This initiative produced some very pleasing outcomes, with surveys showing that over 110 patrons redeemed their free hour of court hire at one of the participating clubs and an average of five patrons visited each participating club. Results also showed that the average age of patrons was 25-40 years old, which is a key target market for most affiliated tennis clubs.

Tennis West will look to continue this campaign at Mastercard Hopman Cup 2018.



MASTERCARD HOPMAN CUP 2017



Mastercard Hopman Cup is the official mixed team competition of the ITF and is proudly supported locally by the State Government through Tourism WA.

Mastercard Hopman Cup announced that in 2017 Grand Slam Champion Roger Federer would make his return to the tournament for the first time in 15 years. This saw an early spike in ticket sales and amplified media attention towards the event, and an expectation that the tournament would be something special. It didn't disappoint.

Across seven days of sizzling tennis action, a total of 103,167 fans visited Perth Arena for the 29th annual staging of the event, with a further 6,000 attending Federer's first open practice session.

Eight countries including France, USA, Switzerland, Germany, Great Britain, Czech Republic, Spain and Australia were represented at the tournament, with the field including ten current top 50 players: Roger Federer, Richard Gasquet, Nick Kyrgios, Jack Sock, Alexander Zverev, Daria Gavrilova, Feliciano Lopez, Coco Vandeweghe, Kristina Mladenovic and Belinda Bencic.

Team France, consisting of Richard Gasquet and Kristina Mladenovic, defeated the USA's Jack Sock and Coco Vandeweghe to win their country's second Mastercard Hopman Cup title.



Exposure of the Event

Mastercard Hopman Cup was showcased extensively through print, radio and broadcast media outlets around Australia and internationally.



The tournament was broadcast live and free across Australia by the Seven Network for the fourth consecutive year. For the first time, Seven's primary channel broadcast live all six night sessions and the final across the country. The rest of the tournament was broadcast on 7TWO and 7mate.

The average TV audience for the tournament was up by over 40 percent from 2016. One particular highlight was the Roger Federer vs Alexander Zverev match on the evening of Wednesday 4th January, which saw audiences peak at over 550,000 viewers on Channel Seven.

Tennis Australia managed the host broadcast of the tournament for the third straight year. Commentators for 2017 included Alicia Molik, Roger Rasheed, Mark Petchey, Louise Plemming, Peter Marcato, Bojana Bobusic and Seven's own Basil Zempilas.

Internationally, the tournament was broadcast to more than 200 countries by 14 different broadcast partners.

Mastercard Hopman Cup's online and digital presence saw significant increases in 2017. HopmanCup.com had 935,000 unique visitors (up 83 percent from 2016) and 3.2 million page visits (up 70 percent from 2016). As of 7th January, @hopmancup on Twitter had grown by 20 percent, Hopman Cup – Australian Open Series Facebook page had grown by over 85 percent and the @hopmancup Instagram, which was launched in October 2016, had 5,000 followers.

Tournament Initiatives

A variety of initiatives were developed in order to engage and sustain the Perth market and tennis audience. Some of those highlights were:

- » Daria Gavrilova was the special guest at the Mastercard Hopman Cup's family and friends day on Saturday 31st December, which saw a group of children given the exclusive opportunity to watch her practice session on centre court before she answered questions and signed autographs for fans.
- » The Have a Hit on Us initiative offered all ticketholders one hour of free court hire at participating clubs in WA.
- » 7,500 photos were taken at the Tennis West photo booth.
- » 144 ANZ Tennis Hot Shots participants and ten Fitbit Cardio Tennis participants took part in the on court initiatives held between the second singles and doubles matches of every day session.
- » Activations in the lead up to the tournament consisted of Kids Day at Hillarys, City of Perth Integration, Fremantle Festival and School Trophy Tours.
- » There was a strong radio presence collaborating with Nova 937 to target the event's specific demographic at key timings.

In Summary...

The Mastercard Hopman Cup continues to be the pinnacle of the tennis landscape in WA. Tennis West continues to work with Tennis Australia to deliver a world class event and maximise the opportunity to promote the sport of tennis on the local stage. Thanks to the State Government, through Tourism WA, the event secured a new five year partnership, allowing the Mastercard Hopman Cup to remain in Perth.





WOMEN IN TENNIS



It gives me great pleasure to present my report for the 2016/2017 tennis season on behalf of the Women in Tennis Committee.

We have had a very busy and productive year again, with our passionate and dedicated Committee working tirelessly to raise funds to assist up and coming females in their tennis development. The committee is made up of Julie Green, Maureen Patman, Bobbie Edwards, Gaye Hayes, Wendy Bloor, Delys Dear, Kerry Edwards, Deanne Maloney and Trish Ross. I would like to thank these ladies for their hard work and enthusiasm over the past year.

WIT were proud to offer sponsorship to the following players in 2016/2017, who have continued to do well in their tennis careers: Abbi Gibson, Talia Gibson, Casey Tay, Jessie Culley, Rachel Mellor, Natasha Camer-Pesci, Taylah Preston, Lauren Nikoloski, Skye Royall, Shanelle Iaconi, Madelaine Muller-Hughes and Crystal Mildwaters.

Following our AGM, held on 11th July, we presented Maddison Inglis with a beautiful piece of jewellery which was kindly donated by our sponsor Doris Brinkhaus. The WIT Committee has been a longtime supporter of Maddison and she has had some outstanding success over the past few years, so the Committee felt she deserved a special token of our recognition. Maddison played a number of Pro Tour events in Australia during 2016 as well as two events in Korea, as she transitioned from junior to women's events. She was also a finalist for the Female Junior Athlete of the Year award at the 2016 Newcombe Medal, Australian Tennis Awards, and attended the Australian Fed Cup Squad Training Camp in April 2017.

The WIT Committee was proud to host a number of well-attended events during 2016/2017.

Our Hardcourt Ladies Doubles event was held at the State Tennis Centre on 17th August, with 27 pairs taking part. Despite the persistent early rain, the day ran smoothly and the ladies were treated to a fantastic quiz morning and fabulous lunch.

On 12th October the annual Women in Tennis Gala Day was held across four venues: Nedlands, Wembley Downs, North Beach and Mt Lawley Tennis Clubs. This is a very popular event on the WIT calendar and the ladies enjoy having the chance to catch up with their teammates prior to the beginning of the pennant season. We would like to thank our wonderful sponsors who supported this event, as well as the clubs and their groundskeepers for hosting us and having the courts in such great condition for our event.

From 30th October to 2nd November, the annual Women in Tennis Foundation Cup was held in Bunbury. This event attracts players from country areas around WA, and this year the teams event was won by the Central Districts Zone, who narrowly defeated the South West Zone. Gaye Hayes was pleased to represent WIT at the event and presented the trophies on behalf of the Committee.

In December 2016, WIT was fortunate enough to receive a \$3,000 grant from the Bendigo Bank Community Branch. The Committee was pleased to offer this funding by way of sponsorship to a number of young female players, to assist with travel costs associated with playing a tournament interstate.

The annual Women in Tennis Legends Breakfast, held in conjunction with the Mastercard Hopman Cup, was held on 5th January in the Reveley Room at the Perth Arena. Attendees were entertained by guest speaker, Roger Rasheed, who regaled the audience with stories about his playing, coaching and media career. 128 people attended this very special event, hosted by the fabulous Peter Vlahos. Among those in attendance were Tennis West CEO and Hopman Cup General Manager Michael Roberts, Hopman Cup Tournament Director Paul Kilderry, Tennis West President Wayne Firms and Tennis Australia Board Member Greg Hutchinson.

We are grateful to Doris Brinkhaus for her generous donation of some wonderful pieces of jewellery for our raffle, and we were delighted to auction a pair of Daria Gavrilova's tennis shoes during the event to raise funds. Following a delicious breakfast, guests made their way to the Arena to watch the match between Czech Republic and Spain.

The 17th annual Helen Waters Ladies Doubles tournament was held on 26th April at Corinthian Park Tennis Club. Forty four pairs of ladies attended the event, which was won by Harriet Robinson and Tracy Finlay. Raffle prizes were kindly donated by Tennis Only, Doris Brinkhaus and Sienas Restaurant.

Before closing my report, I would like to thank the staff of Tennis West for the ongoing support they provide to WIT throughout the year. I would also like to recognise the ongoing, loyal commitment of the Women in Tennis Committee who go above and beyond to support our functions. Their time is very much appreciated and I would like to sincerely thank them.

We are looking forward to working closely with Tennis West again throughout 2017/2018, to assist young female players to strive to reach their goals and achieve their potential in tennis.

Trish Ross

President | Women in Tennis

W.A. TENNIS ASSOCIATION INCORPORATED

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the year ended 30 June 2017

	Note	2017	2016
Player development revenue	5	137,399	144,950
Tennis competitions revenue	5	445,781	385,906
Tennis business revenue	5	165,922	147,720
Tennis clubs & community revenue	5	652,597	559,163
Marketing revenue	5	59,170	67,139
Total revenue		1,460,869	1,304,878
Affiliation fees	6	397,079	419,109
Grants	6	804,876	709,946
Business Disruption	6	42,302	112,151
Other income	6	94,690	50,336
Total other income	6	1,338,947	1,291,542
Player development expenses		(198,587)	(167,423)
Tennis competitions expenses		(459,142)	(430,622)
Tennis business expenses		(527,272)	(582,556)
Tennis clubs & community expenses		(796,473)	(522,900)
Marketing expenses		(150,633)	(154,231)
Finance & administration expenses		(542,228)	(448,464)
State Tennis Centre structure expenses		(48,689)	-
Total expenses		(2,723,024)	(2,346,196)
Finance income	8	64,138	52,004
Net finance income		64,138	52,004
Net surplus for the period		140,930	302,228
Total comprehensive income for the period		140,930	302,228

The statement of profit and loss and other comprehensive income is to be read in conjunction with the notes to the financial statements set out on pages 50 to 58.

W.A. TENNIS ASSOCIATION INCORPORATED

STATEMENT OF FINANCIAL POSITION

As at 30 June 2017

	Note	2017	2016
Assets			
Cash and cash equivalents	10	3,425,090	2,645,220
Trade receivables and other assets	11	306,191	278,928
Inventories	12	11,244	12,663
Total current assets		3,742,525	2,936,811
Property, plant and equipment	13	3,470,771	3,626,943
Total non-current assets		3,470,771	3,626,943
Total assets		7,213,296	6,563,754
Liabilities			
Trade and other payables	14	320,411	267,198
Employee benefits	15	180,682	213,079
Deferred income	16	1,116,152	510,197
Total current liabilities		1,617,245	990,474
Employee benefits	15	10,932	10,930
Deferred income	16	3,128,070	3,246,231
Total non-current liabilities		3,139,002	3,257,161
Total liabilities		4,756,247	4,247,635
Net assets		2,457,049	2,316,119
Members' equity			
Retained earnings		1,984,008	1,847,781
Reserves		473,041	468,338
Total members' equity		2,457,049	2,316,119

The statement of financial position is to be read in conjunction with the notes to the financial statements set out on pages 50 to 58.

W.A. TENNIS ASSOCIATION INCORPORATED

STATEMENT OF CHANGES IN EQUITY

For the year ended 30 June 2017

	100 Club	Player Development Fund	Asset Replacement Reserve	Retained earnings	Total equity
Balance at 1 July 2015	24,636	96,795	340,000	1,552,460	2,013,891
Total comprehensive income for the period					
Total other comprehensive income	-	-	-	-	-
Surplus for the period	-	-	-	302,228	302,228
Allocation of funds	778	2,865	-	(3,643)	-
Fundraising money allocated to 100 Club	9,958	-	-	(9,958)	-
Payment of player grants	(6,694)	-	-	6,694	-
Balance at 30 June 2016	28,678	99,660	340,000	1,847,781	2,316,119
Balance at 1 July 2016	28,678	99,660	340,000	1,847,781	2,316,119
Total comprehensive income for the period					
Total other comprehensive income	-	-	-	-	-
Surplus for the period	-	-	-	140,930	140,930
Allocation of funds	451	1,321	-	(1,772)	-
Fundraising money allocated to 100 Club	16,567	-	-	(16,567)	-
Payment of player grants	(11,836)	(1,800)	-	13,636	-
Balance at 30 June 2017	33,860	99,181	340,000	1,984,008	2,457,049

The statement of changes in equity is to be read in conjunction with the notes of the financial statements set out on pages 50 to 58.

W.A. TENNIS ASSOCIATION INCORPORATED

STATEMENT OF CASH FLOWS

For the year ended 30 June 2017

	Note	2017	2016
Cash flows from operating activities			
Cash receipts from customers		3,087,194	2,350,892
Cash paid to suppliers and employees		(2,872,794)	(2,321,733)
Interest received		45,968	39,704
Cash receipts from government grants		527,148	253,431
Net cash from operating activities	19	787,516	322,294
Cash flows from investing activities			
Acquisition of property, plant and equipment	13	(20,146)	(43,806)
Proceeds from sale of property, plant and equipment		12,500	-
Net cash from/(used in) investing activities		(7,646)	(43,806)
Cash flows from financing activities			
Net cash from financing activities		-	-
Net increase in cash and cash equivalents		779,870	278,488
Cash and cash equivalents at 1 July		2,645,220	2,366,732
Cash and cash equivalents at 30 June	10	3,425,090	2,645,220

The statement of cash flows is to be read in conjunction with the notes to the financial statements set out on pages 50 to 58.

W.A. TENNIS ASSOCIATION INCORPORATED

NOTES TO THE FINANCIAL STATEMENTS

1. Reporting entity

The W.A. Tennis Association Incorporated ('Association') is an Association domiciled in Australia. The Association is Incorporated under the Associations Incorporation Act 1987. The address of the Association's registered office is;

State Tennis Centre
Victoria Park Drive
Burswood WA 6100

The Association 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 Western Australia.

2. Basis of preparation

The financial statements were approved by the Members of the Committee (the "Board of Directors") on 22 August, 2017.

(a) Statement of compliance

The financial statements are Tier 2 general purpose financial statements which have been prepared in accordance with Australian Accounting Standards – Reduced Disclosure Requirements and the Associations Incorporation Act 1987. These financial statements comply with Australian Accounting Standards – Reduced Disclosure Requirements.

(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 13 – property, plant and equipment (impairment assessment and determination of useful lives)

3. Significant accounting policies

The accounting policies set out below have been applied consistently to all periods presented in these financial statements.

(a) Financial instruments

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

(ii) Loans and receivables

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are recognised initially at fair value plus and directly attributable transactions costs. Subsequent to initial recognition, loans and receivables are measured at amortised cost using the effective interest method, less any impairment losses.

Loans and receivables comprise cash and cash equivalents and trade and other receivables.

(iii) Cash and cash equivalents

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

(iv) Non-derivative financial liabilities

The Association has the following non-derivative financial liabilities: interest bearing liabilities, bank overdrafts and trade and other payables.

Such financial liabilities are recognised initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition these financial liabilities are measured at amortised cost using the effective interest rate method.

(b) Property, plant and equipment

(i) Recognition and measurement

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

Cost includes expenditures that are directly attributable to the acquisition of the asset and cost incurred in getting the asset ready for use. The cost of self-constructed assets includes the cost of materials, direct labour, the initial estimate, where relevant, of the costs of dismantling and removing the items and restoring the site on which they are located, and an appropriate proportion of production overheads. Purchased software that is integral to the functionality of the related equipment is capitalised as part of that equipment.

Where parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

Any gain or loss on disposal of an item of property, plant and equipment (calculated as the difference between the net proceeds from disposal and the carrying amount of the item) is recognised in profit or loss.

(ii) Subsequent costs

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:

- Leasehold Improvements - 50 years
- Plant and equipment - 3-10 years
- Courts - 45 years

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

(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 and 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 are 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 Corporate bonds at the balance sheet date which have maturity dates approximating to the terms of the Association's obligations.

(ii) Short-term employee benefits

Short-term employee benefits are expensed as the related service provided. A liability is recognised for the amount expected to be paid 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.

(iii) Termination benefits

Termination benefits are expensed at the earlier of when the Association can no longer withdraw the offer of those benefits and when the Association recognises costs for a restructuring. If benefits are not expected to be settled wholly within 12 months at the end of the reporting, then they are discounted.

(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 rate that reflects current market assessments of the time value of money and the risks specific to the liability.

(g) Revenue and other income

(i) Sale of goods

Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of returns and allowances, trade discounts and volume rebates. Revenue is recognised when the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs

and possible return of goods can be estimated reliably, and there is no continuing management involvement with the goods.

(ii) Rendering of services

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

Revenue received in advance relating to the promotion of tennis at the State Tennis Centre has been deferred and is recognised on a straight-line basis over the period that the services are rendered.

(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 recognised as services are performed or conditions fulfilled.

Non-reciprocal grants

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

(h) Lease payments

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

(i) Finance income and costs

Finance income comprises interest income on funds invested. Interest income is recognised as it accrues, using the effective interest method. Finance costs comprise interest expense on borrowings. All borrowing costs are recognised in profit or loss using the effective interest method.

(j) Income tax

The Association's income relates to its activities as an Association established for the encouragement of sport. In following the Income Tax Assessment Act of 1997 Div 50 s.50-45, the Association's income is therefore considered exempt from income tax. Withholding tax from other jurisdictions is provided when the liability is due and payable.

(k) Goods and services tax

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

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

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

(I) New standards and interpretations not yet adopted

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

AASB 9 Financial Instruments becomes mandatory for the Association's financial statements for the period beginning on or after 1 January 2018 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.

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

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

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

There are also other amendments and revisions to accounting standards and interpretations that have not been early adopted. These changes are not expected to result in any material changes to the Association's financial performance or financial position.

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.

(ii) Inventories

The fair value of inventories acquired in a business combination is determined based on its estimated selling price in the ordinary course of business less the estimated costs of completion and sale, and a reasonable profit margin based on the effort required to complete and sell the inventories.

5. Revenue

	2017	2016
Player development revenue		
Tennis Australia grants	45,000	40,000
Entry fees	12,320	20,680
Academy fees	80,079	84,270
	137,399	144,950
Tennis competitions revenue		
Tennis Australia grants	75,000	31,500
Entry fees	342,030	331,225
Sponsorship	10,000	11,534
Other income	18,751	11,647
	445,781	385,906
Tennis business revenue		
Tennis Australia grants	20,000	-
Catering income	26,022	26,508
Room hire income	35,725	43,477
Equipment sales	11,784	7,955
Other income	72,391	69,780
	165,922	147,720
Tennis clubs & community revenue		
Tennis Australia grants	578,427	503,047
Sponsorship	30,909	23,636
Entry fees	43,261	32,480
	652,597	559,163
Marketing revenue		
Tennis Australia grants	-	2,500
Sponsorship	29,794	31,000
Fundraising income	8,051	10,012
Ticket sales income	21,325	23,627
	59,170	67,139
Total revenue	1,460,869	1,304,878

6. Other Income

Affiliation fees	397,079	419,109
Tennis Australia grants	245,225	241,785
Healthway grant	150,000	150,000
Other government grants	409,651	318,161
	804,876	709,946
Business Disruption	42,302	112,151
Other income	94,690	50,336
Total other income	1,338,947	1,291,542

Government grants

The Association has been awarded government grants from the WA Department of Sport and Recreation (DSR) and Healthway. The DSR grants cover the Association's business plan funding, a pro tour community engagement programme, high performance funding and regional talent development programme.

The Healthway grant was provided to fund various programs mainly focused on participation and junior development programs.

7. Other expenses

The Association has the following key expenses

Depreciation expense

leasehold improvements

plant and equipment

courts

Repairs and maintenance expense

Cost of inventories

Employee benefits expense

Public liability insurance expense

Operating lease rental expense

2017

2016

105,927

106,002

30,747

37,908

18,140

18,140

17,959

26,957

56,561

53,287

1,187,564

917,045

40,968

49,773

200

200

8. Finance income

Interest income on bank deposits

64,138

52,004

Finance income

64,138

52,004

9. Auditor's remuneration

Audit services

Auditors of the Association

KPMG Australia:

Audit and review of financial reports

12,900

12,500

12,900

12,500

10. Cash and cash equivalents

Bank balances

1,213,510

1,285,498

Cash on hand

850

4,119

Deposits at call

2,210,730

1,355,603

Cash and cash equivalents

3,425,090

2,645,220

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.

11. Trade and other receivables

Trade receivables

57,236

28,152

Public Transport Authority

81,873

119,608

Other receivables

123,294

85,624

Prepayments

43,788

45,544

306,191

278,928

12. Inventories

Inventory on hand

11,244

12,663

11,244

12,663

13. Property, plant and equipment

Cost

Balance at 1 July 2015	5,151,444	487,830	817,093	-	6,456,367
Additions	-	23,607	-	20,199	43,806
Balance at 30 June 2016	5,151,444	511,437	817,093	20,199	6,500,173

Balance at 1 July 2016	5,151,444	511,437	817,093	20,199	6,500,173
Additions	-	15,146	-	5,000	20,146
Disposals	(2,730)	(126,294)	(3,861)	(20,199)	(153,084)
Balance at 30 June 2017	5,148,714	400,289	813,232	5,000	6,367,235

Accumulated Depreciation

Balance at 1 July 2015	(2,046,834)	(368,424)	(295,922)	-	(2,711,180)
Depreciation charge for the year	(106,002)	(37,908)	(18,140)	-	(162,050)
Balance at 30 June 2016	(2,152,836)	(406,332)	(314,062)	-	(2,873,230)

Balance at 1 July 2016	(2,152,836)	(406,332)	(314,062)	-	(2,873,230)
Depreciation charge for the year	(105,927)	(30,747)	(18,140)	-	(154,814)
Disposals	1,945	125,792	3,843	-	131,580
Balance at 30 June 2017	(2,256,818)	(311,287)	(328,359)	-	(2,896,464)

Carrying amounts

At 1 July 2015	3,104,610	119,406	521,171	-	3,745,187
At 30 June 2016	2,998,608	105,105	503,031	20,199	3,626,943
At 1 July 2016	2,998,608	105,105	503,031	20,199	3,626,943
At 30 June 2017	2,891,896	89,002	484,873	5,000	3,470,771

14. Trade and other payables

Trade payables	59,487	59,459
Other payables and accrued expenses	260,924	207,739

2017**2016**

320,411

267,198

15. Employee benefits

Current

Provision for long-service leave	66,977	81,434
Provision for annual leave	113,705	131,645

180,682

213,079

Non-current

Provision for long-service leave	10,932	10,930
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10,932

10,930

16. Deferred income

Current

State tennis centre	101,829	101,830
Rebound ace courts	16,332	16,337
Public Transport Authority compensation	370,000	370,000
Department of Sport and Recreation	621,510	-
Other	6,481	22,030

1,116,152

510,197

Non-current

State tennis centre	2,696,169	2,797,998
Rebound ace courts	431,901	448,233

3,128,070

3,246,231

17. Capital and reserves

Player Development Fund

This reserve was established with the purpose of development and enhancement of players in Western Australia.

100 Club

In the past, this reserve included sanction fees (IOVF) applied to entries of qualifying tournaments. This now has funds allocated to it from fundraising efforts of the 100 club and the funds are to be used for player development.

Asset Replacement Reserve

These are reserves set aside for the replacement and improvement of assets at the State Tennis Centre.

Members Equity

The Association is incorporated under the Associations Incorporation Act 1987.

In the event of the Association being wound up the liability of members is determined by its rules.

18. Operating leases

Leases as lessee

Non-cancellable operating lease rentals are payable as follows:

Less than one year	800	800
Between one and five years	5,200	5,400
More than five years	6,200	6,400

2017**2016**

200

200

800

800

5,200

5,400

6,200

6,400

The Association leases property under a non-cancellable operating lease with a term of 31 years remaining. Leases generally provide the Association with a right of renewal at which time all terms are renegotiated.

Under the terms and conditions of the funds received from the State Government towards the construction costs and the land associated with the State Tennis Centre, the Association is required to comply with certain terms and conditions in connection with the operation of the State Tennis Centre. The directors believe all terms and conditions have been met during the period.

During the financial year ended 30 June 2017, \$200 was recognised as an expense in the statement of profit or loss and other comprehensive income in respect of operating leases (2016: \$200).

19. Reconciliation of cash flows from operating activities

	Note	2017	2016
Cash flows from operating activities			
Surplus for the period		140,930	302,228
Adjusted for:			
Depreciation	13	154,814	162,050
Loss on sale of asset		9,004	-
Operating surplus before changes in working capital and provisions		304,748	464,278
(Increase) in trade and other receivables		(27,263)	(122,507)
Decrease/(Increase) in inventories		1,419	(464)
Increase in trade and other payables		53,213	35,024
(Decrease)/Increase in provisions and employee benefits		(32,395)	48,882
Increase/(Decrease) in deferred income		487,794	(102,919)
Net cash from operating activities		787,516	322,294
		3,128,070	3,246,231

20. Other related party transactions

The Association being an Associate member of Tennis Australia (TA) receives shared services benefits from TA. These benefits include accounting, legal, human resources 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:

Henry Thomas Stuart Price, Ray Collins, Wayne Firms, Warren Harding, Karen Jessop, Ian Meares, Carl Black, Narelle Finch and Jan Truscott (commenced October 2016). Directors of the Association are acting on an honorary basis.

The key management personnel for the Association include the following employees:

Michael Roberts (commenced November 2016), Geoff Quinlan (resigned September 2016), Brooke Koenig and Loretta Hughes.

Key management personnel compensation

In AUD	2017	2016
Short-term employee benefits	376,272	445,267
Post employment benefits	33,688	32,875
Total compensation	409,960	478,142

21. Economic dependence

The Association receives grant funding from Tennis Australia Limited, the DSR and Healthway, that forms an integral part of the funding required for the Association to achieve its short and long term objectives.

It is the view of the Board that the Association would still be able to continue meeting the above objectives regardless of this funding being received in the future, albeit to a lesser extent.

22. Subsequent events

In the interval between the end of the financial year and the date of this report there have been no events, items or transactions of material or unusual nature likely, in the opinion of the directors of the Association, to significantly affect the operations of the Association, the results of those operations, or the state of the affairs of the Association in future financial years.

W.A. TENNIS ASSOCIATION INCORPORATED

STATEMENT BY THE DIRECTORS

In the opinion of the directors of W.A. Tennis Association Incorporated ('the Association'):

- (a) **the financial statements and notes set out on pages 1 to 17, are in accordance with the Associations Incorporation Act 1987, including:**
- (i) giving a true and fair view of the financial position of the Association as at 30 June 2017 and of their performance, for the financial year ended on that date; and
 - (ii) complying with Australian Accounting Standards and the Associations Incorporation Act 1987;
- (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 Perth: **22nd day of August 2017.**

Signed in accordance with a resolution of the directors:



W. Firms
President



H.T.S. Price
Director



Independent Auditor's Report

To the members of W.A Tennis Association Incorporated

Opinion

We have audited the **Financial Report** of W.A Tennis Association Incorporated (the Association).

In our opinion, the accompanying Financial Report of the Association is in accordance with the *Associations Incorporation Act 1987*, including:

- giving a true and fair view of the Association's financial position as at 30 June 2017 and of its financial performance for the year ended on that date; and
- complying with *Australian Accounting Standards - Reduced Disclosure Requirements* and the *Associations Incorporation Act 1987*.

The **Financial Report** comprises:

- Statement of financial position as at 30 June 2017
- Statement of profit or loss and other comprehensive income, Statement of changes in equity, and Statement of cash flows for the year then ended
- Notes including a summary of significant accounting policies
- Directors' Declaration.

Basis for opinion

We conducted our audit in accordance with *Australian Auditing Standards*. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the Financial Report* section of our report.

We are independent of the Association in accordance with the *Associations Incorporation Act 1987* and the ethical requirements of the *Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the Financial Report in Australia. We have fulfilled our other ethical responsibilities in accordance with the Code.

Liability limited by a scheme approved under Professional Standards Legislation.

KPMG, an Australian partnership and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity.

Responsibilities of the Directors for the Financial Report

The Directors are responsible for:

- preparing the Financial Report that gives a true and fair view in accordance with *Australian Accounting Standards - Reduced Disclosure Requirements* and the *Associations Incorporation Act 1987*
- implementing necessary internal control to enable the preparation of a Financial Report that gives a true and fair view and is free from material misstatement, whether due to fraud or error
- assessing the Association's ability to continue as a going concern. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate the Association or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the Financial Report

Our objective is:

- to obtain reasonable assurance about whether the Financial Report as a whole is free from material misstatement, whether due to fraud or error; and
- to issue an Auditor's Report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with *Australian Auditing Standards* will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Financial Report.

A further description of our responsibilities for the audit of the Financial Report is located at the *Auditing and Assurance Standards Board* website at: http://www.auasb.gov.au/auditors_files/ar7.pdf. This description forms part of our Auditor's Report.



KPMG



Gordon Sangster

Partner

Melbourne

22 August 2017



