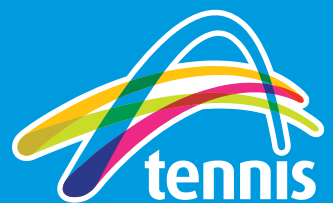




TENNIS NSW  
**ANNUAL  
REPORT**  
2015/16



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## PRESIDENT & CEO REPORT



We are pleased to present the President and CEO Report for 2015/16 after another strong year for tennis in NSW.

For the third year in a row, more than 100,000 people registered to play tennis in the State. ANZ Tennis Hot Shots continued to flourish, surpassing 200,000 registered players nationally, with over 30,000 in NSW. With an increased focus on Hot Shots Leagues and competition tennis in 2017, we are confident that we will continue to reach and surpass our targets over the next 12 months.

In February, the Board and Management of Tennis NSW met to review the Strategic Plan. As a result of this review, the

Strategic Plan was amended to highlight and prioritise four areas (out of the seven pillars). These areas of priority are Participation, Tournaments and Competitions, Places to Play and Engagement.

On the participation side, you will see a renewed focus on ANZ Tennis Hot Shots, Hot Shots Leagues and Schools over the coming year. Our Participation Leaders will continue to work closely with Members in the roll out of My Tennis upgrades, League Manager and the new Book-A-Court software.

The importance of finding the right balance between tournaments and leagues and providing an inviting and safe culture for our young players is of high priority. The Sydney Tennis League will officially launch in February 2017, providing an opportunity for players from Hot Shots level through to elite athletes to engage in regular tennis competition against their peers in Metropolitan Sydney. The aim is to launch Regional Tennis Leagues in Country NSW in 2017.

In the past year Tennis NSW has made significant inroads into facility development, with close to \$6 million total tennis facility investment in NSW. With major projects due for completion in the coming year, facility investment will near \$20 million in 2016/17. The development of a Local Government Engagement Strategy has enabled Tennis NSW to identify and prioritise key issues affecting tennis in the Local Government landscape.

We will continue to build our relationship with the NSW Government throughout the year and we thank them for their ongoing support. In particular, I would like to thank the work of Minister Stuart Ayres, Chief of Staff Chris Hall and CEO for the Office

for Recreation and Sport Matt Miller for their continued support. Four major sporting projects were identified by the NSW government for strategic review and investment recently and tennis is involved in one of them. Our aim is to work with the NSW Government to determine a definitive position moving forward in regards to our needs for a world class tennis venue in Sydney that ensures protection from inclement weather.

In April 2016, Tennis NSW was involved in the Royal Commission into Institutional Responses to Child Sexual Abuse. Tennis NSW's involvement centered around a case from the 1990s and the Board and organisation took this matter very seriously. At last year's AGM, Tennis NSW and its Members voted proactively to adopt Tennis Australia national policies, including the Member Protection Policy, which the Commission looked upon favourably.

The summer of tennis in Sydney has now become synonymous with two major events, the Apia International Sydney and FAST4 Tennis. Building on the success of the global launch of FAST4 Tennis in 2015, this year 15-time Grand Slam champion Rafael Nadal teamed up with Gael Monfils to take on the Australian team of Lleyton Hewitt and Nick Kyrgios. With Legends Mats Wilander and Pat Cash leading the sides, 12,252 fans witnessed the action, a sell-out crowd in tennis mode at Qudos Bank Arena.

The Apia International Sydney once again showcased the best of the WTA and ATP Tours. Despite some challenges with the weather, those in attendance or watching at home were fortunate to witness one of the great men's finals with Viktor Troicki taking out his second straight title in three

sets over Grigor Dimitrov. The women's final was also a pleasure to watch, with the re-emergence of champion Svetlana Kuznetsova as one to watch on the WTA Tour and the breakthrough for runner-up Monica Puig, who would go on to claim gold at the Rio Olympics. We would like to thank Destination NSW and in particular Chief Executive Officer Sandra Chipchase and Director, Sport and Strategic Events Steve Keogh for their support.

We would like to take this opportunity to thank the Tennis NSW Board of Directors who provide leadership and strategic direction for the organisation, the Tennis NSW staff for their dedication and hard work and finally the volunteers and staff in our clubs and centres who ensure courts around the State are full of people enjoying tennis.

We look forward to working with you all over the coming year to continue to grow our great sport.

**Gregory Doyle**  
President Tennis NSW

**Alistair MacDonald**  
CEO Tennis NSW



## TENNIS AUSTRALIA CEO MESSAGE



### INNOVATE AND GROW

The innovative DNA that has long been infused into the organisation was realised in a very physical sense in the 2015-2016 financial year through our ongoing quest to innovate in all aspects of our business – not just for the sake of it, but also for increased depth and connection with players, fans, partners and broadcasters alike. Significant quality and efficiency improvements also arise from the focus and effort injected into these concepts.

There are many varied examples of our willingness to explore new and different ideas. They range from a strong focus on Hot Shots growth (particularly in schools and competitions), major new facilities, groundbreaking digital and broadcast content, commercial partnerships that add content value as well as financial benefit, and to a holistic approach to athlete wellbeing in player development. These are reaping dividends through tennis participation, revenue, quality of our content and elite athlete performance.

A special highlight has been the work that Tennis NSW has done to increase the number of registered participants in the sport. In the

past financial year, Tennis NSW has achieved more than 80,000 players registered to clubs in NSW and 36,000 registered Hot Shots players.

Another highlight has been the \$6 million direct cumulative investment made in NSW tennis facilities in the past 12 months, with more than 60 development projects in the planning phase.

### OUR SPORT

The ANZ Tennis Hot Shots program continues to provide the foundation for the successful growth of our sport. This entry program has become the envy of many, with much of its latest growth coming from an intensely focused effort in primary schools aimed at honing the program to provide maximum ease of implementation for teachers, parents and students alike – ensuring it has a relevance to their lifestyle, educational needs and skill set.

A recent International Tennis Federation survey on tennis participation in France, Germany, India, Japan, Poland, Sweden, UK, USA and Australia found we had the highest percentage of our population playing tennis with 2.1 million people playing once a year and 1.2 million playing 10 or more times. The stand out statistic was that 290,000 people started playing in the last 12 months – Hot Shots is clearly doing its job.

It is more evidence that we are on the right track and we have further increased our resources in this space to continue this upward surge with the aim of delivering greater numbers of children from an initial Hot Shots experience into Hot Shots competitions and ongoing tennis experiences.

Nationally, an eight per cent increase in year-on-year Hot

Shots numbers included 213,883 participants, that figure significantly boosted by the 1439 schools now delivering the program through a partnership with the Australian Sports Commission Sporting Schools Program. Additionally, 249 schools nationwide participated in a new School Play Program that was introduced to help support competition within schools.

This commitment to acquiring and retaining new participants in our sport was complemented by a coordinated effort across the nation involving many clubs, associations and Member Associations to improve the competitive and social tennis experience for current players – whether it be in reducing administration or piloting the new Book-a-Court initiative.

### FACILITIES GROWTH

Nationwide support for the construction and redevelopment of facilities included a funding commitment approaching \$2 million dollars in 2015-16. This contributed to a total stakeholder investment of \$34.4 million, allowing 327 new or resurfaced courts to be funded through the National Court Rebate. An additional 187 ANZ Tennis Hot Shots courts were also funded across the country.

### OUR TEAM

The collective body of work completed by our dedicated team in the last 12 months has been nothing short of phenomenal. It is a credit to their professionalism and passion as we strive for constant improvement and reinvention.

Our work to improve Tennis Connect is continuing and has been supported by a new Project Management Office. This is one of



the many actions being taken to improve the delivery, access to and tracking of our sport.

The co-operation between our tennis community and the commitment to keep putting our sport first has shone through. Players at all levels, coaches, volunteers, administrators, officials and fans continue to make tennis special in Australia. Thank you to all of you for your love of our sport and your efforts to keep making it so enjoyable and successful.

### OUR FUTURE

Our future looks bright but not without its challenges.

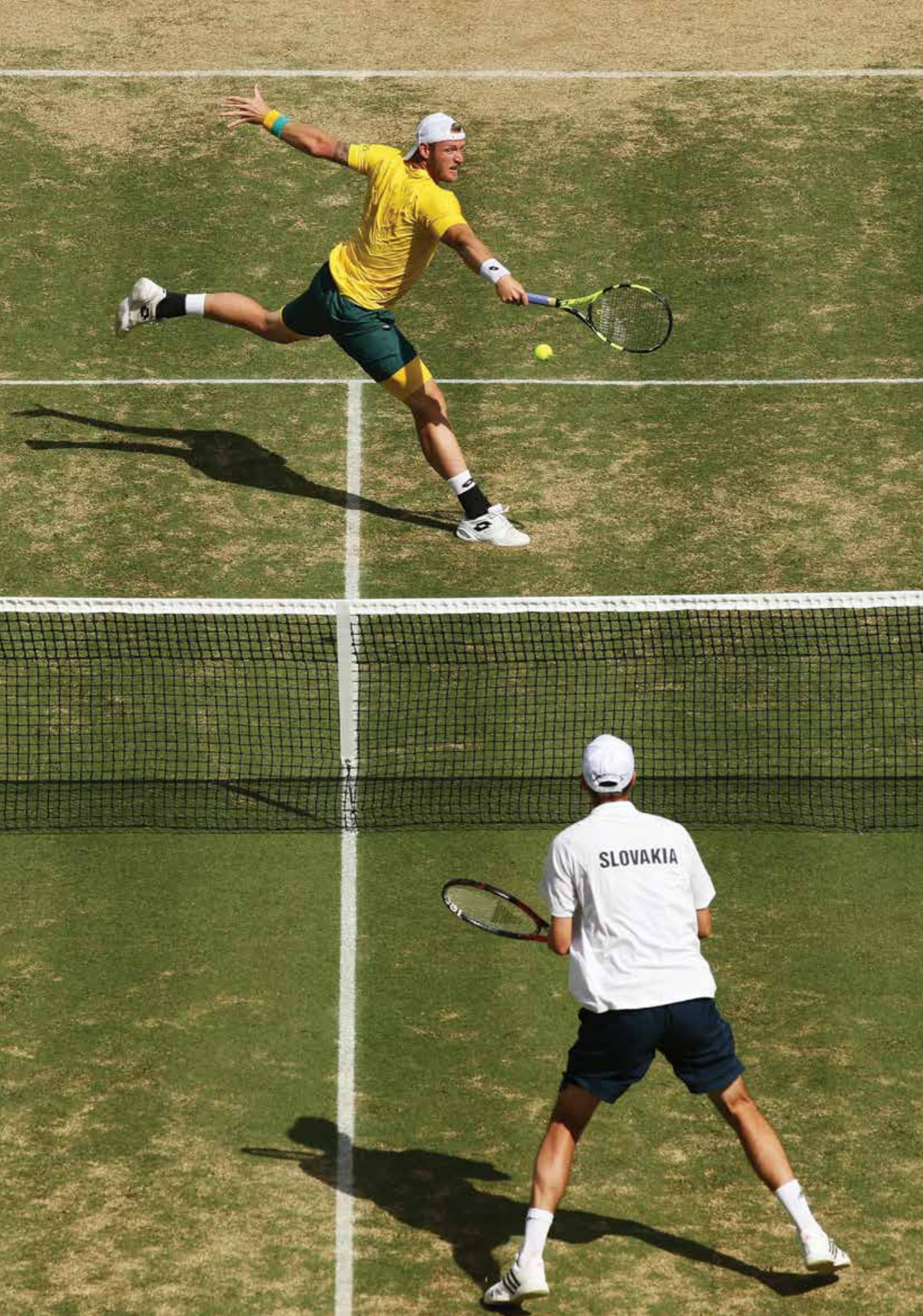
Our great sport suffered some severe hits this year such as the allegations of widespread match-fixing made to coincide with start of our premier event, the Australian Open. Rest assured the allegations were taken extremely seriously and any accusations were and will be followed up with intense rigour both domestically and internationally.

We always have and always will take the integrity of tennis seriously. That's why we are part of a global all-sport agreement to review integrity. As such we have made significant new investment in tennis integrity including our own Tennis Integrity Unit.

Financially we continue to build our reserves and plan to invest strongly in the protection of the Australian Open and intensify our investment in the sport with plans for greater funding to resource and deliver tennis across the nation.

We look forward to an exciting 12 months ahead.

**Craig Tiley**  
CEO, Tennis Australia



## SECTION 1

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# STRATEGIC PLAN 2014-2018

### CORE PURPOSE:

To help everyone in NSW have fun playing Tennis for life (more people playing more tennis for longer).

### OUR CORE VALUES:

Loyalty  
Excellence  
Teamwork  
Humility

# TNSW STRATEGIC PLAN 2014 – 2018

**Core Purpose** – To help everyone in NSW have fun playing Tennis for life (more people playing more tennis for longer).

**Our Core Values** – Outstanding customer service, effective communication, innovative, solution focused, integrity and a winning team.

	1. GOVERNANCE	2. PARTICIPATION	3. PLACES TO PLAY	4. TOURNAMENTS & COMPETITIONS	5. PERFORMANCE	6. ENGAGEMENT	7. SOPTC
<b>KEY OBJECTIVES</b> What are we trying to achieve	Deliver best practice governance and management of TNSW	More people playing tennis	Stimulate investment in local infrastructure, and create effective management of tennis clubs and centres	Provide a high quality competitive tournament environment that is safe and attractive for players and families	Support and supplement Tennis Australia to develop grand slam champions from NSW	Successfully engage our stakeholders, participants and fans	Develop a best practice and financially sustainable state tennis centre for the people of NSW
<b>MEASURES</b> How will we measure our success	A financially strong organisation that continues to invest in tennis	Increased number of registered participants	Significant total cumulative investment in Tennis infrastructure	Improved quality of tournament play	Transition of players to Davis / Fed Cup and into the Top 250 ATP/WTA	Increased Number of fans that attend our major event per annum	Financial sustainability at SOPTC
<b>GOALS</b>	Break-even TNSW budget	330,000 registered players	\$20 million cumulative investment	80% satisfaction AR tournaments	5 players Top 250	100,000 fans	Break-even SOPTC budget

## THE ROYAL COMMISSION



In April 2016 there was a public hearing of the Royal Commission into Institutional Responses to Child Sexual Abuse. This hearing included TNSW, focusing on a case from the late 1990s, and a number of other sporting bodies and was conducted in Sydney in April 2016.

We recognise the courage of those who came forward to tell their story at the public hearing and the Board and Management of Tennis NSW acknowledge that more could have been done to properly support those when they came forward to report serious complaints. We respectfully await the final report of the Royal Commission when it concludes its important work on this case study.

TNSW is committed to protecting the health, safety and wellbeing of all who participate in our sport and most importantly protecting all children who participate in tennis. Our priority is to ensure the environment of our sport is 'child safe' and meets best practice in child protection. We also want to ensure that anyone, with any complaint, comes forward and is heard and properly supported.

TNSW already has effective and accountable processes in place regarding Member Protection and we are continuing to do more in this space to ensure the NSW Tennis community continues to evolve and respond to the latest learnings in this area.

TNSW is unwavering in its commitment to providing a 'child safe' sports environment and we will endeavour to do everything we can to ensure our sport, and the stakeholders involved in delivering it, provide safe and healthy participation environments.

You will see further communications and updates to policy and procedures from our organisation in order to help you fulfil your responsibilities to member protection. Experts in this field, such as the Australian Childhood Foundation (ACF), are currently assisting TNSW and Tennis Australia in improving training, education and implementation of our policies and procedures and these learnings will be passed on to Clubs.

The ACF is already working with TNSW and Tennis Australia and are reviewing all of our policies and procedures in order to provide a gap analysis that will enable us to develop a concrete plan on how we can ensure that TNSW and its member clubs provide a child safe environment.

We also recently held our first ever Youth Leadership program and from this we are looking to establish a Youth Advisory board that can provide advice and input into our policies and the type of environments that we provide at our various tournaments and competitions.

We may be in touch shortly in regards to the development of our child safe policies and we strongly encourage you to become involved.

## PARTICIPATION AND COACH DEVELOPMENT



The Participation team, charged with the responsibility of increasing the number of people playing tennis, remains on track for the overall goal of 330,000 registered players by 2018.



With the support of Tennis Australia, Tennis NSW has nine Participation Leaders (formerly CTOs) who are employed to work collaboratively with our Members to improve access to our Clubs, courts and the sport, as well as innovate in the delivery of tennis wherever possible. Throughout the last 12 months, there has been a particular focus in the areas of club & league development, as well as the adoption of national online systems.

Coach Development also formally moved across from the Performance team into Participation during this financial year as they increased their engagement with coaches face to face, as well as increasing their online presence.

### ANZ TENNIS HOT SHOTS

39,660 kids were registered to the ANZ Tennis Hot Shots program in 2015/16, each receiving a New Balance t-shirt for their participation. There are 704 registered venues providing Hot Shots opportunities across the State, consisting of Tennis Australia qualified coaches, primary schools and community play clubs.

With strong participation numbers in this space, the focus now shifts towards creating more opportunities for these kids to participate in regular competition. Hot Shots Leagues provide team based, regular competition in time friendly formats. 38 coaches & clubs registered to deliver orange and/or green ball leagues within their local environment throughout 2015/16.

**39,660 CHILDREN INVOLVED WITH ANZ TENNIS HOT SHOTS IN NSW**

### SCHOOLS

Tennis partnered with Sporting Schools, a \$100m initiative from the Australian Sports Commission, in their efforts to increase children's participation in sport and help connect these children to local tennis opportunities. 404 primary schools across the State combined with a local coach or tennis centre to provide 9,799 students with a tennis experience within a school environment over the last 12 months.

The Riverina area of NSW piloted a red ball schools competition, with over 70 local primary schools participating, culminating in a regional final in Wagga Wagga.



The winning school went on to represent NSW in the National Final in Melbourne.

Coach Development have branched out to delivering training for teachers to assist in the delivery of tennis in both primary and secondary schools. Statewide there were three workshops and this number will increase next year. Coach Development also delivered Hot Shots workshops at two ACHPER teacher training conferences.

The schools space is an area that will see some increased focus and resourcing in the coming years.

### COACH DEVELOPMENT

Over 500 coaches and teachers attended either a workshop or coaching course as the department provided upskilling and education to new and existing coaches. Junior Development Courses were run in Metropolitan Sydney as well as Coffs Harbour in the North East of the State. The four day Community Coaching Course proved popular state-wide and was held on six occasions in Sydney, Wollongong, Dubbo and Albury. This year also saw

the welcomed return of the Club Professional Course, hosted at Sydney Olympic Park. More female coaches than ever before applied for courses due in part to Tennis Australia's Women's Coaching Scholarships.

Highlights of the year include the annual NSW Coaches workshop as part of the Apia International Sydney, which attracted 85 coaches, taking on board presentations from Mike Barrell, Wally Masur and Nicole Pratt. At the back end of the year, tackling modern issues in the coaching industry, Melbourne coach and entrepreneur Kane Dewhurst presented on how to 'Retain your staff and retain your clients', showing an innovative and contemporary approach on how to run multiple coaching businesses.



With a new and reinvigorated online learning platform in 'Bounce', Coach Development was able to service a larger geographical area by producing online courses, seminars and resources for coaches to utilise. With an additional team member, Coach Development in NSW is well positioned to have more interaction with more coaches and assist them in the various different strands of coaching and business development.





## PARTICIPATION AND COACH DEVELOPMENT

### KEN ROSEWALL REGIONAL PROJECT

The Ken Rosewall Regional Project launched in 2016, providing free weekly tennis opportunities for over 2000 primary school children in regional and remote areas across Australia. Backed by the generous support of CQS (a global asset management firm), the International Tennis Club and the Yulgibar Foundation, the program is guaranteed an investment of \$50,000 over the next four years. Tennis NSW was delighted to partner with the Kids Tennis Foundation in the delivery of the project with schools in Penrith, Griffith, Armidale & Tumut all participating. Kingswood Park Public School (Penrith) played host to the launch of the program and we look forward to growing the number of NSW schools involved in this project over the coming years.

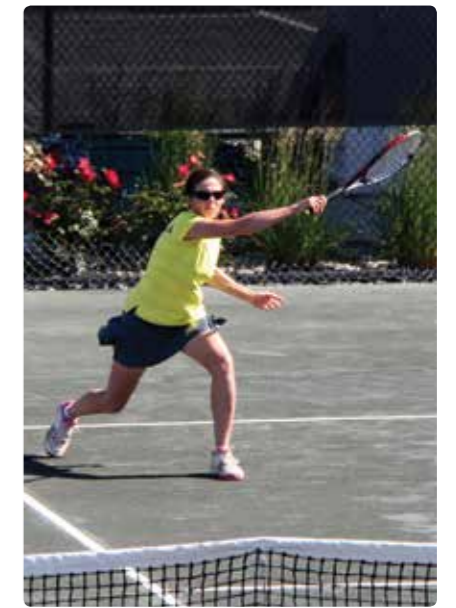


### KIDS' TENNIS DAY AT APIA INTERNATIONAL SYDNEY

Partnering with Nickelodeon, Tennis NSW delivered an outstanding Kids' Tennis Day in 2016, as part of the Apia International Sydney. Changing days from a Monday to Sunday, thousands of kids were consumed in ANZ Tennis Hot Shots, roaming appearances from Sponge Bob, Teenage Mutant Ninja Turtles and Dora the Explorer, player signings and appearances, live music, as well as activations from the GWS Giants, NSW Swifts and Sydney Thunder.

### WTA FUTURE STARS

On the back of an initiative from the WTA, over 30 girls converged on Sydney Olympic Park Tennis Centre as part of the WTA Future Stars program. Celebrating girls in tennis, some of Sydney's best 14/u & 16/u girls battled it out over FAST4 sets for a spot in the national final, doing themselves and their school proud. Brisbane and Melbourne also hosted State qualifying events, with the National Final also held at Sydney Olympic Park. The winners of the National Final in each age group went onto win the opportunity of a lifetime – entry into the WTA Future Stars event in Singapore, joining 16 other girls from around the world.



### STATE FINAL WINNERS

**14/U Winner** – Chiara Di Tommaso (Pymble Ladies College)

**14/U Runner Up** – Julia Varvarigos (Meriden School)

**16/U Winner** – Charlotte Littlejohn (Abbotsleigh School)

**16/U Runner Up** – Monique Burton (St Catherine's, Waverley)

### NATIONAL FINAL WINNERS

**14/U Winner** – Chiara Di Tommaso (Pymble Ladies College)

**16/U Winner** – Monique Burton (St Catherine's, Waverley)



### INCLUSIONS

Tennis NSW supported world-class athletes and local heroes, Kelly Wren and Damian Phillips in their quest at the INAS World Championships (an international sport events for elite athletes with an intellectual disability) in Delaware this year. Kelly & Damian combined to take home gold in the mixed doubles event. Damian also cleaned up in the men's doubles winning gold, while Kelly took home silver in the women's singles and women's doubles.

Blind Sports NSW partnered with Tennis NSW in the delivery of a number of come and try events throughout 2015/16, thanks to the support of Tennis Australia qualified coach, Kathy Fahim.

# PLACES TO PLAY



The Tennis NSW - Places to Play Team remain focused on driving grassroots tennis facility development, assisting stakeholders in brokering successful project partnerships and developing and educating affiliates with regard to sustainable venue outcomes. Building and evolving relationships with our government stakeholders remains key to future Places to Play strategy.

## FACILITIES

The Places to Play team continues to focus on stimulating investment in local infrastructure to deliver and create quality playing environments for Tennis in NSW.

The resource of Places to Play provides Tennis NSW affiliates and stakeholders with advice and key enablers to develop their venues such as:

- Technical advice
- Strategic Support and Partnerships
- Government Relations
- Technology
- Investment
- Operational Management



Places to Play continues to remain a key benefit of affiliation within Tennis NSW and our refined focus is to deliver four key objectives of:

## PROJECTS

A number of major and community projects have been completed within the 2015/16 year across NSW. These projects have been successful in leveraging funds from a range of project partners, which has assisted in them reaching completion. Key major projects which were completed in 2015/16 were:

- Tennis Terranora – Development of new club house, 2 natural clay courts and 3 hard courts
- Nepean District Tennis Association – 10 new cushioned hard courts
- Kendall Tennis Club – Development of 3 new hard courts

Other major projects which are nearing completion:

- Blacktown – Stanhope Gardens
- Waitara Park - Hornsby Shire Council
- Sydney Olympic Park Tennis Centre

Tennis NSW is also working with a number of affiliates with regard to site master planning activities in partnership with Tennis Australia and SportDev.



## GOVERNMENT RELATIONS

Particular focus in 2015/16 was given to the Tennis NSW relationship with Local Government. These relationships are critical to our future success in developing tennis facilities on a local level and ensuring long term viability of our community venues. This renewed focus is also replicated through resourcing at the national level through Tennis Australia.

Building on the success of our 2014/15 Local Government Engagement survey, Tennis NSW hosted its first NSW Local Government conference in July 2015. The conference was attended by over 40 metropolitan and regional Council's, in an attempt to deliver best practice understanding and knowledge in Places to Play to our key stakeholder. The keynote speaker for the conference was Matt Miller – Chief Executive, Office

for Sport and the session included other State/national leaders in Places to Play.

We will look to replicate this success by hosting this conference annually, as well as further establishing strong relationships with Council's (both amalgamating and existing) and other peak Local Government bodies throughout the State.

The Places to Play team have developed a Local Government Engagement strategy which seeks to identify and prioritise key issues affecting Tennis in the Local Government landscape.

Tennis NSW continues to maintain a strong link with State and Federal Government as we recognise the broader role they play in delivering and enhancing grassroots sport across our State.

## LEASING

The leasing and licensing of community tennis facilities remains a key challenge for the sport in NSW. Striking the right balance between commercial pressures for land owners and community benefit is a difficult task in some areas of NSW, particularly in Metropolitan Sydney.

Tennis has developed an approach to drive positive change in these areas and influence lease conditions at the local level for the benefit of Tennis and the wider community. Again reaffirming the important role Local Government plays within the Tennis community and its impact on building sustainable local venues.

## ACCESSIBILITY

- Provides community access to courts
- Offers flexible programs and playing options
- Fair and reasonable pricing options

1

## SUSTAINABILITY

- Business model and practices
- Well managed and maintained buildings and grounds
- Future planning

2

## COMMUNITY BENEFIT

- Delivers quality community programs
- Engages at all levels of the community
- Provides opportunity for social interaction

3

## ACCOUNTABILITY

- Delivers and supports national programs
- Works with Council to deliver agreed outcomes
- Consistent and regular reporting

4

## PLACES TO PLAY

### SYDNEY OLYMPIC PARK TENNIS CENTRE

Tennis NSW invested across the Sydney Olympic Park Tennis Centre (SOPTC) site in 2015/16, this was made possible through a variety of project partners. In excess of \$1.4 million planned investment will go into the venue, included within the planned scope was:

- Tennis NSW Administration building ground floor upgrade
- Venue lighting upgrades
- Compliance works
- Court Resurfacing
- 2 court Indoor facility (planned completion January 2017)

The most significant project which is nearing commencement is the development of a two court indoor facility. This structure will impact our delivery on site from a community programming, major event and competition perspective whilst enhancing the development of NSW athletes through high performance activities which can now be housed indoors. This development will create the only sole purpose indoor tennis facility within Metropolitan Sydney.

Also, we have seen a redevelopment in the ground floor of our administration building. The café space, tournament desk and change rooms have all received an uplift to offer a better experience for SOPTC patrons and user groups.

There are a number of exciting projects on the horizon in 2016/17 as we continue our commitment to develop SOPTC as a best practice tennis facility in NSW.

### NATIONAL COURT REBATE - SNAPSHOT

- 2 rounds
- 10 projects
- \$430k Tennis Australia investment
- \$5.2 million total tennis facility investment in NSW

### TENNIS WORLD AT SOPTC

In an attempt to further evolve the SOPTC as a lead venue both in NSW and nationally, Tennis NSW have partnered with Tennis World to oversee the management and day to day operations of the SOPTC venue.

The new partnership was established to further advance our offering for Tennis on site, whilst affirming our strategy to

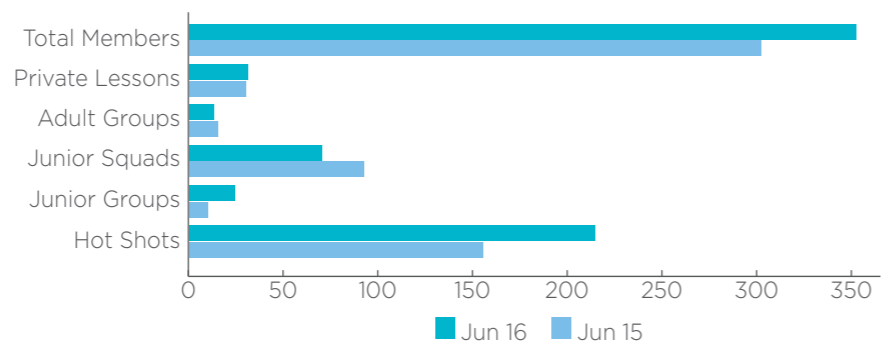
deliver best practice management, programming and community benefit to our user groups.

Tennis World transitioned into SOPTC and began operations from July 2015.

Through its inception Tennis World introduced new systems, procedures and policies in an attempt to ensure both the business operations and community engagement was moving towards best practice.

The venue has witnessed a steady increase in participation numbers with a large focus on building group coaching (of all levels) and the establishment of ANZ Tennis Hots Shots group training and Hot Shots leagues. Please see below for participation figures:

### PARTICIPATION



Tennis NSW will look to build on the early success of Tennis World within SOPTC and continue to focus on delivering best practice operations and evolve the offering to our broader Tennis community.

**IN EXCESS OF \$1.4 MILLION  
PLANNED INVESTMENT  
WILL GO INTO THE SYDNEY  
OLYMPIC PARK TENNIS CENTRE**



# TOURNAMENTS AND COMPETITIONS



The Apia Wheelchair International attracted 8 of the top 10 male and female players from around the world.

## MAJOR EVENTS

Australia's Dylan Alcott claimed his second straight quad singles title at the Apia Wheelchair International. It was the start of a great year for Alcott, who went on to claim the Australian Open title and two gold medals at the Rio Paralympics.

The Wollongong Pro Tour was conducted for the second year running, driving substantial media coverage through TV, radio broadcast, local newspapers and social media. A new women's Pro Tour event was added to the Tournament Calendar in Tweed Heads, at the brand new facility. NSW awarded AMT circuit players prize-money in excess of \$300,000, setting a record Nationally for the highest in history.

The ITF Juniors at Sydney Olympic Park, NSW State Age, the NSW State Championships and NSW Country Championships were the pinnacle junior events on the calendar. Both the NSW State Age and Country Championships enjoy a long and illustrious history with former Grand Slam greats Ken Rosewall, John Newcombe, Lleyton Hewitt and Evonne Goolagong-Cawley having competing in one or both of these events during their formative years.

The organisation conducted 97 high quality Australian Ranking (AR) tournaments. Tournament participation continues to climb 10% year on year in participatory numbers across NSW.

The State Teams events for the 10/u, 12/u and 14/u age groups see the best players in Metropolitan Sydney and Country NSW compete for their region.

Playing to represent your region and competing as a team are certainly the highlights for these players. We thank Carol Langsford dedication and the Team Managers who impart their knowledge and experience to our up and coming stars of the future.

112 Junior Development Series (JDS) events were held across the state during the year, culminating in the country regions Champion of Champions' events and the Junior Development Series Final at Richmond and Springwood in October/November.

Thanks to all Country regions and Metropolitan Sydney for their continued participation.

## OTHER TOURNAMENTS

The tournament calendar also boasts a number of Non-AR events, including over 30 Tennis Seniors events and a further 96 round robin and general tournaments.

These participation opportunities are key to driving interest and participation in tennis and we will continue to work with the relevant stakeholders to conduct meaningful participatory tournaments across the state.

## LOOKING AHEAD

There are exciting plans for the continued growth and development of the sport, from grassroots to the elite level. Tournaments and Competitions have merged into one department and initiatives including ANZ Tennis Hot Shots Leagues, Junior and Open Leagues for all age groups will be a major focus in 2017.



## OFFICIATING

As of 1 July 2015 Tennis Australia assumed all responsibilities for the recruitment, training and ongoing mentorship and development of officials at all levels. The new membership structure formed the platform that facilitates a nationally consistent approach to the development and administration of officiating.

There were two major challenges officiating faced in providing this consistent approach. The first being the administrative challenge to coordinate all officiating assignment and subsequent payments at all tournament levels. And the second being the recruitment, education and ongoing training and development of officials, to provide a consistent supply of good quality officials that add value to the events they service.

We are proud to say that we managed to overcome these challenges.

During the last year Tennis Officiating launched an online platform which housed a magnitude of information and education materials. Officials can log into their personal profiles and gain control over their own information, access availabilities, selections and centralised information sharing that used to be administered by individual volunteers in the state.

Better management of information has allowed us to grow official's number significantly. In the last 12 months NSW welcomed 40 new officials to the team. This accounted for 18% of the national

growth rate, second only to Victoria. 84 new recruits were trained nationwide as court supervisors, with 43 accredited in NSW.

In 2016/17 we will be aiming to solidify our successes with an increased focus on automating our administrative processes and continuing our recruitment drives among the tennis player population. All aimed at providing the tennis community in Australia with the best possible value adding service, to the growing number of tournaments and events hosted around the country.

## DISCIPLINE, PLAYER CONDUCT & INTEGRITY UNIT

Tennis NSW wishes to thank the members of the TNSW Tribunal Panel, Messrs. Paul Shead, Paul Archer, Kelvin Andrews, Bill Gilmour and Shane Merry, for their services and continued support. We would also like to welcome Mrs. Carol Langford as the newest member of the panel. Her experience as a past member of the Tennis NSW Board, state selector, and longstanding member of the tennis community in NSW and nationally

bring valuable knowledge to the panel, as they assist and support the Tennis NSW Disciplinary Officer and Integrity Unit.

Since the establishment of the integrity unit in 2013/14, it has implemented several initiatives to improve the general player behaviour of NSW players competing in our local tournament arena.

The general philosophy of the unit is to address conduct concerns of individual players through early intervention and education.

This strategy has proven very successful, with several players exhibiting corrections in the way they conduct themselves at tournaments.

We will continue to monitor the information and statistics as produced by Tennis Australia through the Code of Behaviour management system, to ensure a supportive environment is created that is conducive to achieving corrective discipline, and thus contributing the safe and enjoyable environment we strive to create for the tennis players in NSW.





Through the 2015/16 year the Player Development Pathway was extended to formally cover players between the ages of 10 to 23 years. This lengthened pathway has allowed more players to remain actively involved in the training pathway for longer, helping to support their short, medium and long term developmental needs. The 2016 Wimbledon Championships helped to validate the past and present NSW Athlete Development programs through the success of Matthew Barton, Jordan Thompson, and Alex De Minaur.

Private coaches remain a critical part of the player development pathway, and support continues to be offered to them via the Talent Development Coach program. Recently, a 'platinum' level reward and recognition TDC program was launched, which will provide heightened support to those coaches who continue to demonstrate coaching and program excellence.

In addition to the TNSW player development regional support programs, Tennis Australia staff are each assigned to a specific regional area to offer specific assistance. This typically comes in the form of an annual camp or key initiative, with selected players and programs also extended the opportunity to train in Sydney with the various academies.

## WHEELCHAIR

2015/2016 being a Paralympic year has been an extremely busy time as the program focused on preparing for Rio 2016. During this time we've had some untimely injuries from our Paralympic athletes which led into World Team Cup in Japan & beyond. Despite the injury concerns Australia beat two strong countries in Korea and Spain to finish in 4th place after Great Britain, Japan and France.

This year for the first time Adam Kellerman reached a career high #8 in the world singles rankings, a feat very difficult to achieve. Adam and Ben Weekes were both selected to compete for Australia at the Rio Paralympics.

The acquisition of Alex Jago to manage and drive Wheels Connect Pathway (Development space) has been a positive one as wheelchair look to build a connected pathway for centres, coach, events and players aligning Coach Education and Talent Development Coaches to feed players into the National Academy.

David Hall once again will be an integral part of Wheels Connect as an ambassador and develop mentorship with players in Wheels Connect. Talent identification camps are continually held as wheelchair look for players to join the Japan Paralympics 2020 journey and a possible Paralympic medalist.

## RANKINGS HIGHLIGHTS 2015/16

AR = Australian Ranking

### MATTHEW BARTON (1991)

Ranking:  
AR: 11  
ATP: 248

### JORDAN THOMPSON (1994)

Ranking:  
AR: 4  
ATP: 88

### JAMES DUCKWORTH (1992)

Ranking:  
AR: 11  
ATP: 173

### CHRIS O'CONNELL (1994)

Ranking:  
AR: 25  
ATP: 445

### ALEX DE MINAUR (1999)

Ranking:  
AR: 29  
ITF singles: 6  
ATP: 667

### ALEXEI POPYRIN (1999)

Ranking:  
AR 67  
ITF singles: 27

### KODY PEARSON (1999)

Ranking:  
AR: 66  
ITF singles: 207

### BENARD NKOMBA (1999)

Ranking:  
AR: 79  
ITF singles:

### ABBIE MYERS (1994)

Ranking:  
AR 25  
WTA: 703

### ANGELIQUE SVINOS (1996)

Ranking:  
AR 31  
WTA: 853

### SEONE MENDEZ (1999)

Ranking:  
AR 32  
ITF singles: 46  
WTA: 890

### ALEXANDRA BOZOVIC (1999)

Ranking:  
AR 37  
WTA: 1157 (current)

### MICHAELA HAET (1999)

Ranking:  
AR 39  
ITF singles: 89

### LISA MAYS (2000)

Ranking:  
AR 60  
ITF singles: 349

### RENEE MCBRYDE (1999)

Ranking:  
AR 64

### BROOKE WINLEY (1999)

Ranking:  
AR 66

\* Rankings as at 30 June 2016

# ENGAGEMENT



## MEMBERSHIP

Tennis continued to grow in 2015/16, with 512 Clubs, Centres and Court Operators affiliating with Tennis NSW and more than 100,000 registered players participating throughout the state.

This year saw a major systems restructure, with the launch of an upgraded My Tennis platform in October 2015 which was fully functional in early 2016. Tennis NSW will continue to work closely with Affiliates and Tennis Australia to ensure My Tennis meets the needs of all Clubs, Associations and Court Operators.

Unfortunately, some technical challenges around the My Tennis upgrade effected Tennis NSW's ability to collect registered player data. Approximately one fifth of Tennis NSW Affiliates failed to or were unable to register players with Tennis NSW, hence why the number of registered players has decreased in 2015/16 from 115,000 to around 106,000.

Despite the early issues faced by My Tennis, the upgrade has created significant advancements benefiting administrators and will continue to improve. Affiliates are now able to accept direct online registrations, take payments online via the new Stripe payment gateway and it has a direct link to League Manager, allowing easy management of competitions.

With My Tennis now fully functional, re-affiliation and player registration is already well advanced for the 2016/17 year, with 490 Clubs, Associations and Court Operators already affiliated and more than 50,000 players registered to Tennis NSW within the first three months of the financial year.

Registered player data is crucial for Tennis NSW to gain a clear understanding of tennis in the State, allowing the organisation to draw key insights into regions, gender and age breakdowns to name a few. These insights form a vital part of Tennis NSW's strategic planning as well as forming a significant part of funding and grant applications and discussions with local and NSW Government.



## MARKETING / COMMUNICATIONS

Tennis NSW has continued to develop its marketing and communications strategies over the past 12 months, with a number of exciting advances made in this space.

Re-affiliation has been overhauled, with all affiliates now able to complete the process themselves, or with the help of a Tennis NSW staff member, online through My Tennis. This has helped to ensure all Clubs, Associations and Facility Operators are re-affiliated quicker and has reduced administration work for club volunteers. As part of a push to encourage Clubs to complete their re-affiliation online, all those who did this before the deadline received a box of balls delivered to their Clubhouse.

The Get Court Up campaign was utilised again across major event and Tennis NSW marketing, creating a consistent brand presence in market. This campaign has been highly effective and will continue to be incorporated in Tennis NSW marketing material over the coming year. The Apia International Sydney has adopted two exciting new taglines, 'Summer's Biggest Hit' and 'Get Your Summer Serve', which will be used across all Australian Open Series events in 2017.

Both Tennis NSW and Apia International Sydney websites were relaunched, with easy to navigate formats and more engaging content.

Media coverage of tennis in the State has continued to flourish, with coverage in both Country NSW and Metropolitan Sydney local media outlets and major media across print, radio, online and television. Highlights included Sydney's premier competition, Sydney Badge, promoted across News Ltd local newspapers, extensive coverage of the Wollongong Pro Tour events and local coverage across print and television for the Country Championships.

Five offsite media opportunities were held during the Apia International Sydney, and photo-shoots with Rafael Nadal in Darling Harbour ahead of FAST4 Tennis and a media opportunity on luxury boats on the Sydney Harbour with the FAST4 Tennis participants were high points of the summer.

Our focus continues to be on establishing strong communication channels with Tennis Affiliates, stakeholders, Government and Sponsors that will enable us to advocate and drive participation and major events in NSW.



## TNSW REGISTERED PLAYER NUMBERS

REGION	2014-15	2015-16
Direct	1160	0*
Central West	13,309	13,837
Metropolitan Sydney	56,757	46,030
North East	6389	5528
North West	1388	1077
Northumberland	7427	8495
South East	7146	6154
South West	3464	2813
<b>TOTAL</b>	<b>97,040</b>	<b>83,934</b>

\* Direct registrations not accepted in 2015/16

\*\* Excludes ANZ Tennis Hot Shots and Fitbit Cardio Tennis

## MAJOR EVENTS 2016

More than 60,000 fans enjoyed a week of world-class tennis in Sydney this January, with the Apia International Sydney and FAST4 Tennis taking over Sydney Olympic Park. Viktor Troicki and Svetlana Kuznetsova powered through their respective draws to claim the Apia International Sydney titles, while Spanish superstar Rafael Nadal was joined by Gael Monfils, Nick Kyrgios and Lleyton Hewitt in an entertaining second edition of FAST4 Tennis at Qudos Bank Arena.

### WOMEN'S CHAMPIONSHIPS

Once again, the Apia International Sydney featured one of the strongest women's draws on the WTA Tour, with a host of top ranked players chasing the points and glory that come with a WTA Premier title. Puerto Rican Monica Puig took her fairytale run all the way to the final before running into a red hot Svetlana Kuznetsova. Kuznetsova triumphed in straight sets to claim her first Sydney title.

"I went out there and I felt like it was not even necessary to hit the ball that hard, because even if I put the ball back she wouldn't get to the winner. Just everything went my way", Kuznetsova said.

#### OFFICIAL RESULTS:

##### Women's Singles:

Svetlana Kuznetsova (RUS) d Monica Puig (PUR) 6-0 6-2

##### Women's Doubles:

Martina Hingis (SUI) & Sania Mirza (IND) d Caroline Garcia (FRA) & Kristina Mladenovic (FRA) 1-6 7-5 10-5

### MEN'S CHAMPIONSHIPS

Jamie Murray and Bruno Soares kicked off the final night of Apia International Sydney 2016, teaming up for their first victory together in the doubles before Australian favourite Mark Philippoussis and former Wimbledon champ Goran Ivanisevic entertained the crowd in a Legends showpiece.

Viktor Troicki went back-to-back for his second Apia International Sydney title with victory in a three-set thriller over Grigor Dimitrov. After dropping the first set, Troicki fought back to dominate the second before the championship was finally decided in a third set tiebreak.

"It's great to win again, second year in a row. I love this tournament. This was my third final second title, and it's a great feeling...to start the year with such confidence."

#### OFFICIAL RESULTS:

##### Men's Singles:

Viktor Troicki (SRB) d Grigor Dimitrov (BUL) 2-6 6-1 7-6(7)

##### Men's Doubles:

Jamie Murray (GBR) & Bruno Soares (BRA) d Rohan Bopanna (IND) & Florin Mergea (ROU) 6-3 7-6(6)

### AUSTRALIA V THE WORLD IN FAST4 TENNIS

Following on from the success of the global launch of FAST4 Tennis in 2015 that saw Roger Federer take on Lleyton Hewitt, Sydney once again welcomed tennis superstars as Australia took on the World in a FAST4 Tennis showpiece at Qudos Bank Arena.

Team captain Mats Wilander joined fourteen-time Grand Slam champion Rafael Nadal and French showman Gael Monfils to take on Australia's Pat Cash, Lleyton Hewitt and Nick Kyrgios across singles and doubles on Monday 11 January.

Qudos Bank Arena was a sell-out in tennis mode, with 12,252 fans packing in to catch the action.



## WATCHED BY 2.5 MILLION VIEWERS



### EVENT MANAGEMENT

#### BROADCAST SUMMARY

- Apia International Sydney 2016 was watched by 2.5 million viewers throughout Australia on the Channel 7 network.
- Australia v The World in FAST4 Tennis was watched by 1.2 million people nationally, with the audience peaking during the Kyrgios v Monfils singles match.

#### CROWDS

- 49,508 tennis enthusiasts braved the heat and rain to attend Apia International Sydney 2016.
- 12,252 fans watched on as Australia took on the World in FAST4 Tennis. This was a sell-out for Qudos Bank Arena in 'tennis mode'.



### ENHANCED FAN EXPERIENCE

- Australia v The World in FAST4 Tennis saw multiple innovations introduced to improve the fan experience including no linesmen, multiple commentary positions, powerplay points and 1,2,3,4 scoring.
- FAST4 Tennis players wore microphones during warm ups, entertaining the crowd with pre-match banter.
- For the first time, the FAST4 Tennis crowd were given the chance to have their say on everything from line calls to music selection with fan voting paddles. The crowd's decisions were displayed in real time thanks to Hawkeye technology.
- Apia International Sydney 2016 introduced general admission seating, giving fans the option to pick their seat in Ken Rosewall Arena and move around as they pleased.
- A chill-out zone was established on the mound overlooking Show Court 1, giving fans the chance to relax in a deck chair under the shade of an umbrella as they took in the action.
- Kids' Tennis Day presented by Nickelodeon was a highlight of the week, with more activities and giveaways for kids than ever before as well as more than 15 appearances from WTA and ATP Tour players.



## COMMITTEES & MUSEUM



### TENNIS SYDNEY MANAGEMENT COMMITTEE

Following on from the strong foundations laid the year before, Tennis Sydney solidified its intentions and plans with the development of the Sydney Tennis League (STL) prospectus. The prospectus outlines a clear vision for a strong and relevant competition framework for competition tennis in Sydney. Key features include a tiered league structure, regionalisation, centralised administration and player ratings. A number of forums were held in June to communicate the prospectus and seek further feedback from key stakeholders. We look forward for implementation in 2017.

In line with the Sydney Tennis League, Sydney Badge also underwent a couple of minor changes in 2016. On the back of a survey to all Sydney Badge participants, Tennis Sydney invited a select handful of players and administrators to participate in a focus group seeking input into shaping the premier doubles competition for 2015/16. As a result, the dates of the Sydney Badge competition were adjusted to align with the school terms and match playing times adjusted to ensure that a result is achieved with each match.

The most significant change was to the Premier League division, moving towards a much shorter competition in Term 4 to attract Sydney's best male and female players. Tennis NSW would like to extend its gratitude to Sydney Badge administrators Cliff Sproule and Barb Myers for their tireless efforts and positive contribution towards this competition for a large number of years.

Thank you to all Tennis Sydney committee members for their input and positive contribution throughout the year. We are excited about the years ahead and the impact that the STL will have on the sport in NSW.

### TENNIS COUNTRY MANAGEMENT COMMITTEE

Comprised of one representative from each of the six country regions and an independent chair, the Tennis Country Management Committee met three times during 2015/16 to collaborate, share best practice and discuss issues affecting tennis in each of the six country regions.

A number of highlights that stand out include:

- Forster played host to the NSW Country Championships for the third year running. Entries were up on previous years in both the AMT and JT events, including a huge increase in the number of entries in the 10/u events (boys and girls). Over 120 juniors attended the "Welcome to Forster" event on the opening night, taking part in ten-pin bowling, laser skirmish and putt-putt. Tournament Manager - Wendy Saville, Tournament Director - Ellen Gordon & Dave Allen are to be commended for their tireless efforts in the lead up and throughout the

Championships. Forster has also been awarded the Country Championships for the next three years, so we look forward to continuing to build on the successes & enjoy the warm hospitality that the town of Forster provides.

- A new initiative and addition to the Country Championships for 2016, was a 16/u Teams Event with six regional teams and two metropolitan teams battling it out. Despite a rain interrupted start, Metropolitan Slammers proved the victors, edging out the North West in the final. A special thanks to Justin Sheriff who performed the duties of Tournament Director.
- The Foundation Cup, held in Melbourne in January, is considered a flagship event for junior tennis players in the country. 4 boys and 4 girls were selected to represent NSW, led by Team Managers - Justin Sheriff and Bernadette Cahill. Apart from the experience itself, our girls continued our successful streak winning the event and the boys, a very commendable third place. Well done to everyone involved and congratulations on the spirit in which you competed.
- The Country Challenge event was contested during the 2016 Apia International Sydney, with each region submitting a team of 10/u and 12/u boys and girls. Country Starz athletes mentored these young Juniors through the extremely hot weather in what was a great day of tennis & wonderful experience for all involved.



Tennis NSW would like to thank all of the Country and Regional delegates that have been involved in the last 12 months. We look forward to the year ahead, with succession planning and sustainability big items on the agenda that will receive some attention.

### THE AUSTRALIAN TENNIS MUSEUM

The annual exhibition for 2016, 'Tennis in Literature and Art', was very well received by Museum members and the visiting public as it revealed the extensive collection held at the Museum (over 13,000 items in total). For the first time, the stringers for Apia International Sydney were at work in the Museum, so that visitors saw them in action stringing racquets for competitors and occasionally caught a glimpse of players when they dropped off their equipment. It created a lot of interest and interaction for young and old visitors alike. The Museum was open for the first four days of the tournament and welcomed 1445 visitors.

The display featured books, graphics, postcards, posters, artworks, trophies, racquets and other tennis equipment and unusual memorabilia that traced the development of tennis from its earliest beginnings as an amateur pastime for the wealthy to the professional power sport of today.

To quote Bjorn Borg:

"Tennis has changed, quite a lot. It is very different now, there are quicker players, they are taller, stronger, have great stamina. The balls have also become faster. Tennis has now become a power sport."

Mark Edmondson was the guest speaker at the 2016 Ken Rosewall Luncheon and was interviewed by Garry Wilkinson, providing a colourful and interesting account for our 150 attendees, including other champions Beryl Collier, Bob Giltinan, David Hall, John Marks, Wally Masur, Jan O'Neill, Tony Roche, Kim Warwick, and of course Ken Rosewall, Patron of the Australian Tennis Museum. Mark is the last Australian to win the men's singles at the Australian Open - by his account in terrible blustery conditions on that day in 1976.



He also had a very successful doubles career winning five Grand Slam titles. It was a great day celebrating Australian tennis.

The Museum received a large donation of racquets in very good condition this year. These will be integrated into the collection after being assessed and approved for the collection. Not all items offered can be collected due to duplication and storage space.

Approximately 15 Museum volunteers are still working with the Curator to care for, collect and catalogue significant items to reflect the important history of Australian tennis and they assist with our very popular group tours, as well as the Ken Rosewall Luncheon and Apia International Sydney. Tour figures continue to be strong with visitors so far in 2016 numbering 405.



**SECTION 2**

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# **FINANCIALS**



# TENNIS NEW SOUTH WALES LIMITED

## DIRECTORS' REPORT

For the year ended 30 June 2016

The directors present their report together with the financial report of Tennis New South Wales Limited ('the Company' or "Tennis NSW") for the financial year ended 30 June 2016 and the auditor's report thereon.

### 1. DIRECTORS

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

DIRECTOR	PERIOD AS DIRECTOR
Mr G. Doyle, Sport Administrator (President)	25.9.07 to present
Mr W. Pascoe, Company Director (Vice-President)	05.02.11 to present
Mr M. Parslow, OAM Chartered Accountant	12.10.99 to 20.10.15 (*)
Mr A. Mitton, School Teacher	16.11.10 to present
Ms G. Porteous, Company Director	19.11.13 to present
Ms W. Saville, Administrator	27.9.05 to present (**)
Mr C. Woodland, Tennis Court Operator	19.11.13 to present
Mr J. Sweeney, Company Director	20.11.12 to present
Ms T. Vonhoff, Company Director	19.12.12 to present
Mr G. Sanford, University Lecturer	20.10.15 to present

(\*) M Parslow was previously on the Metropolitan Grasscourt Board prior to 12.10.99

(\*\*) W Saville was previously on the Board from 12.10.99 and finished on 16.10.2004 before re-joining on 27.09.05

#### CHIEF EXECUTIVE OFFICER

Mr A MacDonald	04.11.13 to present
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#### RELATED PARTIES

The Board appointed Perpetual Private, a division of Perpetual Trustee Company Limited, as Investment Manager for the Tennis NSW Grassroots & Facilities Reserve Fund in November 2013. The Management Fees paid to Perpetual Private during the period July 2015 to June 2016 amounted to \$86,312. (2015:\$88,117)

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

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

### 2. DIRECTORS' MEETINGS

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

DIRECTOR	BOARD MEETINGS		AUDIT AND RISK COMMITTEE		REMUNERATION COMMITTEE		INVESTMENT ADVISORY SUB COMMITTEE	
	A	B	A	B	A	B	A	B
G. Doyle (President)	13	12			5	6		
W. Pascoe (Vice President)	13	11	2	2	5	5		
M. Parslow	2	2	2	2				
A. Mitton	13	10						
W. Saville	13	13			5	4		
G. Porteous	13	12	5	5	5	5		
J. Sweeney	13	13					5	5
T. Vonhoff	13	10	5	5			5	5
C. Woodland	13	8			2	1		
G. Sanford	11	11	2	2			2	2

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

B - Number of meetings attended.

The Board also conducted a Strategic Planning session with management during the year.

### 3. COMPANY PARTICULARS AND COMPANY SECRETARY

The address of the Company's registered office is 1 Rod Laver Drive, Sydney Olympic Park, NSW, 2127. The Company Secretary was Jackson Hills from 18 June 2013 to 3 June 2016. The current Company Secretary is Melissa Achten, who was appointed on 7 June 2016.

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

Our mission is to help everyone in NSW have fun playing tennis for life (more people playing more tennis for longer). This will significantly contribute to Tennis Australia's goal of 1 million connected Australians, 1 billion global fans and 1 Grand Slam Champion.

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

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

# TENNIS NEW SOUTH WALES LIMITED

## DIRECTORS' REPORT

For the year ended 30 June 2016

To support both the Mission and Objects, Tennis NSW has developed a Strategic Plan for tennis in this state. The Board of Directors ("Board") and senior management team updated the organisation's strategy in April 2016, to align the business further with Tennis Australia ("TA") and to capitalise on the changing sport and recreation landscape in NSW. The plan has seven main areas;

- Governance
- Participation
- Places to Play (Facilities)
- Tournaments and Competitions
- Performance
- Engagement
- Sydney Olympic Park Tennis Centre

An elevated focus has been placed on the following areas; participation, places to play, tournaments and competitions and engagement.

### 5. PRINCIPAL ACTIVITIES

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

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

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

### 6. OPERATING AND FINANCIAL REVIEW

The Company's net result for the year ended 30 June 2016 was a surplus of \$731,904 (2015: \$394,136) and after including unrealised (loss)/ gain on investments, the total comprehensive income of the Company was \$243,859 (2015: \$1,243,728 surplus). In the previous financial year, the company experienced significant unrealised gains on investments.

As reported in 2015 Directors Report, Tennis NSW entered into a Facility Operations Agreement with Tennis World (a business unit of Tennis Australia) to manage the professional tennis facility at Sydney & Olympic Park. This change has resulted in significant changes to the revenues and expenses of Tennis NSW and these are evident in the financial accounts.

### 7. STATE OF AFFAIRS

The Company has complied with Australian Accounting Standards as issued by the Australian Accounting Standards Board.

During the year, the company continued to engage in its principal activity which is disclosed in the financial statements and Item 5 of this Directors' Report.

### 8. LIKELY DEVELOPMENTS

The Company will continue to pursue its principal activities whilst attempting to develop additional revenue streams for the future to assist the development of tennis in NSW. It is not expected that the results in future years will be adversely affected by the continuation of these operations.

### 9. ENVIRONMENTAL REGULATIONS

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

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

### 10. INDEMNIFICATION AND INSURANCE OF OFFICERS

#### Indemnification

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

#### Insurance Premiums

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

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

The lead auditors independence declaration is located at page 57.

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

Nil

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



G Doyle  
President



W Pascoe  
Vice-President

Dated at Sydney this 16th day of August 2016.

# TENNIS NEW SOUTH WALES LIMITED

## STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the year ended 30 June 2016

	NOTE	2016	2015
Administration revenue		311,930	368,525
Australian Tennis Museum revenue		27,221	25,500
Membership revenue		1,162,253	1,293,839
Athlete development revenue		-	43,373
Participation revenue		1,075,600	1,188,812
Tournaments and officiating revenue		392,612	325,306
Places to play revenue		486,661	472,356
Sydney Olympic Park Tennis Centre revenue		136,000	1,007,226
Marketing revenue		-	256,957
<b>Total revenue</b>	<b>4</b>	<b>3,592,277</b>	<b>4,981,894</b>
Administration expenses		1,017,334	1,029,141
Australian Tennis Museum expenses		39,905	36,290
Membership expenses		214,436	281,728
Athlete development expenses		-	163,956
Participation expenses		1,050,800	1,114,621
Tournaments and officiating expenses		673,918	511,988
Places to play expenses		1,139,597	992,910
Sydney Olympic Park Tennis Centre expenses		-	1,036,372
Marketing expenses		149,280	103,598
<b>Total expenses</b>	<b>5</b>	<b>4,285,270</b>	<b>5,270,604</b>
<b>OPERATING DEFICIT</b>		<b>(692,993)</b>	<b>(288,710)</b>
<b>Investment income</b>			
Dividend and Interest (net of fund management fees)		1,521,511	555,144
Realised (loss)/gain on Disposal of Investments		(96,614)	127,702
<b>NET INVESTMENT INCOME</b>	<b>6</b>	<b>1,424,897</b>	<b>682,846</b>
<b>SURPLUS FOR THE YEAR</b>		<b>731,904</b>	<b>394,136</b>
<b>OTHER COMPREHENSIVE INCOME</b>			
Unrealised (loss)/gain on Investments		(488,045)	849,592
<b>Total comprehensive income for the year</b>		<b>243,859</b>	<b>1,243,728</b>

The statement of profit or loss and other comprehensive income is to be read in conjunction with the notes of the financial statements set out on pages 41 to 55.

# TENNIS NEW SOUTH WALES LIMITED

## STATEMENT OF FINANCIAL POSITION

For the year ended 30 June 2016

	NOTE	2016	2015
<b>ASSETS</b>			
Cash and cash equivalents	8	944,064	1,106,406
Trade and other receivables	9	706,647	398,473
Inventories	10	-	7,560
Other assets	11	76,382	74,187
<b>Total current assets</b>		<b>1,727,093</b>	<b>1,586,626</b>
Investments	12	16,861,108	16,719,785
Intangible assets	13	1,243,863	1,443,867
Property, plant and equipment	14	2,061,021	1,786,022
<b>Total non-current assets</b>		<b>20,165,992</b>	<b>19,949,674</b>
<b>Total assets</b>		<b>21,893,085</b>	<b>21,536,300</b>
<b>LIABILITIES</b>			
Trade payables and other payables	15	451,415	271,208
Employee benefits	16	174,797	244,791
Income received in advance	17	579,152	433,412
Other liabilities	18	137,464	221,853
Provisions	19	406,056	404,662
<b>Total current liabilities</b>		<b>1,748,884</b>	<b>1,575,926</b>
Employee benefits	16	50,198	83,685
<b>Total non-current liabilities</b>		<b>50,198</b>	<b>83,685</b>
<b>Total liabilities</b>		<b>1,799,082</b>	<b>1,659,611</b>
<b>NET ASSETS</b>		<b>20,094,003</b>	<b>19,876,689</b>
<b>Members' equity</b>			
Retained earnings		742,218	1,034,299
Grassroots and Facilities Reserve		17,443,735	16,934,340
Capital and general reserves		1,908,050	1,908,050
<b>Total members' equity</b>		<b>20,094,003</b>	<b>19,876,689</b>

The statement of financial position is to be read in conjunction with the notes to the financial statements set out on pages 41 to 55.

# TENNIS NEW SOUTH WALES LIMITED

## STATEMENT OF CHANGES IN EQUITY

For the year ended 30 June 2016

	GRASSROOTS & FACILITIES RESERVE	INVESTMENT REVALUATION RESERVE	GENERAL RESERVE	FIXED ASSET RESERVE	CAPITAL OF FORMER STRUCTURE	RETAINED EARNINGS	TOTAL EQUITY
Balance at 1 July 2014							
<b>Total comprehensive income for the period</b>	<b>(15,707,644)</b>	<b>(346,627)</b>	<b>(1,577,664)</b>	<b>(330,046)</b>	<b>(340)</b>	<b>(733,307)</b>	<b>(18,695,628)</b>
<b>OTHER COMPREHENSIVE INCOME</b>							
Unrealised gain on investments	-	(849,592)	-	-	-	-	(849,592)
Surplus for the period	-	-	-	-	-	(394,136)	(394,136)
Transfer out/(in) of fund income	(554,556)	-	-	-	-	554,556	-
Realised gain on sale	(127,702)	-	-	-	-	127,702	-
Fund income distributed to Operations	589,114	-	-	-	-	(589,114)	-
Write back of previously reported unrealised gains on investments now disposed of	-	62,667	-	-	-	-	62,667
Balance at 30 June 20154	<b>(15,800,788)</b>	<b>(1,133,552)</b>	<b>(1,577,664)</b>	<b>(330,046)</b>	<b>(340)</b>	<b>(1,034,299)</b>	<b>(19,876,689)</b>
Balance at 1 July 2015	(15,800,788)	(1,133,552)	(1,577,664)	(330,046)	(340)	(1,034,299)	(19,876,689)
<b>Total comprehensive income for the period</b>							
<b>OTHER COMPREHENSIVE INCOME</b>							
Unrealised gain on investments	-	488,045	-	-	-	-	488,045
Surplus for the period	-	-	-	-	-	(731,904)	(731,904)
Transfer out/(in) of fund income	(1,521,511)	-	-	-	-	1,521,511	-
Realised loss on sale	96,614	-	-	-	-	(96,614)	-
Fund income distributed to Operations	400,912	-	-	-	-	(400,912)	-
Write back of previously reported unrealised gains on investments now disposed of	-	26,545	-	-	-	-	26,545
Balance at 30 June 2016	<b>(16,824,773)</b>	<b>(618,962)</b>	<b>(1,577,664)</b>	<b>(330,046)</b>	<b>(340)</b>	<b>(742,218)</b>	<b>(20,094,003)</b>

The statement of changes in equity is to be read in conjunction with the notes to the financial statements set out on pages 41 to 55.

# TENNIS NEW SOUTH WALES LIMITED

## STATEMENT OF CASH FLOWS

For the year ended 30 June 2015

	NOTE	2016	2015
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash receipts from customers		4,126,481	5,032,695
Cash paid to suppliers and employees		(4,205,973)	(5,269,573)
Interest received		3,074	557
<b>Net cash used in operating activities</b>	21a	<b>(76,418)</b>	<b>(236,321)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Proceeds transferred from term deposits		-	1,000,000
Dividends and Interest received relating to investments		400,912	597,746
Payments for financial assets		-	(1,000,00)
Acquisition of property, plant and equipment	14	(488,230)	(565,535)
<b>Net cash used in investing activities</b>		<b>(87,318)</b>	<b>32,211</b>
Net decrease in cash and cash equivalents		(163,736)	(204,110)
Cash and cash equivalents at 1 July		801,744	1,005,854
<b>Cash and cash equivalents at 30 June</b>	21b	<b>638,008</b>	<b>801,744</b>

The statement of cash flows is to be read in conjunction with the notes to the financial statements set out on pages 41 to 55.

# TENNIS NEW SOUTH WALES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

### 1. REPORTING ENTITY

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

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

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

### 2. BASIS OF PREPARATION

#### (A) STATEMENT OF COMPLIANCE

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

The financial statements were approved by the Board of Directors on 16 August 2016.

#### (B) BASIS OF MEASUREMENT

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

#### (C) FUNCTIONAL AND PRESENTATION CURRENCY

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

#### (D) USE OF ESTIMATES AND JUDGEMENTS

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

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

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

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

#### (E) COMPARATIVES

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

# TENNIS NEW SOUTH WALES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

### 3. SIGNIFICANT ACCOUNTING POLICIES

#### (A) FINANCIAL INSTRUMENTS

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

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

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

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

Cash and cash equivalents comprise cash balances and call deposits.

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

##### (ii) Loans and receivables

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

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

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

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

#### (B) PROPERTY, PLANT AND EQUIPMENT

##### (i) Recognition and measurement

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

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

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

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

#### (B) PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

##### (ii) Subsequent costs

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

##### (iii) Depreciation

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

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

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

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

#### (C) 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 estimated costs necessary to make the sale.

#### (D) INTANGIBLE ASSETS

##### (i) Recognition and measurement

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

##### (ii) Subsequent expenditure

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

##### (iii) Amortisation

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

- Leases - 25 years

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

# TENNIS NEW SOUTH WALES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

### (E) IMPAIRMENT

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

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

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

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

All impairment losses are recognised in profit or loss.

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

#### (ii) Non-financial assets

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

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

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

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

### (F) EMPLOYEE BENEFITS

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

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

#### (ii) Short-term benefits

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

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

### (G) PROVISIONS

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

### (H) REVENUE AND OTHER INCOME

#### (i) Sale of goods

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

#### (ii) Rendering of services

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

#### (iii) Financial Income

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

#### (iv) Grants

##### Reciprocal grants

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

##### Non-reciprocal grants

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



# TENNIS NEW SOUTH WALES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

### (I) 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.

### (J) FINANCE INCOME AND COSTS

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

### (K) INCOME TAX

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

### (L) GOODS AND SERVICES TAX

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

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

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

### (M) NEW STANDARDS AND INTERPRETATIONS NOT YET ADOPTED

The following accounting standards, amendments to accounting standards and interpretations have been identified as those which may impact the Company in the period of initial adoption. They were available for early adoption for the Company's annual reporting period beginning 1 July 2014, but have not been applied in preparing this financial report.

AASB 9 Financial Instruments becomes mandatory for the Company's financial statements for the period beginning on or after 1 January 2018 and could change the classification and measurement of financial assets. The Company does not plan to adopt this standard early and the extent of the impact has not been determined.

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 Company's financial performance or financial position.

### (N) DETERMINATION OF FAIR VALUES

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

#### Trade and other receivables

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

## 4. REVENUE

Administration revenue	311,930	368,526
Australian Tennis Museum revenue	27,221	25,500
Membership revenue	1,162,253	1,293,839
Athlete development revenue	-	43,373
Participation revenue	1,075,600	1,188,812
Tournaments and officiating revenue	392,612	325,306
Places to play revenue	486,661	438,211
Sydney Olympic Park Tennis Centre revenue	-	1,041,371
Marketing revenue	136,000	256,957

#### Total revenue

	2016	2015
Administration revenue	311,930	368,526
Australian Tennis Museum revenue	27,221	25,500
Membership revenue	1,162,253	1,293,839
Athlete development revenue	-	43,373
Participation revenue	1,075,600	1,188,812
Tournaments and officiating revenue	392,612	325,306
Places to play revenue	486,661	438,211
Sydney Olympic Park Tennis Centre revenue	-	1,041,371
Marketing revenue	136,000	256,957
<b>Total revenue</b>	<b>3,592,277</b>	<b>4,981,894</b>

## 5. OTHER EXPENSES

Net surplus includes the following specific expenses:

Depreciation expense		
Plant and equipment	57,184	40,653
Leasehold buildings and stands	119,314	85,558
SOPTC grounds	10,178	10,861
Leasehold Powells Creek	11,079	11,078
Clay Courts	5,022	2,133
Australian Tennis Museum assets	6,479	6,876
Amortisation of intangibles	200,004	200,004
Salaries and related on-costs	1,499,964	1,970,707
Superannuation contributions	126,581	176,974
SOPA levies	189,928	190,458
Maintenance expenditure	81,420	254,010
Utilities	57,882	286,535
Movement in the provision for employee entitlements	(103,481)	27,814
Movement in the provision for bad and doubtful debts	(13,341)	(1,966)

## 6. INVESTMENT INCOME AND COSTS

Grassroots and Facilities Fund income (net of fees)	1,521,511	555,144
Realised gain/(loss) on disposal of Investments	(96,614)	127,702
<b>Total investment income</b>	<b>1,424,897</b>	<b>682,846</b>

	2016	2015
Grassroots and Facilities Fund income (net of fees)	1,521,511	555,144
Realised gain/(loss) on disposal of Investments	(96,614)	127,702
<b>Total investment income</b>	<b>1,424,897</b>	<b>682,846</b>

# TENNIS NEW SOUTH WALES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

### 7. AUDITORS' REMUNERATION

Auditors of the Company  
*Nexia Court & Co*  
 Audit and review of financial reports  
**Other services**

	2016	2015
	20,000	19,500
	7,650	9,500
	<b>27,650</b>	<b>29,000</b>

### 8. CASH AND CASH EQUIVALENTS

Bank balances  
 Cash on hand  
 Deposits at call  
 Total Cash and Cash Equivalents - Operations  
**Cash held for provisions\***  
 Sinking Fund Cash account  
 Other cash accounts held for provisions  
**Cash and cash equivalents**

	2016	2015
	493,878	800,288
	800	1,100
	143,330	356
	638,008	801,744
	254,416	254,416
	51,760	50,246
	<b>944,064</b>	<b>1,106,406</b>

\*Refer Note 19 for related provisions.

### 9. TRADE AND OTHER RECEIVABLES

Trade receivables  
 Less: Provision for doubtful debts  
 Investment income receivable  
 Other receivables

	2016	2015
	108,664	97,972
	(2,646)	(15,987)
	582,629	214,556
	18,000	101,932
	<b>706,647</b>	<b>398,473</b>

### 10. INVENTORIES

Stock on hand

	2016	2015
	-	7,560
	<b>-</b>	<b>7,560</b>

### 11. OTHER ASSETS

Managed Investments at Market Value

	2016	2015
	76,382	74,187
	<b>76,382</b>	<b>74,187</b>

### 12. INVESTMENTS

Managed Investments at Market Value

	2016	2015
	16,861,108	16,719,785
	<b>16,861,108</b>	<b>16,719,785</b>

### 13. INTANGIBLE ASSETS

Capitalised Leasehold Costs  
 Less: Provision for Amortisation

	2016	2015
	7,153,875	7,153,875
	(5,910,012)	(5,710,008)
	<b>1,243,863</b>	<b>1,443,867</b>

# TENNIS NEW SOUTH WALES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

### 14. PROPERTY, PLANT AND EQUIPMENT

	LEASEHOLD BUILDINGS AND STANDS	PLANT AND EQUIPMENT	CLAY COURTS	SOPTC GROUNDS	ATM ASSETS	LEASEHOLD POWELL'S CREEK	CONSTRUCTION IN PROGRESS	TOTAL
<b>COST</b>								
Balance at 1 July 2014	1,534,403	588,447	201,842	141,763	373,614	110,781	-	<b>2,950,850</b>
Additions	250,290	260,357	50,220	-	4,668	-	-	<b>565,535</b>
Disposals	-	-	-	-	-	-	-	<b>-</b>
Balance at 30 June 2015	1,784,693	848,804	252,062	141,763	378,282	110,781	-	<b>3,516,385</b>
Balance at 1 July 2015	1,784,693	848,804	252,062	141,763	378,282	110,781	-	<b>3,516,385</b>
Additions	327,586	42,410	-	-	-	-	118,234	<b>488,230</b>
Disposals	(22,606)	-	-	-	-	-	-	<b>(22,606)</b>
Balance at 30 June 2016	2,089,673	891,214	252,062	141,763	378,282	110,781	118,234	<b>3,982,009</b>
<b>ACCUMULATED DEPRECIATION/AMORTISATION</b>								
Balance at 1 July 2014	(484,809)	(444,989)	(201,842)	(35,884)	(340,548)	(65,132)	-	<b>(1,573,204)</b>
Depreciation charge for the year	(85,558)	(40,653)	(2,133)	(10,861)	(6,876)	(11,078)	-	<b>(157,159)</b>
Disposals	-	-	-	-	-	-	-	<b>-</b>
Balance at 30 June 2015	(570,367)	(485,642)	(203,975)	(46,745)	(347,424)	(76,210)	-	<b>(1,730,363)</b>
Balance at 1 July 2015	(570,367)	(485,642)	(203,975)	(46,745)	(347,424)	(76,210)	-	<b>(1,730,363)</b>
Depreciation charge for the year	(119,314)	(57,184)	(5,022)	(10,178)	(6,479)	(11,079)	-	<b>(209,256)</b>
Disposals	18,631	-	-	-	-	-	-	<b>18,631</b>
Balance at 30 June 2016	(671,050)	(542,826)	(208,997)	(56,923)	(353,903)	(87,289)	-	<b>(1,920,988)</b>
<b>CARRYING AMOUNTS</b>								
At 1 July 2014	1,049,594	143,458	-	105,879	33,066	45,649	-	<b>1,377,646</b>
At 30 June 2015	1,214,326	363,162	48,087	95,018	30,858	34,571	-	<b>1,786,022</b>
At 1 July 2015	1,214,326	363,162	48,087	95,018	30,858	34,571	-	<b>1,786,022</b>
At 30 June 2016	1,418,623	348,388	43,065	84,840	24,379	23,492	118,234	<b>2,061,021</b>

# TENNIS NEW SOUTH WALES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

### 15. TRADE AND OTHER PAYABLES

#### CURRENT

Trade payables  
Other payables and accrued expenses

2016	2015
233,323	150,992
218,092	120,216
<b>451,415</b>	<b>271,208</b>

### 16. EMPLOYEE BENEFITS

#### CURRENT

Provision for long-service leave  
Provision for annual leave

2016	2015
33,273	56,966
141,524	187,825
<b>174,797</b>	<b>244,791</b>

#### NON-CURRENT

Provision for long-service leave

50,198	83,685
<b>50,198</b>	<b>83,685</b>

### 17. INCOME RECEIVED IN ADVANCE

Affiliation & memberships  
Tennis Australia court rebate  
Other income

2016	2015
328,997	419,662
200,000	-
50,155	13,750
<b>579,152</b>	<b>433,412</b>

### 18. OTHER LIABILITIES

#### CURRENT

GST net liability  
Payroll related accruals

2016	2015
80,968	128,427
56,496	93,426
<b>137,464</b>	<b>221,853</b>

### 19. PROVISIONS

Sinking Fund liability  
Provision for SOPTC Sinking fund (refer Note 23)  
Other provisions

2016	2015
254,296	254,416
100,000	100,000
51,760	50,246
<b>406,056</b>	<b>404,662</b>

### 20. OPERATING LEASES

#### LEASES AS LESSEE

Non-cancellable operating lease rentals are payable as follows

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

2016	2015
40,000	55,075
60,000	100,000
-	-
<b>100,000</b>	<b>155,075</b>

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

#### (A) CASH FLOWS FROM OPERATING ACTIVITIES

Surplus for the period  
*Adjusted for:*  
Depreciation and Amortisation  
Loss/(Gain) on disposal of investments  
Loss on disposal of property, plant & equipment  
Investment income received or receivable  
**Operating (deficit)/surplus before changes in working capital and provisions**

Decrease/(Increase) in trade and other receivables  
Decrease in inventories  
Increase/(Decrease) in income received in advance  
Increase in trade and other payables  
(Increase) in other assets  
(Decrease) in net GST payable  
(Decrease)/Increase in provisions and employee benefits

#### **Net cash from operating activities**

#### (B) CASH AND CASH EQUIVALENTS

Bank balances  
Deposits at call  
Cash on hand  
*Cash and Cash Equivalents in the Statement of cashflows*

2016	2015
731,904	394,136
409,260	357,163
96,614	(127,702)
3,974	-
(1,521,511)	(554,589)
<b>(279,759)</b>	<b>69,008</b>

59,899	(32,205)
7,560	3,927
145,740	(224,320)
143,277	78,454
(2,195)	(105,496)
(47,459)	(53,503)
(103,481)	27,814
<b>(76,418)</b>	<b>(236,321)</b>

2016	2015
493,878	800,288
800	356
143,329	1,100
<b>638,008</b>	<b>801,744</b>

# TENNIS NEW SOUTH WALES LIMITED

## NOTES TO THE FINANCIAL STATEMENTS

### 22. OTHER RELATED PARTY TRANSACTIONS

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

The Directors of the Company act on an honorary basis.

The key management personnel for Tennis New South Wales includes the CEO and Senior Management. The compensation paid, payable or provided in short term retirement and other long terms benefits is \$443,636 (2015: \$384,113).

### 23. CONTINGENT LIABILITIES

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

If in any financial year insufficient "Available Cash" is generated to enable the "Base Contribution" to be paid, any deficiency is accumulated as a "Carried Forward Contribution". Therefore currently there is a contingent liability of \$150,000 (2015: \$100,000) being three years accumulated carried forward contributions.

On an ongoing basis, the lease provides for the payment of an "Annual Contribution" which is defined as meaning "for each financial year of Tennis NSW, the lesser of the Base Contribution plus the Carried Forward Contribution, and Available Cash". In this regard "Available Cash" means "for each financial year of Tennis NSW the surplus cash available from such financial year, being the net operating profit of Tennis NSW after tax, adjusted to exclude "defined" non-cash items".

Since 2010 Tennis NSW has paid the Base Contribution of \$50,000 to the Sinking Fund for the years 2010 and 2011. Tennis NSW has provided in its financial statements for the "Base Contribution" for 2012 and 2013, a total of \$100,000. The balance of the former Provision for Sinking Fund of \$1,300,000 has been written back to the Profit and Loss account in the 2014 year.

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

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

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

Tennis NSW generated no "Available Cash" during the 2016 financial year.

### 24. SUBSEQUENT EVENTS

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

## TENNIS NEW SOUTH WALES LIMITED STATEMENT BY THE DIRECTORS

---

In the opinion of the directors of Tennis New South Wales Limited ('the Company'):

- (a) the financial statements and notes set out on pages 32 to 55, are in accordance with the Corporations Act 2001, including:
  - (i) giving a true and fair view of the Company's financial position as at 30 June 2016 and its performance for the financial year ended on that date; and
  - (ii) complying with Australian Accounting Standards - reduced Disclosure Requirements and the Corporations Regulations 2001;
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the directors.



G Doyle  
President



W Pascoe  
Vice-President

Dated at Sydney 16th day of August 2016.

## TENNIS NEW SOUTH WALES LIMITED SIGNED INDEPENDENCE DECLARATION

---

### AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT 2001

#### TO THE DIRECTORS OF TENNIS NEW SOUTH WALES LIMITED:

As lead audit partner for the audit of the financial statements of Tennis New South Wales for the financial year ended 30 June 2016, I declare that to the best of my knowledge and belief, there have been no contraventions of:

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

Yours sincerely



**Nexia Court & Co**  
Chartered Accountants



**Joseph Santangelo**  
Partner  
Sydney

Dated: 16 August 2016

# TENNIS NEW SOUTH WALES LIMITED

## AUDIT REPORT

### REPORT ON THE FINANCIAL REPORT

We have audited the accompanying financial report of Tennis New South Wales Limited, which comprises the statement of financial position as at 30 June 2016, the statement of profit or loss and other comprehensive income, the statement of changes in equity and the statement of cash flows for the year ended on that date, a summary of significant accounting policies, other explanatory notes and the directors' declaration.

### DIRECTORS' RESPONSIBILITY FOR THE FINANCIAL REPORT

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

### AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation of the financial report that gives a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

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

### INDEPENDENCE

In conducting our audit, we have complied with the independence requirements of the *Corporations Act 2001*. We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of Tennis New South Wales Limited, would be in the same terms if given to the directors as at the time of this auditor's report.

### OPINION

In our opinion:

- (a) the financial report of Tennis New South Wales Limited is in accordance with the *Corporations Act 2001*, including:
- (i) giving a true and fair view of the company's financial position as at 30 June 2016 and of its performance for the year ended on that date; and
  - (ii) complying with Australian Accounting Standards - Reduced Disclosure Requirements and the *Corporations Regulations 2001*.



**Nexia Court & Co**  
Chartered Accountants



**Joseph Santangelo**  
Partner

Sydney

Dated: 16 August 2016

## TENNIS NEW SOUTH WALES LIMITED DISCLAIMER

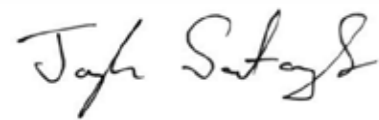
The additional financial data presented on pages 61-63 is in accordance with the books and records of the Company which have been subjected to the auditing procedures applied in our statutory audit of the Company for the year ended 30 June 2016.

It will be appreciated that our statutory audit did not cover all details of the additional financial data. Accordingly, we do not express an opinion on such financial data and we give no warranty of accuracy or reliability in respect of the data provided.

Neither the firm nor any member or employee of the firm undertakes responsibility in any way whatsoever to any person (other than Tennis New South Wales Limited) in respect of such data, including any errors or omissions therein however caused.



**Nexia Court & Co**  
Chartered Accountants



**Joseph Santangelo**  
Partner

Sydney

Date: 16 August 2016

## TENNIS NEW SOUTH WALES LIMITED ADDENDUM DETAILED INCOME AND EXPENSE STATEMENT

### REVENUE

#### ADMINISTRATION REVENUE

Tennis Australia event licence fee and contribution  
Powell's Creek rental income  
Other income

	2016	2015
	258,864	316,533
	49,992	49,992
	3,074	2,000
	<b>311,930</b>	<b>368,525</b>

#### AUSTRALIAN TENNIS MUSEUM REVENUE

Fundraising  
Merchandise Sales  
Other income

	9,971	11,409
	3,935	5,830
	13,315	8,261
	<b>27,221</b>	<b>25,500</b>

#### MEMBERSHIP REVENUE

Tennis Australia grants  
Incentive program - Tennis Connect  
Affiliations and memberships

	323,860	319,051
	168,260	264,415
	670,133	710,373
	<b>1,162,253</b>	<b>1,293,839</b>

#### ATHLETE DEVELOPMENT REVENUE

Participant fees

	-	43,373
	<b>-</b>	<b>43,373</b>

#### PARTICIPATION REVENUE

Tennis Australia grants and contributions  
Government grants  
Other income

	991,501	1,053,355
	60,000	69,749
	24,099	65,708
	<b>1,075,600</b>	<b>1,188,812</b>

#### TOURNAMENTS AND OFFICIATING REVENUE

Tennis Australia contributions  
Sanction Fees  
Entry Fees  
Sponsorship  
Other income

	77,500	50,000
	28,450	19,802
	187,553	199,307
	36,000	-
	63,109	56,197
	<b>392,612</b>	<b>325,306</b>

#### PLACES TO PLAY REVENUE

Tennis Australia venue hire and contribution - APIA  
Tennis World net management fee  
Venue Rental income  
Other grants  
Other income

	250,000	285,000
	200,000	-
	34,145	34,145
	-	147,430
	2,516	5,781
	<b>486,661</b>	<b>472,356</b>



# TENNIS NEW SOUTH WALES LIMITED

## ADDENDUM DETAILED INCOME AND EXPENSE STATEMENT

### SYDNEY OLYMPIC PARK TENNIS CENTRE REVENUE

Tennis Australia grants and contributions	-	61,117
Coaching and court hire	-	495,815
Merchandise/Food and Beverage sales	-	146,815
Venue Rental income	-	235,444
Tournaments and Competitions income	-	66,566
Other income	-	1,299
	-	<b>1,007,226</b>
<b>Marketing revenue</b>		
Sponsorship	136,000	256,957
	136,000	256,957
<b>Total revenue</b>	<b>3,592,277</b>	<b>4,981,894</b>

### EXPENSES

	2016	2015
Tournament and program expenses	532,846	489,357
Rebates and incentives	58,918	245,695
Salaries and related on-costs	1,626,545	2,147,681
Other employee expenses	28,991	29,511
Coaching expenses	2,461	206,411
Travel and accommodation expenses	310,862	260,453
Marketing and promotional expenses	122,838	139,997
Office and administration expenses	146,056	172,946
SOPA levies	189,928	190,458
Other rental expenses	46,290	41,959
Maintenance expenses	81,420	254,010
Utilities	57,882	286,535
Insurance	225,899	223,917
Professional fees	189,580	71,153
Tennis World Venue APIA hire and management fee	195,023	-
Cost of goods sold	3,406	104,433
Depreciation and Amortisation	409,260	357,163
Sundry expenses	57,065	48,926
<b>Total expenses</b>	<b>4,285,270</b>	<b>5,270,605</b>
<b>Operating deficit before investment income</b>	<b>(692,993)</b>	<b>(288,710)</b>



## DIRECTORS, STAFF & COMMITTEES

### PRESIDENT

**Greg Doyle**

### VICE PRESIDENT

**Wayne Pascoe**

### BOARD OF DIRECTORS

**Wendy Saville, Andrew Mitton, Ginette Porteous, Jonathan Sweeney, Trudy Vonhoff, Chris Woodland, Glen Sanford**

### STAFF (AS OF 1 JULY 2016)

#### CEO & APIA INTERNATIONAL SYDNEY TOURNAMENT DIRECTOR

**Alistair MacDonald**

#### BUSINESS SERVICES

**Melissa Achten** - Business Services and Membership Manager

**Evan O'Neill** - Business Services Coordinator

**Chloe Fadl** - Member & Club Services Administrator

**Joanne Sippel** - Australian Tennis Museum Curator

#### PARTICIPATION:

**Matthew Starr** - Participation Manager

**Troy Smith** - Senior Participation Leader, South West

**Ken Wray** - Senior Participation Leader, North West

**Daniela Scivetti** - Participation Leader, Sydney North/East

**Mark Barreca** - Participation Leader, Sydney West/South

**Kylie Hunt** - Participation Leader, North East

**Kristina PejkoVIC** - Participation Leader, South East

**Susan Harris** - Participation Leader, Central West

**Maurice Murphy** - Participation Leader, Northumberland

**Michelle Howe** (Maternity leave) - Competitions Administration Coordinator

**Tim Hill** - Coach Development Manager

**Sam Bradshaw** - Coach Development Coordinator

**Margaret Parker** - Coach Development Administrator

#### FACILITIES & EVENTS:

**Adam Renfrey** - Places to Play Manager

**Anthony Dagata** - Places to Play Operations Coordinator

**Michelle Bowrey** - Tournaments Manager

**Martin Oosthuysen** - Officiating Development Coordinator

**Nikita Sayle** - Tournaments Coordinator

**Robert Howe** - Tournaments and Competitions Administrator

#### ENGAGEMENT:

**Tiffany Robertson** - Marketing and Communications Manager

**Nicola Abercrombie** - Marketing and Communications Coordinator

**Kim Dannoun** - Event Operations Manager

#### ATHLETE DEVELOPMENT:

**Ben Pyne** - National Academy Head Coach

**Richard Lynch** - Physical Performance Coach

**Vernon Cheung** - National Wheelchair Coach

**Callum Beale** - National Academy & Talent Development Manager NSW

**Jarrad Bunt, Jaslyn Hewitt-Shehadie, Chris Steel, David Moore, Simon Ede** - National Academy Coaches

## DIRECTORS, STAFF & COMMITTEES

### COMMITTEES & SUB COMMITTEES

#### TENNIS SYDNEY:

Ginette Porteous - Chair  
Wayne Pascoe (July 15 - Dec 15)  
Glen Sanford  
Carol Langsford  
Neil Smith  
Patrick Jensen  
Rick Anderson  
Stephen Redknap  
David Cochrane  
Matthew Starr - Staff Liaison

#### TENNIS COUNTRY:

Wendy Saville - Chair  
Ellen Gordon  
Dave Allen  
Justin Sherriff  
Doug Wilkinson  
Matt Edwards  
Scott Toole  
Matthew Starr - Staff Liaison

#### AUDIT AND RISK:

Trudy Vonhoff - Chair  
Wayne Pascoe  
Ginette Porteous  
Glen Sanford (Dec 15 - present)  
Alistair MacDonald  
Melissa Achten - Staff Liaison

#### REMUNERATION & NOMINATIONS:

Greg Doyle - Chair (Jul 15 - Dec 15)  
Wayne Pascoe - Chair (Dec 15 - present)  
Ginette Porteous  
Wendy Saville  
Chris Woodland (Dec 15 - present)  
Alistair MacDonald  
Melissa Achten - Staff Liaison

#### SELECTION SUB-COMMITTEE:

Brian Armstrong - Chair  
Carol Langsford  
Andrew Mitton  
Michelle Bowrey  
Callum Beale

#### INVESTMENT COMMITTEE:

Jonathan Sweeney - Chair  
Trudy Vonhoff  
Glen Sanford (Dec 15 - present)  
Alistair MacDonald - Staff Liaison

## OFFICE BEARERS AND LIFE MEMBERS

### OFFICE BEARERS

#### PRESIDENT

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

#### COMPANY SECRETARIES

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

#### HONORARY SECRETARIES

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

#### CHIEF EXECUTIVE OFFICER

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

#### GENERAL MANAGER

CF Watson 1996  
D Eland 2006-2009

### LIFE MEMBERS

#### 1965

Floris Conway\*  
Jack Chalmers\*

#### 1968

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

#### 1969

George W Sample\*

#### 1970

Dorothy Dingle\*  
Allan J McAndrew\*  
Jack McCall\*

#### 1971

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

#### 1974

Reginald E Gostelow\*  
Sylvia Harper\*  
H Robert Paxton\*

#### 1976

Dr Cecil C Morgan

#### 1977

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

#### 1978

James G Leggatt\*  
James N Russell MBE AM\*

#### 1982

AD Gray OAM\*  
Dorn Fogarty OAM

#### 1980

WV Austin

#### 1981

Hon LA North AM\*  
KC Sheel OAM\*

#### 1982

AD Gray OAM\*  
Dorn Fogarty OAM

#### 1984

Geoffrey N Pollard AM

#### 1985

Thelma Coyne Long\*

#### 1986

Victor K Taylor QPM\*

#### 1987

John D Newcombe AO OBE  
Iris Mason\*

#### 1988

DL (Des) Nicholl AM

#### 1990

AD Roche AO OBE

#### 1994

Joan Bathurst\*  
Lesley Turner Bowrey AM  
Evonne Goolagong Cawley AO OBE  
Margaret Smith Court AO MBE  
Jan Lehane O'Neill

#### 1997

John C Whittaker OAM

#### 1999

Malcom J Bergmann OAM

#### 2003

Beryl Collier

#### 2004

Stan Pederson

#### 2005

Ken Rose OAM  
Paul Wigney

#### 2007

Carol Langsford OAM  
Todd Woodbridge OAM

#### 2012

Brian Armstrong  
Michael Parslow OAM

#### 2013

Harry Beck

#### 2014

Wendy Saville

## 2015-16 MEMBER CLUBS AND ASSOCIATIONS

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
<b>CENTRAL WEST REGION</b>		
Bathurst Carillon City Tennis Club Inc.	284	134
Bathurst Tennis Centre		
Blackheath Tennis Club Inc.	37	62
Blayney District Tennis Club	66	74
Blayney Junior Tennis Club	102	105
Blue Mountains Tennis Association	33	44
Broken Hill Tennis Association	108	121
Cobar Tennis Club	0	0
Cooyal Tennis Club	24	21
Cowra Tennis Club	31	70
Dunedoo Tennis Club		65
Eglinton District Tennis Club Inc.	63	66
Forbes & District Tennis Club Inc.	130	155
Gilgandra Park Tennis Club	25	49
Glenbrook Community Tennis Club Inc.	237	221
Grenfell Country Club Tennis Centre		
Gulgong & District Tennis Association	16	
Hawkesbury District Tennis Association	406	547
Helen Garratt Tennis Coaching	132	138
Katoomba Tennis Club	27	
Lake Cargelligo Tennis Club Inc		
Lawson Tennis Club	0	22
Lithgow City Tennis Club Inc.	385	309
Macquarie View Tennis Club	39	46
Mendooran Tennis Club	68	35
Millthorpe Tennis Club	12	24
Mount Riverview & District Tennis Club Inc.	40	41
Mudgee District Tennis Club	313	326
Muller Park Tennis Club	30	30
Narromine Tennis Club Inc.	8	17
Nepean District Tennis Association Inc.	9790	9083
Oberon Tennis Association	55	56
Orange Ex-Services' Tennis Club	209	116
Orange Indoor Tennis Club	90	234
Paramount Tennis Club - Dubbo	176	156
Parkes Tennis Club Inc	152	173
Penrith City Tennis Club	65	52
Raglan & District Tennis Club	3	
Rylstone Tennis Club Inc.	38	52
Springwood Tennis Club	266	378
Tottenham Tennis Club	101	92
Warren & District Tennis Club	109	63
Wellington Tennis Club		
Wentworth Falls Tennis Club Inc	136	105
Winmalee & District Tennis Club Inc	26	27
	<b>13834</b>	<b>13309</b>
<b>GROWTH</b>	<b>3.79%</b>	

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
<b>METROPOLITAN REGION</b>		
A Tennis Adventure	222	113
AbbTen	39	92
Alcoomie Tennis Court		
Allambie Heights Community Tennis Club	298	260
Artarmon Community Tennis	260	
Artarmon District Tennis Club	40	42
Ashford		0
Balgowlah Tennis Club	1	17
Bankstown Sports Tennis Club	231	70
Bareena Park Tennis Club Inc	178	238
Bayview Tennis Club	158	147
Beecroft Lawn Tennis Club	186	187
Belrose Tennis Club	79	
Berala-Carramar Hardcourt Tennis Association	315	168
Blacktown Tennis Inc	168	143
Bluegum - Private Court	18	
Boronia Tennis Court		
Brenan Park Tennis Centre		83
Cammeray Tennis Club	49	42
Canterbury-Bankstown Tennis Association	614	1043
Careel Bay Tennis Club	219	237
Castlecrag Sports Club Inc	189	188
Chatswood Tennis Club	182	219
Cheltenham Recreation Club	102	101
City West Tennis School		
Cleland Tennis Club Inc	33	32
Collaroy Tennis Club Inc	121	117
Coogee Tennis		
Coolong Court		
Cooper Park Tennis Pty Ltd		
Crestwood Tennis Association Inc.	67	74
Croydon Tennis Centre	13	1
Eastcourts Tennis Club		
Eastern Suburbs Tennis Association	852	746
Eastwood-Thornleigh District Tennis Association	819	1032
Ermington United Sports & Recreation Club Inc.		32
Evolve Tennis Academy	166	
Fisher Tennis Centre	7	
Five Dock Tennis Centre		
Forestville Park Tennis Club	106	131
Friends of the Australian Tennis Museum	40	70
Gian Arpino Tennis		
Glenwood Tennis		
Got Game		
Hallam Ave Tennis Club		32

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
Hastings Park Tennis Centre	37	42
Hillcrest Tennis Courts		
Hills District Tennis Association	721	566
Hornsby Kuring-Gai District Tennis Association	452	497
Hunters Hill Club	23	8
Hunters Hill Tennis Club	129	187
I Play Tennis Academy		
Illawarra Suburbs Lawn Tennis Association	1780	1359
In Deep Tennis & Fitness		
Ingleburn Tennis Club	39	41
Jensen's Tennis Centre / City Community Tennis	1686	3116
Killcare Tennis Club		27
Killara Lawn Tennis Club	147	133
Kim Warwick Tennis	2076	2716
Koobilya Street Courts		
Kooroora Tennis Club	242	314
Lane Cove Tennis Club Inc.		90
Lane Cove West Tennis Club		35
Lindfield Tennis Club	21	24
Longueville Tennis Club	372	347
Love'n Deuce Pty Ltd	6467	6472
Makin Private Court		
Manly Lawn Tennis Club	940	758
Marconi Tennis Academy	547	353
Marrickville & District Hardcourt Tennis Assoc.	72	83
Marrickville District Lawn Tennis Club	96	83
Max Tennis	357	358
Michie - Private Court		
Millers Point Community Tennis Club	14	63
Mona Vale Tennis Club		
Mosman Lawn Tennis Club	128	123
Narraweena Junior Tennis Club	283	285
Narraweena Tennis Club	40	39
New Balls Please		
Next Generation Ryde		
North Ryde RSL Youth Club	35	53
Northbridge Tennis Club	89	88
Northern Suburbs Ladies Midweek Tennis Association	113	133
Northern Suburbs Tennis Association	2699	2546
NSW Catholic Lawn Tennis Association	144	96
NSW Chinese Tennis Association	33	49
NSW Hardcourt Tennis Association Inc		
Parramatta City Tennis Inc.	358	284
Paul's Tennis Academy	2841	3220
Peter Vincent Walker Private Court		
Queenwood School for Girls	856	

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
Redsport Tennis Coaching	118	119
Rod Fahey Tennis School	5	1586
Roselands - Treetops Tennis Court	18	22
Roseville Lawn Tennis Club	145	69
Ryde Balmain Tennis	304	295
Shaun Hibbert Tennis Academy		
Shire Tennis Academy	105	23
Smash Tennis	21	
Snape Park Tennis Centre	144	124
Southern Districts Tennis Association	389	383
Southfields Tennis Court		25
St Joseph's College (Hunters Hill)		
Strathfield Sports Club	201	217
Sydney Maccabi Tennis Club	10094	11098
Sydney Olympic Park Tennis Centre	688	3671
Sydney Tennis Group	181	
Sydney Uni Tennis	6	125
Sydney University Lawn Tennis Club		98
Tennis Blast Academy Carss Park	2	84
Tennis Northern Beaches	261	48
Tennis Seniors NSW	1031	1176
Tennis Sydney Inc	285	242
Tennis Valley	250	304
Tennsh2o		1
Terrey Hills Tennis Club Ltd	108	75
The King's School Tennis Club		
The Neutral Bay Club	144	159
The Pines/Telopea Private Court	44	45
The Royal Sydney Golf Club		102
The Sydney Lawn Tennis Club	46	7
The University of New South Wales Tennis Club		73
Tigers Tennis		45
Tony Podesta School Of Tennis	496	1076
Vince Barclay Tennis	90	123
Voyager Tennis	972	1428
Wakehurst Tennis	2	1543
Western Suburbs Lawn Tennis Association Ltd	52	56
Western Suburbs Tennis Association	134	132
Winston Hills Tennis Academy	22	65
	<b>45967</b>	<b>56757</b>
<b>GROWTH</b>	<b>-19.01%</b>	

## 2015-16 MEMBER CLUBS AND ASSOCIATIONS

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
<b>NORTH EAST REGION</b>		
Alstonville Tennis Club	176	141
Ballina Tennis Club Inc	309	387
Bangalow Tennis Club Inc.	77	62
Bellingen Park Tennis Club	143	168
Blackhead Tennis Club	37	70
Brunswick Heads Tennis Club	3	
Brushgrove Tennis Club		18
Bulahdelah Tennis Club	26	
Byabarra Tennis Club	39	51
Byron Bay Tennis Club		
Casino Town Tennis Club Inc	109	252
Cawongla District Tennis and Recreation Club Inc.		
Chatham Tennis Club		
City Lights Tennis Club	35	38
Club Banora	454	379
Clunes Tennis Club		97
Coffs Harbour & District Tennis Association		
Coffs Harbour Tennis Club		50
Comboyne Tennis Club Inc		
Coomba Park Tennis Club Inc.		
Copmanhurst Tennis Club	23	
Coraki Tennis Club	12	
Coutts Crossing Tennis Courts	41	36
Cundletown Tennis Club Inc	40	40
Don Dorrigo Tennis Club Inc.	47	
East Lismore Tennis Club	63	84
Eltham Sport & Recreation Committee		
Englands Park Tennis Club	136	107
Evans Head Tennis Club	63	45
Federal Tennis Club	1	
Forster Tennis Club	297	354
Gladstone Tennis Club	26	47
Gloucester District Tennis Association	76	18
Goonellabah Tennis Club	131	112
Grafton City Tennis Club	68	121
Hannam Vale P & C Tennis Club		18
Harrington Tennis Club	38	40
Hat Head Tennis Club		
Junction Hill Tennis Club	78	93
Kempsey Tennis Club Inc	2	139
Kendall Tennis Club	331	310
Killabakh Tennis Club		
Kingscliff Tennis Club Inc.	137	175
Krambach Tennis Club		
Kyogle Tennis Club Inc	20	31
Lake Cathie Tennis Club	157	144

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
Lismore District Tennis Association		
Long Flat Tennis Club	52	59
Lowanna Heights Tennis Club Inc		
Lower Bucca Tennis Club	18	23
Lower Clarence Tennis Association	168	183
Macksville Tennis Club Inc.	39	37
Marlee Tennis & Recreation Club Inc	27	30
Minnie Water/Wooli Tennis Club	24	17
Mullumbimby Tennis Association	78	88
Murwillumbah Tennis Club Inc	351	262
Myall Park Tennis Club	153	97
Nabiac Tennis Association Inc		
Nambucca Heads Tennis Club	76	79
Nimbin Headers Sports Club Inc		
North Beach Tennis Club	11	14
Ocean Shores Tennis Club Inc	38	40
Old Bar Tennis Club	118	136
Orara Valley Tennis Centre		10
Pacific Palms Tennis Club	31	32
Port Macquarie Tennis Club	194	217
Pottsville Beach Tennis Club Inc.	92	84
Riverside Tennis Club	16	
Rollands Plains Tennis Club Inc.		
Sawtell Tennis Club Inc	1	162
Scotts Head Tennis Club	30	
South Grafton Tennis Club	15	13
South Kempsey Tennis Club	26	23
Stuarts Point & District Tennis Club Inc		
T's Tennis Resort		
Taree Tennis Centre (MRTC)	77	51
Tennis Terranora	138	104
The Channon Tennis Club		
Tinonee Tennis Club Inc	4	3
Tintenbar Tennis Club		
Tullera Tennis Club		
Tumbulgum Rangers Sports Club Inc	9	
Tweed District Tennis Association Inc		
Tweed Heads Tennis Club Inc	277	286
Twin Towns Tennis Club Inc.	96	94
Tyalgum Parents & Citizens Association	8	
Ulmarra Tennis Club		43
Upper Orara Tennis Club		
Valla Beach Tennis Club	21	24
Wardell & District Tennis Club	12	
Waterview District Tennis Club	30	30
West Port Macquarie Tennis Club	2	327
Westside Tennis Club	1	95
Wherrol Flat Tennis Club	10	
Wingham Tennis Club		

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
Woodenbong Tennis Club		
Woolgoolga Tennis Club	69	77
Woolooma Sport & Recreation Inc	21	22
	<b>5528</b>	<b>6389</b>
<b>GROWTH</b>	<b>-9.12%</b>	
<b>NORTH WEST REGION</b>		
Armidale Tennis Club	144	159
Barraba Town & District Tennis Club	51	32
Bendemeer Tennis Club		
Bingara Sporting Tennis Club		
Coonabarabran Tennis Club	23	58
Coonamble Wanderers Tennis Club	33	
Glen Innes & District Tennis Association	162	142
Gunnedah Tennis Club	231	271
Gurley Tennis Club		
Guyra & District Tennis Association	23	31
Inverell Tennis Club Inc	101	89
Moree Tennis Club Inc.		320
Narrabri District Tennis Association Inc		33
Nowendoc Tennis Committee		
Tamworth Tennis Club	91	128
Tenterfield District Tennis Association Inc.	83	100
Uralla Tennis Club	23	10
Wandsworth Tennis Club		
Warialda Tennis Club	29	15
Werris Creek Tennis Club		
West Tamworth Tennis Club Inc	81	
	<b>1075</b>	<b>1388</b>
<b>GROWTH</b>	<b>-22.55%</b>	

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
<b>NORTHUMBERLAND REGION</b>		
Adamstown Rosebud Tennis Club		
Avoca Beach Tennis Club Inc	348	351
Bateau Bay Tennis Centre	66	38
Belmont Macquarie Tennis Club		75
Bolton Point Tennis Club	25	29
Bolwarra & District Tennis Club	12	12
Branxton District Tennis Club	2	95
Carrington Tennis Club		
Caves Beach Tennis Club Inc	159	318
Cessnock Tennis Club	78	145
Charmhaven Tennis Club	70	56
Clarence Town & District Tennis Club Inc	58	41
East Maitland Park Tennis Club Inc.	31	30
Erina Tennis Club	71	69
Fern Bay Tennis Club		10
Fingal Bay Tennis Club		42
Forrester Beach Tennis Centre		8
Gosford & District Tennis Association	305	286
Gresford District Tennis Association		
Hamilton Park Tennis Club Inc.		
Hillcrest Tennis Club		
Hillsborough & District Tennis Club	60	70
Hinton & District Tennis Club	32	32
Howe Park Tennis Club	310	293
Karuah & District Tennis Club Inc.	50	71
Kincumber Tennis Club	116	110
Kurri Kurri Tennis Club	49	32
Lake Macquarie Tennis Centre	124	140
Lakeside Tennis Group Inc	111	92
Learmonth Park Tennis Club	15	
Maitland and District Tennis Association		
Maitland City Tennis Club	187	149
Maitland Tennis Centre	260	472
Martins Creek Tennis Club	31	26
Medowie Tennis Club	36	49
Merriwa Tennis Club Inc.	90	49
Michael Mills Tennis	92	
Michael Watts Tennis		1
Morisset Sport & Tennis Centre	10	26
Muswellbrook Park Tennis Club Inc.	128	91
Nelson Bay Tennis Club	263	459
Newcastle & District Tennis Association Inc	1983	1911
Newcastle Tennis Club		
North Arm Cove Tennis Club		
Olympic Park Tennis Club	94	87
Paterson Tennis Club	3	5
Pearl Beach Tennis & Recreation Club	259	327

## 2015-16 MEMBER CLUBS AND ASSOCIATIONS

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
Port Stephens Tennis Association		
Raworth Tennis Centre	30	48
Raymond Terrace & District Tennis Club	92	102
Saratoga & District Sport & Recreation Assoc	14	50
Scone Hardcourt Tennis Association	77	107
Shoal Bay Tennis Club Inc		
Soldiers Point Tennis Club	171	100
South Swansea Tennis Club	23	
St Andrews Tennis Club	33	29
Stockton Tennis Club	100	162
Stroud and District Tennis Club Inc		18
Tennis Central Belmont	83	
Terrigal Tennis Club	93	70
The Entrance District Tennis Club	220	277
Thornton Park Tennis Club Inc		
Tilligerry Tennis Club	31	
Topspin Tennis Newcastle Pty Ltd	1360	
University of Newcastle Tennis Club	161	139
Valentine Tennis Club		
West Wallsend Tennis Club		
Wollombi Valley Tennis & Sports Association Inc		
Woy Woy Tennis Club	203	
Wyong District Tennis Association Inc	276	228
	<b>8495</b>	<b>7427</b>
<b>GROWTH</b>	<b>12.57%</b>	
<b>SOUTH EAST REGION</b>		
Ace Tennis and Leisure	494	512
Albion Park Tennis Club		
Bargo Yanderra Tennis Club		4
Batemans Bay Tennis Club	213	263
Bega Tennis Club Inc.	136	188
Berridale Tennis Club		37
Berry Tennis Club		25
Blowhole Tennis Club		15
Bodalla Tennis Club Inc	18	22
Bombala Tennis Club	84	48
Bowral Tennis Club Inc	235	328
Braidwood Tennis Club Inc		72
Broulee Tennis Social Club Inc.	42	56
Bulli & Districts Tennis Association	246	344
Bulli Tennis Centre		
Bundanoon Tennis Club	117	151
Bungendore Park Tennis Club	83	110
Burrawang Tennis Club	33	
Camden District Tennis Association	255	295
Candelo Tennis Club	29	47

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
City of Wollongong Tennis Club	273	381
Coachwood Park Tennis Club		
Cobargo Sport & Tennis Club Inc	2	
Collegians Tennis and Squash Club		
Colo Vale Tennis Club		
Complete Tennis		
Corrimal Tennis Centre		
Dalmeny Tennis Club Inc.	18	36
Dapto District Tennis Club		
Delegate Tennis Club Inc	35	26
Douglas Park Tennis Club Inc	58	29
Eden Tennis Club		
Eurobodalla District Tennis Association		
Exeter Tennis Club Inc		
Farmborough Heights Tennis Club		
Fernhill Tennis Club		
Figtree Tennis Club		
Gerringong Tennis Club Inc.	97	184
Gilmore Park Tennis Club		
Graham Park Tennis Club		
Helenburgh Tennis Club		
Hill Top Community Tennis Club Inc.	11	12
Huskisson Tennis Club	56	56
Jamberoo Tennis Club Inc.	156	136
Kangaroo Valley Tennis Club	115	110
Kiama & Shellharbour District Tennis Association	658	592
Kiama Tennis Club	339	419
Kioloa Bawley Point Tennis Club	41	58
Malua Bay Tennis Club		
Meadows Tennis Club	230	205
Merimbula Tennis Club	162	182
Milton-Ulladulla District Tennis Association Inc	339	353
Minnamurra Tennis Club Inc.		53
Mittagong Bluebirds Tennis Club	93	37
Moruya Tennis Club	1	49
Moss Vale Tennis Club Inc.	74	89
Mt Kembla Tennis Club		
Nareena Hills Tennis Club		
Narooma Tennis Club	57	59
Oak Flats Tennis Club Inc.	81	79
Otford Tennis Club		
Pambula Tennis Club		
Penrose Tennis Club	18	28
Picton Tennis Club	137	112
Pinecourt Tennis Club		
Primbee Tennis Club		
Railway Tennis Club		

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
Robertson Tennis Club		
Shoalhaven District Tennis Association	274	225
South Camden Tennis Club Inc.	90	141
St James Park Tennis Club		
Stanwell Park Tennis Club		
Station Street Courts		
Tathra Beach Country Club Tennis Club	23	23
Tennis Wollongong Inc.	567	723
Thirlmere Tennis Club		47
Tomakin Sports & Social Club	34	26
Tourist Road Oval Tennis Club	23	23
Towamba Tennis Club Inc		24
Tuross Head Tennis Club	72	77
Vanderville Tennis Club	35	35
Warilla Bowls Tennis Club		
Webb Park Tennis Club		
West Illawarra Tennis Club		
Wilton Tennis Club		
Windang Tennis Club		
Wingecarribee Tennis Association		
Wisemans Park Tennis Club		
	<b>6154</b>	<b>7146</b>
<b>GROWTH</b>	<b>-13.88%</b>	

REGION	NUMBER OF REGISTERED PLAYERS	
	2015/16	2014/15
<b>SOUTH WEST REGION</b>		
Albury Tennis Association	269	288
Balranald Lawn Tennis Club		
Barellan & District War Memorial Tennis Club	61	51
Cootamundra Town Tennis Club Inc.	100	110
Crookwell District Tennis Association	106	131
Farrer Tennis Association		
Goulburn Railway Tennis Club	58	54
Goulburn Tennis Club Inc	392	342
Grandview Tennis Club	85	78
Griffith Tennis Club	246	242
Gunning District Tennis Association Inc.	1	40
Harden Tennis Club	42	59
Hay Tennis Club Inc.		343
Hopwood Park Tennis Club	59	70
Hume Tennis Club Inc.	45	
June Tennis Club Inc.	90	115
Koorinal Tennis Club Inc.		
Leeton District Tennis Club	30	82
Mangoplah Tennis Club Inc		34
Marrar Tennis Club		
Morven Tennis Club		
Murrumbateman Tennis Club Inc	109	95
Narrandera Tennis Club	28	53
North Albury Sacred Heart Tennis Club Inc.	22	30
Parkview Tennis Club		
Pleasant Hills Tennis Club Inc	31	40
Redgrave Park Tennis Club Inc		
San Isidore Tennis Club	43	
St Patricks Tennis Club	58	61
T Town Tennis	132	96
Taralga & District Tennis Association	61	57
The Rock Tennis Club		
Thurgoona Tennis Club	170	157
Tumut Lawn Tennis Club	44	108
Uiver Park Tennis Club	72	80
Uranquinty Tennis Club Inc		3
Wagga Junior Tennis	163	208
Wagga Wagga Tennis Association	100	86
Waratah Tennis Club		29
Wentworth District Tennis Club	57	57
West Wyalong Tennis Club	80	56
Yerong Creek Tennis Club Inc	53	
Young Tennis Club	6	209
	<b>2813</b>	<b>3464</b>
<b>GROWTH</b>	<b>-18.79%</b>	

