



TENNIS NSW  
**ANNUAL  
REPORT**  
2016/17







# CONTENTS

TENNIS NSW STRATEGIC PLAN 2016-2020 .....	2
TENNIS NSW PRESIDENT'S MESSAGE .....	4
TENNIS NSW CEO'S MESSAGE .....	6
TENNIS AUSTRALIA CEO'S MESSAGE .....	8
AFFILIATION & MEMBERSHIP .....	11
PARTICIPATION .....	12
PLACES TO PLAY .....	16
TOURNAMENTS & COMPETITIONS .....	20
MAJOR EVENTS .....	22
NATIONAL ACADEMY .....	24
FINANCIALS .....	29
STAFF, BOARD & COMMITTEES .....	60
2017 TENNIS NSW AWARDS .....	64
MEMBERSHIP CLUB LIST .....	65



# TENNIS NSW STRATEGIC PLAN 2016-2020

## CORE PURPOSE -

**TO HELP EVERYONE  
IN NSW HAVE FUN PLAYING  
TENNIS FOR LIFE**

(MORE PEOPLE PLAYING MORE TENNIS FOR LONGER)

## OUR CORE VALUES -



EXCELLENCE



HUMILITY



LOYALTY

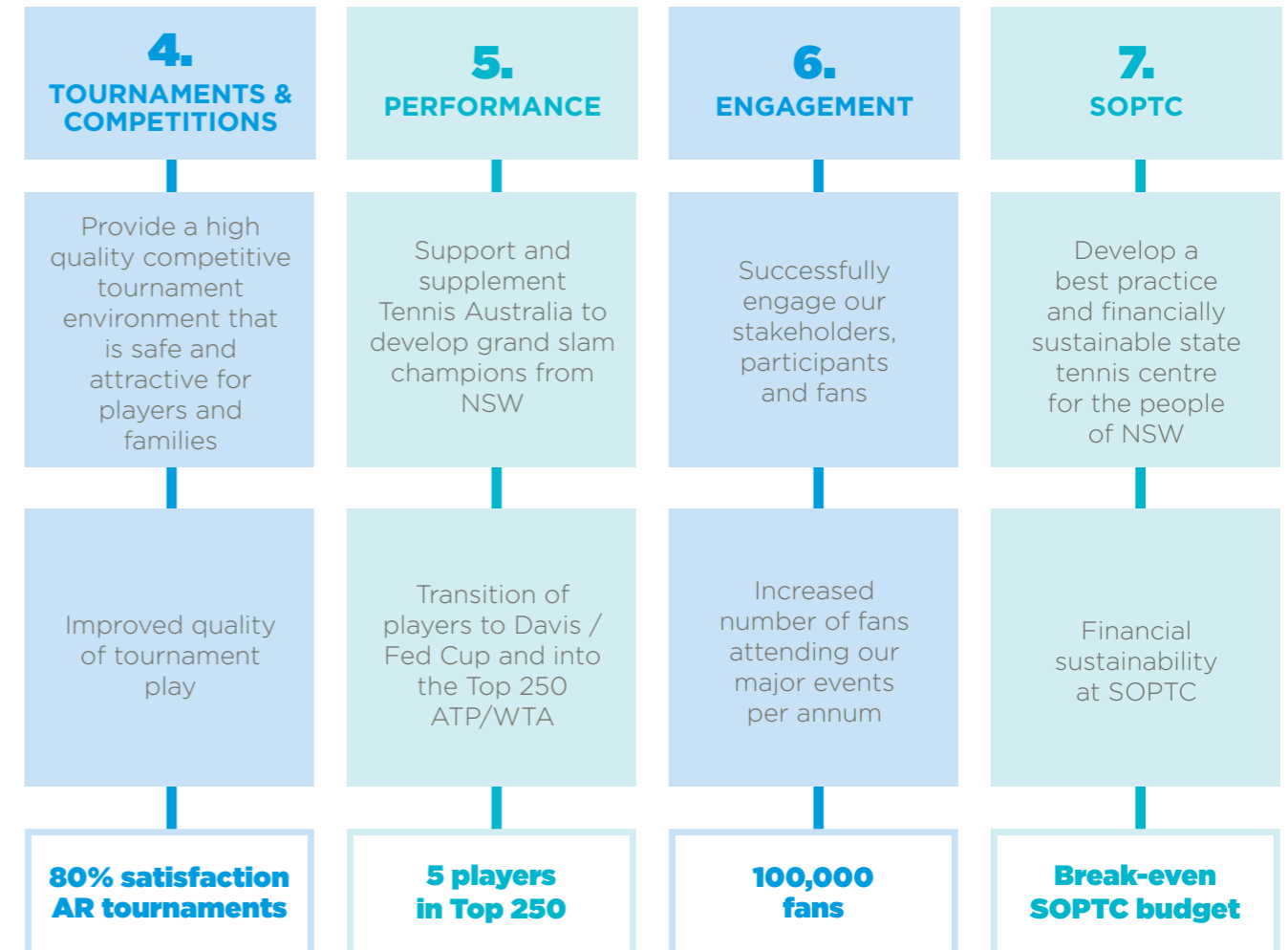
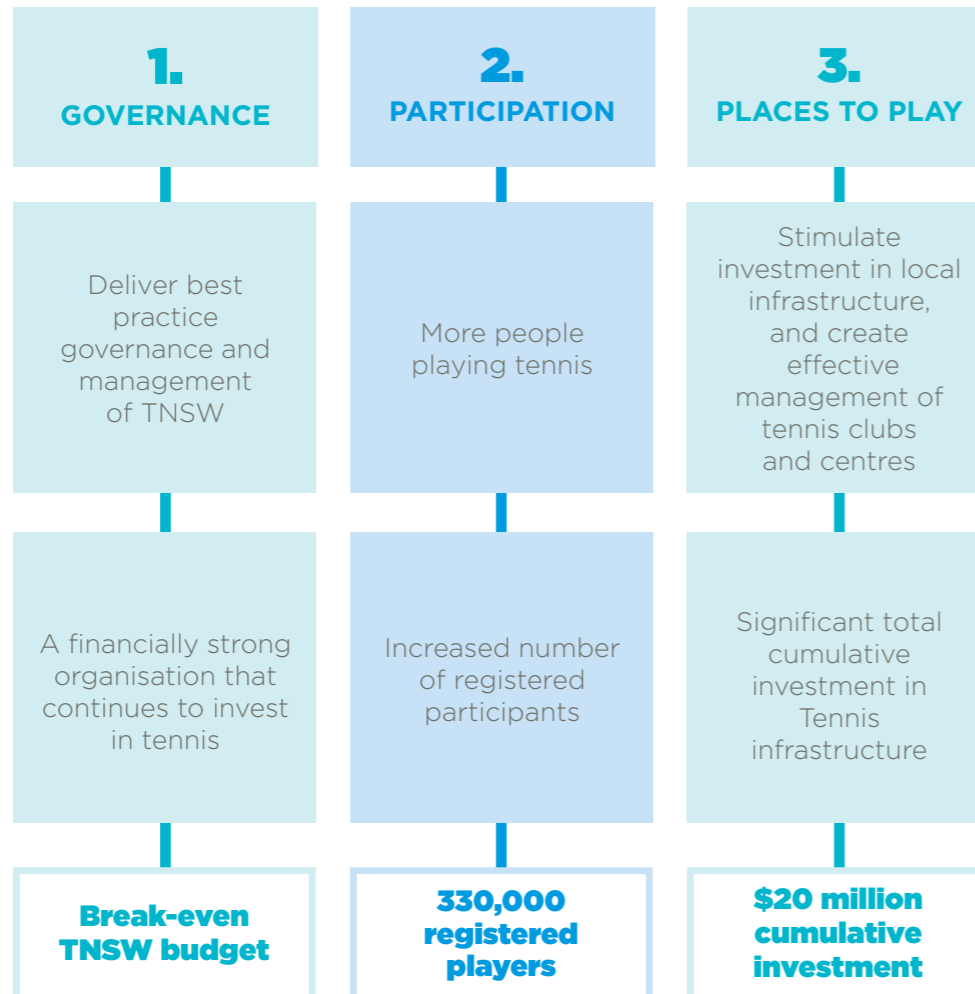


TEAMWORK

**KEY OBJECTIVES**  
What are we trying to achieve

**MEASURES**  
How will we measure our success

**OVER-ARCHING GOALS**



## TENNIS NSW PRESIDENT'S MESSAGE



I am pleased to present the President's report for 2016/17 after another spectacular year for tennis in NSW.

I would first like to thank our outgoing Chief Executive Officer Dr. Alistair MacDonald. Alistair's service to Tennis NSW over the past four years has been exemplary, with many achievements to be proud of. From instilling sound governance practices to securing our financials to the launch of the Sydney Tennis League (STL), we are grateful for Alistair's service and we wish him all the best.

As we say goodbye to Alistair, we welcome our new Chief Executive Officer and Sydney International Tournament Director Lawrence Robertson.

In his dual role, Lawrence will be responsible for growing both the Tournament and tennis in NSW. His primary focus areas will be on grassroots and facility development, financial sustainability, stakeholder engagement, Government relations and to continue building the Sydney International.

With a wealth of knowledge and experience that spans over 20 years in the sports industry, we're pleased to welcome Lawrence to the Tennis NSW leadership team.

As I write this the Board and Management are currently reviewing our Strategic Plan which will be provided to Members in early 2018 to consult with on our proposed direction for the year's ahead.

For the fourth year in a row, more than 100,000 people registered to play tennis in the state. ANZ Tennis Hot Shots continued to flourish, with more than 53,000 players registered, a 36% year on year increase.

With strong participation numbers in ANZ Tennis Hot Shots, we focused on increasing competition play through Hot Shots Match Play, whilst handing out thousands of free racquets as part of the ANZ Tennis Hot Shots Racquet Roadshow.

The Sporting Schools program enjoyed great success with over 36,000 students engaging in tennis this year across 588 primary schools. Our commitment to schools has been enhanced with the introduction of the Todd Woodbridge Cup with over 2000 participants in its first year.

The 'Book a Court' Program was also launched in 2016/17 along with other new initiatives including the first NSW Wheelchair Tennis Hub at City Community Tennis and the Future Leaders program.

Our commitment to facility development continues and has been realised primarily through the Court Rebate Scheme. With a distribution of \$550k, the Court Rebate Scheme led to \$15m investment in Tennis throughout the state. Notable projects included the Stanhope Gardens Regional Hub at Blacktown, the Clubhouse Development at Kendal Tennis Club and the indoor training facility at Sydney Olympic Park Tennis Centre. The only sole purpose indoor tennis facility within metropolitan Sydney.

Our commitment to staging world class events continued with the Apia International Sydney and FAST4 attracting over 65,000 fans in a week of world-class tennis in January. Gilles Muller (LUX) and Johanna Konta (GBR) powered through their respective draws to claim the Apia International Sydney titles. Spanish superstar Rafael Nadal was joined by Dominic Thiem, Nick Kyrgios and Bernard Tomic in an entertaining second edition of FAST4 Tennis in front of a sold out ICC Sydney crowd of 7,355 fans. We would like to thank Destination NSW and in particular CEO Sandra Chipchase and Director, Sport and Strategic Events Steve Keogh for their continued and valued support.

Finally, I'd like to take this opportunity to thank the Tennis NSW Board of Directors, who continue to provide strong leadership and strategic direction to the organisation. Thanks also to the Tennis NSW Management and Staff for their hard work and dedication and last but not least, our volunteers, committee members and coaches who keep our clubs and centres open for everyone to enjoy year in year out.

We look forward to working with you all to create another exceptional year for Tennis NSW.

**Gregory Doyle**  
President Tennis NSW





## TENNIS NSW CEO'S MESSAGE



It has been an incredibly busy yet enlightening few months since I took office in June of this year and in the first instance I would like to extend my thanks and gratitude to all of whom I have had the pleasure of meeting with in these first few weeks and months.

It was always my intention to spend the first stage of my leadership getting out into our venues, meeting with our volunteers, listening to our coaches and where possible having the chance to speak to our players. It was important that having arrived from outside of tennis in Australia, that I quickly got up to speed with the challenges and opportunities that we are facing in our sport today.

I'd like to pass on my sincere thanks to my predecessor, Dr. Alistair McDonald, who undoubtedly left this organisation in considerably better shape than what he found it. The foundations of good governance, sound financials and the launch of the STL are aspects upon which both Alistair and the current Tennis NSW Board and Management can look upon with great pride.

During the course of the last financial year, Tennis NSW has continued to make progress in increasing the numbers of registered players to 111,242 (+33%) and the growth of registered school participants to 36,208.

As we look forward to 2018, then I must applaud the decision by the Minister for Sport, Stuart Ayres in dedicating \$207m to encouraging more children to lead an active and healthy life with the introduction of the Active Kids program. Tennis NSW is working with all of our Clubs and Coaches to take advantage of this fantastic initiative.

We should also take time to recognise the success we have had on court in the past 12 months. Jordan Thompson played his part in a pulsating Davis Cup tie against the USA in Brisbane in April. The following month, 18 year old Alexei Popyrin joined an illustrious list of Australian's when he secured the French Open Boys title at Roland Garros. Elsewhere, Alex De Minaur continues his rise up the ATP rankings and at the time of writing was placed at 183. Our girls also continue to make progress and both Michaela Haet and Seone Mendez are making great strides on the ITF Futures Tour.

Yet, there is still plenty to do and achieve. We remain committed to maintaining tennis as a sport of choice for Australians and the people of New South Wales and the firm focus of this organisation in the next 3 years will be on how we can attract and retain more players into our sport.

I sense our sport is at a crossroads both nationally and at State level.

Society has changed, how we spend our leisure time has changed and the very way we interact as people and families has

changed significantly. I'm not sure tennis, and how we present the sport to our current and potential customers, has changed greatly in the past 20 years and I believe that we all owe it to the sport to think differently about how we present it to the youth of today.

I am encouraging my Management team be brave, to challenge the norm and take risks and I urge our Members to do the same. We must adapt our business model, our marketing approach and reinvigorate our volunteer base to ensure we are laying the foundations for the years to come.

However, let me be clear that Tennis NSW alone cannot effect change. I believe it is my responsibility to unify the sport and ensure that all of us are willing and open to play our part in this challenge. We all must work together in partnership to ensure we keep tennis healthy, vibrant and relevant.

I am committed to leading a confident, forward thinking organisation who can serve, support and promote our sport into the next decade. Committed to serving our players, supporting our clubs and coaches with the right programs and promoting the sport across all key channels.

I look forward to taking this journey in partnership with each and every one of you.

A handwritten signature in black ink, reading "L Robertson".

**Lawrence Robertson**  
CEO Tennis NSW





## TENNIS AUSTRALIA CEO'S MESSAGE



### GROWING THE GAME FOR EVERYONE

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

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

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

This year has seen a renewed focus on the positive role that tennis plays in the community and no event highlighted this more than the 2016 Newcombe Medal and the Australian Tennis Awards.

The night showcased community stories from around Australia and culminated with Dylan Alcott being awarded the highest honour in Australian tennis.

### INTRODUCING THE GAME

ANZ Tennis Hot Shots introduced record numbers of children to the game this year with 384,584 taking part in the program nationally - up 80 percent on 2015-16. New South Wales alone managed a 37 percent increase of registered ANZ Tennis Hot Shots participants with 54,219 playing in 2016-17.

The Schools Partnership Program stimulated a lot of the growth which led to ANZ Tennis Hot Shots being recognised as the number one delivered Australian Sports Commission Sporting Schools Program in Australia. There are currently more than 2000 schools nationwide, 489 in NSW, participating in the School Partnership Program as part of their health and physical education curriculum.

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

The competitive arm of the program, previously known as leagues, was revamped into ANZ Tennis Hot Shots Match Play this year. There are now more than 15,000 children taking part at 380 venues nationwide, with 432 schools registering to deliver it in the past 18 months. NSW currently has 99 schools involved.

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

### OPENING UP TENNIS

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

Book a Court program was first piloted in 2015-16 and has been installed in 56 venues nationwide. This year there have been 37,834 bookings from 7255 unique players generating \$249,029 in online payments unlocking new revenue streams for all clubs involved.

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

### INSPIRING OTHERS

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

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

Australia's John Peers and Henri Kontinen (FIN) claimed their maiden Grand Slam doubles title at Australian Open 2017 while Dylan Alcott (AUS) won the quad wheelchair singles title for the third consecutive year in front of a huge crowd on Rod Laver Arena, the first time a wheelchair final was played on centre court at any Grand Slam.

Rising superstar Daria Gavrilova won her way to the fourth round, the best performance of all main draw Australians.

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

### GRAND SLAMS TO GRASSROOTS

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

No one will ever forget the scenes on Ken Rosewall Arena when in his sixth ATP final, almost thirteen years after his first appearance, Luxembourg's Gilles Muller claimed victory in the Sydney International. Johanna Konta (GBR) also produced a masterful performance to dismiss Agnieszka Radwanska and claim her second WTA title

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

While on the court, in arguably the most anticipated men's singles final in tournament history, Roger Federer won an unprecedented 18th Grand Slam title, overcoming nemesis Rafael Nadal in a five-set thriller. The 35-year-old Swiss maestro returned from a six-month injury lay-off to become the second oldest Grand Slam champion in the Open era, a victory that thrilled his many fans.

It followed an historic women's final showdown between American sisters Venus and Serena Williams.

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

### INVESTING INTO GROWTH

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

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

### OUR VISION FOR THE FUTURE

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

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

Our great partnership with Tennis NSW has continued under the new leadership of CEO Lawrence Robertson who took over from Alistair McDonald in the latter half of 2016. We'd like to thank Ali for his dedication to tennis in NSW and we look forward to working with all of you to achieve our shared vision.

Craig Tiley  
Tennis Australia CEO





## AFFILIATION & MEMBERSHIP

### WORKING WITH CHILDREN LEGISLATION

This year Tennis NSW focused heavily on ensuring our Clubs, Centres and Court Operators have had a thorough understanding of their requirements under the Working with Children legislation and the Tennis Australia Member Protection Policy. This work is ongoing and aims to provide a child safe environment for all involved in our sport.

### SYSTEMS REVIEW

Tennis NSW continues to work closely with Tennis Australia to ensure our systems are continuously improving to meet our Members needs. A full review is currently underway and we are hoping to see the results in the 2017/2018 Membership year.

### MY TENNIS

With My Tennis now close to full functionality, re-affiliation and player registration is already well advanced for the 2017/18 year, with 538 clubs, associations and court operators already affiliated and registered player numbers continuing to come in.

### REGISTERED PLAYER DATA

REGION	2015/16	2016/17	INCREASE %
Central West	13,837	14,833	7.2%
Metropolitan Sydney	46,030	68,761	49.38%
North East	5528	7,611	37.68%
North West	1077	967	-10.3%
Northumberland	8495	9,488	11.68%
South East	6154	6,544	6.34%
South West	2813	3,038	8.00%
<b>TOTAL</b>	<b>83,934</b>	<b>111,242</b>	<b>32.54%</b>

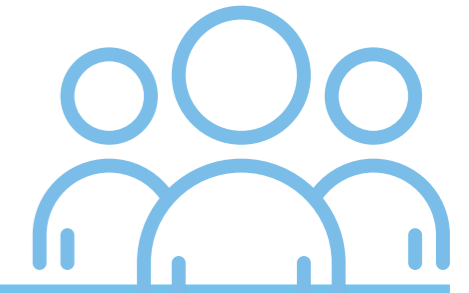
\* Excludes ANZ Tennis Hot Shots and Fitbit Cardio Tennis

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.

### GROWTH HIGHLIGHTS







## PARTICIPATION

The Participation team remains focused on working closely with our Member Clubs, Venues and Coach Operators to increase the number of people playing tennis across NSW, with a particular focus on ANZ Tennis Hot Shots and growing tennis in Schools.

### ANZ TENNIS HOT SHOTS

With strong participation numbers in the ANZ Tennis Hot Shots coaching programs around the State, the focus now shifts towards creating more opportunities for players to participate in regular modified competition. Hot Shots Match Play aims to do this by providing team based competition in a time friendly format. In 2016/17, 33 coaches and clubs registered to deliver orange and/or green ball leagues within their local clubs/centres.

Jack McLean from Casino Tennis Club was named the ANZ Tennis Hot Shot of the Year during the Australian Open. For winning, Jack received a year of free tennis coaching, a private coaching session with Alicia Molik and a \$5,000 cash prize.

**IN TOTAL TENNIS NSW HAD OVER 159,000 REGISTERED PLAYERS THROUGH MEMBERS, COACHES AND SCHOOLS**

### HOT SHOTS HIGHLIGHTS

**53,814 KIDS REGISTERED IN 2016/17\***

\*36% year on year increase

**965** registered venues across the state comprised of:

- Tennis Australia qualified coaches
- Primary schools
- Community play clubs

### ANZ TENNIS HOT SHOTS RACQUET ROADSHOW

During May 2017, twenty-two time Grand Slam Champion, Todd Woodbridge, launched the ANZ Tennis Hot Shots Racquet Roadshow, visiting more than 30 schools nationally and handing out 80,000 tennis racquets to primary school students across the country.

### SCHOOL COMPETITIONS

NSW continued its great success in the traditional School Competitions held in 2016, winning the Pizzey Cup and scoring bronze at the Bruce Cup. Meriden School also claimed their sixth title at the National Schools Tennis Challenge in Albury, with McDonald College finishing third in the boys event.

**OVER 2,000 STUDENTS PARTICIPATED IN THE FIRST YEAR OF THE TWC.**

### SCHOOL DEVELOPMENT COORDINATORS

With the support of Tennis Australia, Tennis NSW appointed two full-time School Development Coordinators in 2016, with a specific focus on increasing the number of school-aged children picking up a tennis racquet. The results were stellar and resulted in 36,208 students engaging in tennis.

### SPORTING SCHOOLS PROGRAM HIGHLIGHTS

**588** primary schools connected to tennis through the program

**489** of these programs had formal links to local Hot Shots coaches

**36,208** students played tennis

### TODD WOODBRIDGE CUP

Working closely with the NSW Primary Schools Sports Association (NSWPSSA), a modified school competition for Years 3 & 4 students was introduced, known as the Todd Woodbridge Cup (TWC). Kenthurst Public School was crowned the inaugural TWC Champions for 2016, beating Parkes Public School in the Final. Over 2,000 students participated in the first year of the TWC.





## FAST4 RED BALL SHOWDOWN

**24**  
TEAMS

**96**  
PLAYERS

**48**  
COACHES



## PARTICIPATION



### FAST 4 RED BALL SHOWDOWN

On the rooftop of the International Convention Centre 24 teams battled it out in the Red Ball Showdown and were also paid a visit from Nick Kyrgios and Bernard Tomic. All participants were given a ticket afterwards to watch the main FAST4 event.

Participation Highlights:

- 24 teams
- 96 Players
- 48 coaches

### FUTURE LEADERS PROGRAM

A new initiative in 2016, the Future Leaders program launched with 20 participants, aged between 14-17 years old. The Future Leaders came together for a weekend of fun and learning, with the aim of fostering a strong future for the sports. Participants were nominated by their clubs and took part in team-building activities, learning ways to assist their clubs through a number of workshop sessions including marketing, social media and introductory tennis coaching. Afterwards, participants were required to put their training and experience into practice by undertaking a project that provides a positive impact to their local tennis club/centre. We look forward to expanding this program in 2017, including the addition of a Youth Advisory Group.

### WHEELCHAIR TENNIS HUB

Building on the success of Australia's wheelchair tennis team at the Rio Paralympics, Tennis Australia opened the first NSW Wheelchair Tennis Hub at City Community Tennis in Sydney. One of only two national hubs, it will give athletes of all abilities the opportunity to play tennis under the guidance of specialized wheelchair tennis coaches. It aims to help discover the next generation of wheelchair tennis talent and increase the breadth of the sport across the nation.

### INAS WORLD CHAMPIONSHIPS

Australia cleaned up at the 2017 International Sports Federation for Persons with an Intellectual Disability World Championships in Bolton (UK), winning its third consecutive world team title. NSW athletes Kelly Wren and Damian Phillips were big contributors to the teams' success - Kelly won silver in the singles, gold in the women's doubles and then joined Damian to win gold in the mixed doubles. Damian also picked up a silver in the men's doubles.

### AUSTRALIAN TENNIS AWARDS

NSW picked up six of the top gongs on offer at the 2016 Newcombe Medal / Australian Tennis Awards, capping off an outstanding year for the NSW tennis community.

### NSW NEWCOMBE MEDAL WINNERS 2016

**Des Tyson**  
Coaching Excellence - High Performance award

**Stephen Thompson**  
Coaching Excellence - Talent Development

**Helen Magill**  
Coaching Excellence - Club

**Alex De Minaur**  
Male Junior Athlete of the Year

**Troy Deighton**  
Excellence in Officiating Award

**Leanne Swaysland**  
Most Outstanding Tennis Senior





## PLACES TO PLAY

The Tennis NSW Places to Play Team is focused on driving grassroots tennis facility development and assisting our stakeholders in achieving sustainable venue outcomes. In the past 12 months, our team leveraged \$550k of capital to secure \$15 million worth of investment in local facility development.

We remain committed to building strong relationships with our partners in Local and State Government both of whom have a critical role to play in our future Places to Play strategy.

### FACILITIES

The Places to Play team continues to focus on the development of infrastructure locally through major project development, master planning activity and community projects. These projects are vital to support the ongoing development of tennis and club health throughout NSW.

We provide technical information and advice to Members across:

- Stakeholder engagement
- Leasing and licensing
- Infrastructure improvement
- Asset management
- Business development

Our development services are in place to assist our Members in improving and enhancing their venues with the goal of providing great Places to Play across NSW.

### PROJECTS

A number of major and community projects have been completed within the 2016/17 year across NSW. Our venues have been successful in leveraging funds from a range of project partners, driving completion of tennis infrastructure development locally.

A number of affiliates have engaged Tennis NSW to assist with master planning activities for their venues in 2016/17, which is managed in partnership with Tennis Australia and SportDev Australia. This work is critical to the health of our community tennis infrastructure and will evolve in 2017/18 with new funding opportunities presenting themselves, particularly for regional NSW.

#### KEY MAJOR PROJECTS COMPLETED IN 2016/17:



### GOVERNMENT RELATIONS

#### LOCAL GOVERNMENT

The Tennis NSW relationship with Local Government was a key focus area for the team in 2016/17. Our relationship with Local Government is critical to our future success in developing tennis facilities on a local level and ensuring the long-term viability of our community venues. This renewed focus is also replicated in resourcing at a national level through Tennis Australia.

The Places to Play team have developed a Local Government Engagement strategy, which aims to harness and identify key issues affecting tennis in the Local Government landscape. Clear focus areas of the strategy are governance, facility hierarchy, participation and club health within a Local Government context.

#### COUNCILS WITH ONGOING LOCAL GOVERNMENT STRATEGIES:

- Blacktown City Council
- Wagga City Council
- Albury City Council
- Ballina Shire Council
- Central Coast Council

We look forward to the completion of these localised strategies and furthering our reach of strategic planning with our Council stakeholders for the coming year.

#### STATE GOVERNMENT

Tennis NSW continues to maintain a strong link with NSW State Government and will seek to strengthen this relationship as a number of opportunities present themselves in 2017/18. Regional growth and tourism remain high priorities for sport in NSW and our team will position itself to take full advantage of funding and development opportunities for tennis, our Members and relevant stakeholders.

#### MAJOR STADIA PROJECT

Tennis NSW/Tennis Australia were participants in the NSW State Government - Feasibility Study into a Multi-Purpose Court Sports Stadium venue for Greater Sydney.

We're most excited about the potential for a definitive way forward to ensure that Tennis NSW has international standard facilities to attract world-class players to Sydney and are able to position ourselves as a global leader on the world tennis tour.

The Feasibility Study will shape the future stadia for court sports within Sydney and we look forward to the outcomes of the report and the future impact this will have for NSW tennis fans and the promotion of our sport.





# PLACES TO PLAY



**TENNIS WORLD BOASTS AN OCCUPANCY RATE OF 85% AND EMPLOYS 20+ STAFF ACROSS AREAS SUCH AS CUSTOMER SERVICE, VENUE MAINTENANCE AND COACHING.**

## CLUB HEALTH

In an attempt to know our Members better the Places to Play team conducted a number Operational Health Checks throughout NSW venues.

### PROGRAM GOALS:

- ✓ Learn how the facility performs against national medians
- ✓ Compare the facility's results to previous year's performance
- ✓ Track areas of strength, areas to monitor and priorities to address
- ✓ Support strategic and business planning
- ✓ Evidence reporting and performance to stakeholders

The Operational Health Check is conducted in partnership between the University of South Australia, Tennis Australia and Tennis NSW. 2017/18 will see targeted activity in this program to prioritise venue operations for our Members and provide important information on club health locally.

## BOOK A COURT

A new national priority for tennis is the development of remote access booking systems for local tennis facilities. In 2016/17, Tennis Australia launched the new 'Book A Court' program with the aim of breaking down access barriers for casual players in local community venues. Book a Court is an online booking and payment platform for tennis clubs, accessed via gate pin pad technology.

### PROGRAM BENEFITS

- ✓ Easier access to tennis
- ✓ Revenue growth for tennis clubs and venue managers
- ✓ Ease of administration for volunteers and professional operators
- ✓ Meets modern consumer expectations

While in its infancy, a number of NSW venues have now implemented Book a Court. We expect this program to revolutionise access options for our sport at a local level in the coming years.

## SYDNEY OLYMPIC PARK TENNIS CENTRE (SOPTC)

Across the past year Tennis NSW continued to invest in the SOPTC. These improvements were delivered to enhance our high performance environment for elite athletes, evolve the fan experience at the Sydney International and provide first class tennis facilities for our local community users.

We would like to acknowledge our project partners Sydney Olympic Park Authority, NSW State Government and Tennis Australia, as without their support the following upgrades would not have been possible.

### SOPTC COMPLETED PROJECTS

- ✓ Venue lighting upgrades
- ✓ Compliance works
- ✓ Stadium and fan experience upgrades
- ✓ Court Resurfacing
- ✓ 2 court Indoor Training facility

## TENNIS NSW INDOOR TRAINING FACILITY

The most significant improvement to the venue in 2016/17 was the completion of the Tennis NSW Indoor Training Facility. The new Training Facility 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.

Tennis NSW offers the only sole purpose indoor tennis facility within metropolitan Sydney at our home in Sydney Olympic Park.

We will continue our commitment to develop SOPTC as one of the leading tennis facilities in NSW with further investment planned for 2017/18

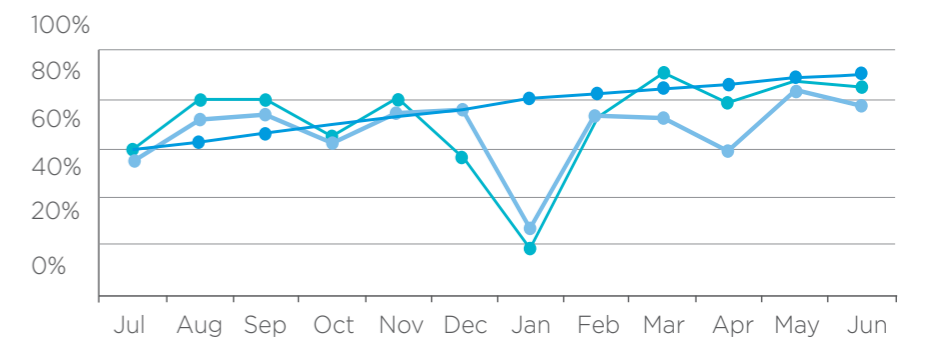
## TENNIS WORLD AT SOPTC

In an attempt to further evolve the SOPTC as a lead venue both in NSW and nationally, Tennis NSW has partnered with Tennis World to oversee the management and day-to-day operations of the SOPTC venue. The 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 began operations in July 2015. Since opening new systems, procedures and policies in an attempt to ensure both the business operations and community engagement are 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 competition structures and Hot Shots Leagues.

### OCCUPANCY%



■ SOP Actual ■ SOP Projected ■ SOP Actual Last Yr.

**NOW ITS SECOND FULL YEAR OF OPERATION, TENNIS WORLD - OLYMPIC PARK CONTINUES TO GROW FROM A PARTICIPATION PERSPECTIVE AND ADVANCES ITS FOCUS ON DELIVERING BEST PRACTICE VENUE OPERATIONS.**

**\$550,000 NATIONAL COURT REBATE FUNDING LEVERAGAED \$15 MILLION TOTAL TENNIS INVESTMENT ACROSS NSW**



## TOURNAMENTS & COMPETITIONS

Our Tournaments & Competitions team remains focused on providing a high quality competitive environment across NSW that is safe and attractive for players and families. Over 190 tournaments were hosted across NSW whilst the launch of the Sydney Tennis Leagues (STL) kicked off a revitalisation of the competition landscape in Metropolitan Sydney.

### MAJOR EVENT HIGHLIGHTS JUNIOR EVENTS

**Tennis NSW sanctioned 90 Australian Ranking (AR) tournaments across the State, with total participation numbers exceeding 15,600.**

Wollongong featured on the Australian Pro Tour Calendar for the third year running, hosting the Wollongong International. Whilst the new multi-million dollar tennis centre in Blacktown played host to the Blacktown Pro Tour, a new addition to the Pro Tour circuit. Off the back of the success of the inaugural Tweed Coast Tennis International, Tweed Heads again kicked off the beginning of the women's Australian Pro Tour calendar with an increased prize pool for their event.

### TENNIS NSW COUNTRY CHAMPIONSHIPS

Forster Tennis Club once again played host to the 2016 Tennis NSW Country Championships, with over 400 participants from Country NSW in attendance. The Championships also saw the introduction of the 16/U Teams Event and workshops for both Officiating and Coaching. This event would not be possible without the support and dedication of Wendy Saville and Ellen Gordon, who ensure this event is one that junior players from Country NSW look forward to each year.

The pinnacle events on the NSW calendar for juniors were the NSW Age, NSW State Championships and JDS State Finals, where we saw a combined total of more than 1,200 players compete. Sydney Olympic Park also played host to an ITF Junior event, with local NSW players taking three of the four titles on offer.

### STATE TEAMS EVENTS

The State Teams events for 10/u, 12/u and 14/u age groups saw the best players in Metropolitan Sydney and Country NSW compete for their region. Thanks to all of the Team Managers that played a role in these events and helped nurture the development of our future stars. A special thanks to Carol Langsford for her tireless efforts on team selection, team manager recruitment and overall coordination of these events, in collaboration with Tennis NSW staff.

### OTHER TOURNAMENTS

**70** ROUND ROBIN AND GENERAL TOURNAMENTS

**31** TENNIS SENIORS EVENTS

### SYDNEY TENNIS LEAGUE (STL)

The STL launched in February 2017, with the overarching objective to provide an opportunity for players from Hot Shots level through to professional athletes to engage in regular tennis competition against their peers in Metropolitan Sydney.

Revitalising the competition landscape in Metropolitan Sydney, the STL involves a tiered structure that will ensure Associations, Clubs and Centres remain the central providers and drivers of competition tennis through five primary Metro regions - North, South, Central, South West and West.

The Sydney Tennis League provides a participation pathway that fosters competition tennis locally, encourages Club and Regional loyalty, whilst also providing the opportunity and direction to reach the highest level state-wide. Players begin their journey with Hot Shots Leagues and aspire through the Sydney Tennis League pathway to play Super League.

A major focus for our organisation in 2017/18, we look forward to continuously developing and shaping the STL.





## MAJOR EVENTS

More than **65,000** fans enjoyed a week of world-class tennis in Sydney this January.

Gilles Muller and Johanna Konta powered through their respective draws to claim the Apia International Sydney titles, while Spanish superstar Rafael Nadal was joined by Dominic Thiem, Nick Kyrgios and Bernard Tomic in an entertaining second edition of FAST4 Tennis at the ICC Sydney.



### APIA INTERNATIONAL SYDNEY

#### WOMEN'S CHAMPIONSHIP

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 WTA Premier title. Britain's Johanna Konta and Agnieszka Radwanska took their runs through to the final where Konta was able to secure her first Apia International Sydney title in straight sets.

**I FELT EACH MATCH THAT I WAS PLAYING I WAS THINKING A LITTLE MORE CLEARLY AND WAS, JUST, I GUESS, GETTING THAT MUCH MORE MATCH-TIGHT, AS THE SAYING IS. BUT OVERALL, VERY HAPPY WITH THE MATCH I PLAYED TODAY. I REALLY FELT I DEFINITELY MAINTAINED A HIGH LEVEL THROUGHOUT AND I MADE IT VERY DIFFICULT FOR HER TO DO MUCH TODAY**  
JOHANNA KONTA.

#### OFFICIAL RESULTS

**WOMEN'S SINGLES:**  
Johanna Konta (GBR) d Agnieszka Radwanska (POL) 6-4 6-2

**WOMEN'S DOUBLES:**  
Sania Mirza (IND) & Barabara Strycova (CZE) d Timea Babos (HUN) & Anastasia Pavlyuchenkova (RUS) 6-4 6-4

#### MEN'S CHAMPIONSHIP

Wesley Koolhof and Matwe Middelkoop kicked off the final night of Apia International Sydney 2017 with an upset victory over the top seeds and defending champions Jamie Murray and Bruno Soares, before Australian favourites Lleyton Hewitt and Mark Philippoussis entertained the crowd in a Legends showpiece.

Thirteen years after reaching his first ATP final, Gilles Muller finally broke through for his maiden tournament victory. The lefty from Luxembourg was able to defeat Dan Evans in straight sets, cheered on by his young family.

**IT MEANS A LOT. I WAS WAITING A LONG TIME. PLAYED MY FIRST FINAL IN 2004 (IN WASHINGTON DC). WE ARE IN 2017 NOW, AND I WAITED 13 YEARS TO WIN MY FIRST TITLE. I'M JUST VERY HAPPY, GILLES MULLER.**

#### OFFICIAL RESULTS

**MEN'S SINGLES:**  
Gilles Muller (LUX) d Daniel Evans (GBR) 7-6(5) 6-2

**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 FAST4 Tennis in 2015 and 2016 that has seen Roger Federer, Raphael Nadal, Gael Monfils, Nick Kyrgios and Lleyton Hewitt, Sydney once again welcomed tennis superstars as Australia took on the World in a FAST4 Tennis showpiece at ICC Sydney.

Team captain Wally Masur joined sixteen-time Grand Slam champion Rafael Nadal and Austrian Dominic Thiem to take on Australia, led by Lleyton Hewitt, featuring Nick Kyrgios and Bernard Tomic across singles and doubles on Monday 9 January.

**ICC SYDNEY WAS A SELL-OUT IN TENNIS MODE, WITH 7,355 FANS PACKING IN TO CATCH THE ACTION.**

### EVENT MANAGEMENT BROADCAST SUMMARY

APIA INTERNATIONAL SYDNEY 2017

**2.1 MILLION VIEWERS TUNED INTO THE CHANNEL 7 NETWORK NATIONALLY**

AUSTRALIA V THE WORLD IN FAST4 TENNIS

**1.2 MILLION PEOPLE TUNED IN NATIONALLY**

#### INCREASING FAN ENGAGEMENT

58,736 tennis enthusiasts attended Apia International Sydney 2017, a 19% increase on 2016.

7,355 fans watched on as Australia took on the World in FAST4 Tennis. This was a sell-out for the first tennis event held at the ICC Sydney Theatre.

Kids' Tennis Day was a highlight of the week, with a 26% increase on 2016 attendance. The day included more activities and giveaways for kids than ever before as well as over 15 appearances from WTA and ATP Tour players.



# NATIONAL ACADEMY

2016/17 proved a productive year for the NSW Performance Team, with outstanding results on both the National and International stage.

## NATIONAL RESTRUCTURE

- After a national restructure in October 2016, the face of performance has changed with the division of the male and female programs. This provides coaches the opportunity to specialise in gender-specific tennis development.
- The performance pathway encompasses all areas of development from Super 10's and Talent Camps through to Pro Circuit Touring players.
- With Callum Beale taking the National Talent Manager role, Jaslyn Hewitt-Shehadie replaces him as the NSW National Academy and Talent Development Manager.

## ATHLETE SPOTLIGHT: ALEXEI POPYRIN

National Academy athlete Alexei Popyrin won the Junior French Open, becoming Australia's first boys' champion in Paris since Phil Dent in 1968.



## WHEELCHAIR PROGRAM

The wheelchair program led by Vernon Cheung saw the BNP Paribas World Team Cup dominated by NSW athletes.

## ATHLETE HIGHLIGHTS

- NSW athletes Ben Weekes, Adam Kellerman and Keegan Oh-Chee qualified for the final in Sardinia, Italy, finishing 10th in the world.
- Ben Weekes sits at #15 on the ITF rankings and #1 in Australia.

## MEDICAL STAFF:

**Doctor** Carolyn Broderick  
**Physiotherapist** Stephen Jackson  
**Nutritionist** Katrina Savage

## REGIONAL FORUMS

Working in conjunction with Tennis NSW, Jaslyn Hewitt-Shehadie has provided each region with a Regional Forum to promote and develop tennis in the regions. This initiative has representatives from each department present on key items to the regions allowing players, parents, coaches, clubs and associations a forum to grow tennis in their region.

## Alexi Popyrin

### 2017 ITF JUNIOR RESULTS

Roland Garros Junior Boys Championships Singles Winner  
58th Trofeo Bonfiglio Milan GA ITF Boys Singles Winner  
Casablanca G1ITF Boys Singles Winner

## GIRLS 12 - 15 BIRTH YEAR DEVELOPMENT COACH RAPHAEL DUREK

**Angelina Doredevic (2003)**  
• AR: 269  
• Tennis Australia Representative 2003 World Junior Team's Tour to Europe

**Anastasia Beresov (2003)**  
• AR: 195  
• Tennis Australia Representative 2003 World Junior Teams Tour to Europe

**Mia Repac (2004)**  
• AR: 246  
• Tennis Australia Representative 2004 birth year Tour to Europe

**Catherine Aulia (2004)**  
• AR: 254  
• Tennis Australia Representative 2004 birth year Tour to Europe

## NSW PRO TOUR PLAYERS

### Jordan Thompson (1994)

- AR: 2 ATP: 73
- 6th June Surbiton ATP Challenger Singles Finalist
- ATP 250 Brisbane International Singles Quarterfinalist
- ATP 250 Brisbane International Doubles Winner
- 31 October Canberra ATP Challenger Singles Semi Finalist
- 31 October Canberra ATP Challenger Doubles Winner
- 24 October Traralgon ATP Challenger Singles Winner
- 10 October Ho Chi Minh ATP Challenger Singles Winner
- 6 September Shanghai ATP Challenger Singles Semi Finalist

### James Duckworth(1992)

- AR: 7 ATP: 157
- 14 November Toyota Japan ATP Challenger Singles Winner
- 7 November Kobe Japan ATP Challenger Singles Finalist
- 31 October Canberra ATP Challenger Singles Winner

### Alex De Minaur (1998)

- 31 July - 6 August Segovia Spain Challenger Singles Winner
- 18-23 July Portugal Futures Singles Semi-Finalist
- 10-16 July Portugal Futures Singles Winner
- 10-16 July Portugal Futures Doubles Winner
- 14-19 March Drummondville, Quebec, Canada Challenger Singles Quarterfinalist

## STRENGTH AND CONDITIONING COACH:

**Matt Smith**

## MEN'S PRO TOUR COACH DAVID MOORE

### Max Purcell (1998)

- Lexington, USA Challenger Singles Quarter finalist
- 31 July - 6 August Lexington, USA Challenger Doubles Winner
- 11-16 April Jakarta, Indonesia Futures Singles Winner
- 3-9 April Jakarta, Indonesia Single semi-finalist
- 13-19 March Japan Futures Single Winner

### Chris O'Connell (1994)

- 30 Jan Burnie Challenger Singles Quarterfinalist

### Matthew Barton (1991)

- AR: 25 ATP: 494

## COACHING

- The Performance team continues to build on their strong relationships with both private coaches and Talent Development Coaches alike. The Talent Development Coaches program continues to expand with additional opportunities for Platinum TDCs.
- Assisting the Coach Education Team with High Performance coaching workshops specializing in men's and women's tennis, Nicole Kriz, Jaslyn Hewitt-Shehadie, Callum Beale, Jarrad Bunt and Simon Ede all presented to the wider coaching community on developing high performance players.

## STRENGTH AND CONDITIONING HEAD COACH:

**Alistair Murphy**

## ATHLETE HIGHLIGHTS

- NSW athletes Ben Weekes, Adam Kellerman and Keegan Oh-Chee qualified for the final in Sardinia, Italy, finishing 10th in the World.
- Ben Weekes sits at #15 on the ITF rankings and #1 in Australia.

## BOYS 16-18 BIRTH YEAR NATIONAL ACADEMY COACH JARRAD BUNT

### Alexei Popyrin (1999)

AR: 32 ATP: 760 ITF: 3

## 2017 ATP RESULTS

- Mragowo, Poland Futures Single Winner July
- Karlsruhe, Germany Futures Singles Quarterfinalist August
- **Rinky Hijikata (2001)**  
• AR: 123 ITF: 247
- AS Open Marbor, Spain ITF G4 Doubles Winner
- Lautoka Fiji ITF B2 Singles Quarterfinalist
- Lautoka Fiji ITF B2 Doubles Winner
- Gallipoli Youth Cup Melbourne, Australia ITF G4 Singles Semifinalist
- NZ ITF Summer Championships Auckland ITF G3 Doubles Winner

### Benard Nkomba (1999)

- AR: 58 ATP: 2010 ITF: 78
- Tennis Australia Grand Slam Tour Representative
- Competed at Roland Garros and Wimbledon

### Kody Pearson

- AR: 53 ATP: 1412 ITF: 176
- 2016 18/u Singles Finalist December Showdown



**GIRLS 16-18 BIRTH YEAR  
NATIONAL ACADEMY  
COACH NICOLE KRIZ**

**Miki Haet (1999)**

- AR: 23 WTA: 526
- July 17 Hua Hin \$15,000 Women's Singles Quarterfinalist
- July 10 Hua Hin \$15,000 Women's Singles Winner
- June 13 Kofu, Japan \$25,000 Women's Singles Quarterfinalist
- May 8 Hua Hin \$25,000 Women's Singles Quarterfinalist
- May 1 Hua Hin \$15,000 Women's Singles Winner

**Zara Brankovic (2001)**

- AR: 83 ITF: 543
- Queensland Junior Winter International #2 ITF G4 Singles Winner

**Alexandra Bozovic (1999)**

- AR: 30 WTA: 714
- July 10 Hua Hin \$15,000 Women's Singles Quarterfinalist
- 20 June \$15k Taipei, Chinese Taipei Singles Quarterfinalist
- June 13 Kofu, Japan \$25,000 Women's Singles Quarterfinalist

**Gabriella da Silva-Fick (2000)**

- AR: 35 WTA: 807
- 2016 16 under Singles Winner December Showdown
- 2016 16 under Doubles Winner December Showdown

**Ivana Popovic (2000)**

- AR: 70 ITF:281

**Renee McBryde (1999)**

- AR: 52

**Brooke Winley (1999)**

- AR: 71

**SCHOOL TENNIS RESULTS**

NSW Pizzey Cup Winners  
NSW Bruce Cup Winners

**WHEELCHAIR  
COACH VERNON CHEUNG**

**Ben Weekes**

- ITF:15
- BNP Paribas World Team Cup Representative
- 13 July Vancouver ITF # Series Singles Winner
- 13 July Vancouver ITF # Series Doubles Winner
- 5 June Busan Open ITF 2 Series Singles Quarterfinalist
- 5 June Busan Open ITF 2 Series Doubles Winner
- 23 May Korea Open ITF 1 Series Singles Quarterfinalist
- 23 May Korea Open ITF 1 Series Doubles Finalist

**Adam Kellerman**

- ITF: 119
- BNP Paribas World Team Cup Representative

**Keegan Oh'Chee**

- ITF: 55
- BNP Paribas World Team Cup Representative
- 26 June Queensland Wheelchair Tennis Open ITF Futures Singles Winner
- 26 June Queensland Wheelchair Tennis Open ITF Futures Doubles Winner
- 23 January 2017 Perry New Zealand Open ITF 3 Series Singles Semifinalist
- 23 January 2017 Perry New Zealand Open ITF 3 Series Doubles Semifinalist

**Stephan Rochecouste**

- ITF: 83
- 26 June Queensland Wheelchair Tennis Open ITF Futures Singles semifinalist
- 14 Feb Negomba Open Sri Lanka ITF Futures Doubles Finalist
- 30 January Orbit One Canterbury Championships ITF Futures Singles Winner
- 30 January Orbit One Canterbury Championships ITF Futures Doubles Winner

**ATHLETE SPOTLIGHT:  
MICHAELA HAET**

- Michaela Haet won her maiden Pro Circuit event in Hua Hin Thailand & claimed another title in the same city a few weeks later.
- A product of the NSW Performance program and Talent Development Coach Luke Bourgeois, Michaela earned a scholarship with RICE University in Texas.

**BOYS 12-15 BIRTH YEAR  
DEVELOPMENT  
COACH SIMON EDE**

**Jeremy Jin (2004)**

- AR: 523
- Tennis Australia Representative 2004 birth year Tour to Europe
- 2017 Bruce Cup Individual Singles Winner

**Shuannon Triccerri (2003)**

- AR: 497

**Antonio Li (2003)**

- AR: 486

**Rahul Desai (2003)**

- AR: 459

**Taj Hibbert (2004)**

- AR: 566

**WELLBEING INITIATIVE**

- In 2016/17 we focused on player and coach wellbeing to develop more well-rounded, holistic tennis players. The NSW Performance Team launched the program with the Resilience Project's Hugh Van Cuylenburg.
- Gratitude, mindfulness and resilience are the key topics to improve our players' wellbeing and mental health.
- Events such as "Mates Day!" and educational workshops will be held to ensure players are developing into well-rounded athletes.

**RANKINGS &  
ACHIEVEMENTS  
HIGHLIGHTS 2016/17**

- **AR = Australian Ranking** (As of 04.08.2017)
- **ATP Rankings** (As of 31.07.2017)
- **WTA Rankings** (As of 31.07.2017)
- **ITF Junior Rankings** as listed

**MEN'S**

**Jordan Thompson (1994)**

- AR: 2
- ATP Singles: 75
- ATP Doubles: 97

**James Duckworth (1992)**

- AR: 4
- ATP Singles: 149
- ATP Doubles: N/A

**Alex De Minaur (1999)**

- AR: 11
- ITF singles: 2 (04/09/2016)
- ATP Singles: 217
- ATP Doubles: 1015

**Blake Mott (1996)**

- AR: 13
- ATP Singles: 224
- ATP Doubles: N/A

**Chris O'Connell (1994)**

- AR: 16
- ATP Singles: 273
- ATP Doubles: 826

**Max Purcell (1998)**

- AR: 21
- ATP Singles: 367
- ATP Doubles: 581

**Mathew Barton (1991)**

- AR: 25
- ATP: 495
- ATP Doubles: 381

**Matt Reid (1990)**

- AR: 27
- ATP Singles: 1115
- ATP Doubles: 67

**Greg Jones (1989)**

- AR: 30
- ATP Singles: 648
- ATP Doubles: 1274

**Alexei Popyrin (1999)**

- AR: 31
- ITF singles: 2 (12/06/2017)
- ATP Singles: 755

**Jake Delaney (1997)**

- AR: 37
- ATP Singles: 831
- ATP Doubles: 780

**Dane Propoggia (1990)**

- AR: 39
- ATP Singles: 1060
- ATP Doubles: 400

**Aleksandar Vukic (1996)**

- AR: 47
- ATP Singles: 961
- ATP Doubles: 1210T

**Jarryd Chaplin (1992)**

- AR: 48
- ATP Singles: 1137 (12.06.2016)
- ATP Doubles: 175

**Kody Pearson (1999)**

- AR: 55
- ITF singles: 113 (02/01/2017)
- ATP: 1419
- ATP Doubles: 1296

**Benard Nkomba (1999)**

- AR: 58
- ITF singles: 55 (20/03/2017)
- ATP Singles: 1999
- ATP Doubles: 1235

**WOMEN'S**

**Ellen Perez (1995)**

- AR: 14
- WTA Singles: 363
- WTA Doubles: 258

**Seone Mendez (1999)**

- AR: 21
- ITF singles: 601 (25/09/2017)
- WTA Singles: 507
- WTA Doubles: 519

**Monique Adamczak (1983)**

- AR: 22
- WTA Singles: 670
- WTA Doubles: 80

**Michaela Haet (1999)**

- AR: 23
- WTA Singles: 532
- WTA Doubles: 1068

**Abbie Myers (1994)**

- AR: 25
- WTA Singles: 592
- WTA Doubles: 436

**Alexandra Bozovic (1999)**

- AR: 30
- WTA Singles: 722
- WTA Doubles: 857

**Angelique Svinos (1996)**

- AR: 32
- WTA Singles: 736
- WTA Doubles: 990

**Gabriella Da Silva-Fick (2000)**

- AR: 35
- WTA Singles: 807
- WTA Doubles: 5

**Kaitlin Staines (2000)**

- AR: 38
- ITF: 93 (09/01/2017)
- WTA Singles: 896
- WTA Doubles: 1116

**Anne-Marie Medcalf (1998)**

- AR: 45
- WTA Singles: 1226
- WTA Doubles: 1116

**Renee McBryde (1999)**

- AR: 48
- WTA Singles: N/A
- WTA Doubles: 876

**Linda Huang (1998)**

- AR: 49
- WTA: N/A

**Nicole Hoynaski (1994)**

- AR: 50
- WTA: N/A

**Natalie Barbir**

- AR: 52
- WTA Singles: N/A
- WTA Doubles: 1243

**Brooke Winley (1999)**

- AR 71
- WTA Singles: N/A
- WTA Doubles: 89



# FINANCIALS





# TENNIS NEW SOUTH WALES LIMITED

## DIRECTORS' REPORT

For the year ended 30 June 2017

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 2017 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 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
CHIEF EXECUTIVE OFFICER	
Mr A MacDonald	04.11.13 to 28.04.17
Mr L Robertson	07.06.17 to present

(\*) W Pascoe was appointed Acting Chief Executive Officer by the Board for the period 29.04.2017 to 06.06.2017 on a voluntary basis

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

### 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 2016 to June 2017 amounted to \$83,684. (2016:\$86,312)

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.

The Investment Manager has since been reviewed and it was resolved to continue the arrangement with Perpetual Private on the 20th December 2016.

### 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)	9	8			4	3		
W Pascoe (Vice-President)	9	9			4	4		
A. Mitton	9	6						
G. Porteous	9	9	5	4	4	4		
W. Saville	9	9			4	4		
C. Woodland	9	7			4	4		
J. Sweeney	9	9					4	4
T. Vonhoff	9	9	5	5			4	4
G. Sanford	9	7	5	4			4	4

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

B - Number of meetings attended.

### 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 2017. 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 2017

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 2017 was a surplus of \$551,369 (2016: \$731,904) and after including unrealised (loss)/ gain on investments, the total comprehensive income of the Company was \$1,241,089 (2016: \$243,859).

### 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 auditor's independence declaration is located at page 58.

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

Nil



G Doyle  
President



W Pascoe  
Vice-President

Dated at Sydney this .....fourteenth..... day of .....August..... 2017.



# TENNIS NEW SOUTH WALES LIMITED

## DIRECTORS' REPORT

For the year ended 30 June 2017

	NOTE	2017	2016
Administration revenue		218,168	311,930
Australian Tennis Museum revenue		28,260	27,221
Membership revenue		1,511,431	1,162,253
Participation revenue		1,223,213	1,075,600
Tournaments and officiating revenue		383,291	392,612
Places to play revenue		815,719	486,661
Marketing revenue		138,020	136,000
<b>Total revenue</b>		<b>4,318,102</b>	<b>3,592,277</b>
Administration expenses		1,104,804	1,017,334
Australian Tennis Museum expenses		69,421	39,905
Membership expenses		242,045	214,436
Participation expenses		1,070,797	1,050,800
Tournaments and officiating expenses		771,314	673,918
Places to play expenses		1,076,930	1,139,597
Marketing expenses		197,897	149,280
<b>Total expenses</b>	4	<b>4,533,208</b>	<b>4,285,270</b>
<b>OPERATING DEFICIT</b>		<b>(215,106)</b>	<b>(692,993)</b>
<b>Investment income</b>			
Dividend and Interest (net of fund management fees)		696,062	1,521,511
Realised (loss)/gain on Disposal of Investments		70,413	(96,614)
<b>NET INVESTMENT INCOME</b>	5	<b>766,475</b>	<b>1,424,897</b>
<b>SURPLUS FOR THE YEAR</b>		<b>551,369</b>	<b>731,904</b>
<b>OTHER COMPREHENSIVE INCOME</b>			
Unrealised (loss)/gain on Investments		689,720	(488,045)
<b>Total comprehensive income for the year</b>		<b>1,241,089</b>	<b>243,859</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 39 to 53.

### ASSETS

Cash and cash equivalents  
Trade and other receivables  
Other assets

#### Total current assets

Investments  
Intangible assets  
Property, plant and equipment

#### Total non-current assets

#### Total assets

### LIABILITIES

Trade payables and other payables  
Employee benefits  
Income received in advance  
Other liabilities  
Provisions

#### Total current liabilities

Employee benefits

#### Total non-current liabilities

#### Total liabilities

### NET ASSETS

#### Members' equity

Retained earnings  
Grassroots and Facilities Reserve  
Capital and general reserves

#### Total members' equity

The statement of financial position is to be read in conjunction with the notes to the financial statements set out 39 to 53.

	NOTE	2017	2016
Cash and cash equivalents	7	1,316,483	944,064
Trade and other receivables	8	655,541	706,647
Other assets	9	74,904	76,382
<b>Total current assets</b>		<b>2,046,928</b>	<b>1,727,093</b>
Investments	10	17,959,261	16,861,108
Intangible assets	11	1,043,859	1,243,863
Property, plant and equipment	12	2,512,998	2,061,021
<b>Total non-current assets</b>		<b>21,516,118</b>	<b>20,165,992</b>
<b>Total assets</b>		<b>23,563,046</b>	<b>21,893,085</b>
Trade payables and other payables	13	728,260	451,415
Employee benefits	14	174,472	174,797
Income received in advance	15	543,361	579,152
Other liabilities	16	79,392	137,464
Provisions	17	433,614	406,056
<b>Total current liabilities</b>		<b>1,959,099</b>	<b>1,748,884</b>
Employee benefits	14	50,287	50,198
<b>Total non-current liabilities</b>		<b>50,287</b>	<b>50,198</b>
<b>Total liabilities</b>		<b>2,009,386</b>	<b>1,799,082</b>
<b>NET ASSETS</b>		<b>21,553,660</b>	<b>20,094,003</b>
Retained earnings		1,142,757	742,218
Grassroots and Facilities Reserve		18,502,853	17,443,735
Capital and general reserves		1,908,050	1,908,050
<b>Total members' equity</b>		<b>21,553,660</b>	<b>20,094,003</b>



# TENNIS NEW SOUTH WALES LIMITED

## DIRECTORS' REPORT

For the year ended 30 June 2017

	GRASSROOTS & FACILITIES RESERVE	INVESTMENT REVALUATION RESERVE	GENERAL RESERVE	FIXED ASSET RESERVE	RETAINED EARNINGS	TOTAL EQUITY
Balance at 1 July 2015						
<b>Total comprehensive income for the period</b>	<b>(15,800,788)</b>	<b>(1,133,552)</b>	<b>(1,577,664)</b>	<b>(330,046)</b>	<b>(1,034,299)</b>	<b>(19,876,689)</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 gain 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	(340)	-	-	26,545
Balance at 30 June 2016	<b>(16,824,773)</b>	<b>(618,962)</b>	<b>(1,578,004)</b>	<b>(330,046)</b>	<b>(742,218)</b>	<b>(20,094,003)</b>
	26,545					
Balance at 1 July 2016	(16,824,773)	(618,962)	(1,578,004)	(330,046)	(742,218)	(20,094,003)
<b>Total comprehensive income for the period</b>						
<b>OTHER COMPREHENSIVE INCOME</b>						
Unrealised gain on investments	-	(689,720)	-	-	-	(689,720)
Surplus for the period	-	-	-	-	(551,369)	(551,369)
Transfer out/(in) of fund income	(696,062)	-	-	-	696,062	-
Realised loss on sale	(70,413)	-	-	-	70,413	-
Fund income distributed to Operations	615,645	-	-	-	(615,645)	-
Write back of previously reported unrealised gains on investments now disposed of	-	(218,568)	-	-	-	(218,568)
Balance at 30 June 2017	<b>(16,975,603)</b>	<b>(1,527,250)</b>	<b>(1,578,004)</b>	<b>(330,046)</b>	<b>(1,142,757)</b>	<b>(21,553,660)</b>

The statement of changes in equity is to be read in conjunction with the notes to the financial statements set out on pages 39 to 53.



# TENNIS NEW SOUTH WALES LIMITED

## DIRECTORS' REPORT

For the year ended 30 June 2017

	NOTE	2017	2016
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash receipts from customers		4,273,337	4,126,481
Cash paid to suppliers and employees		(3,690,034)	(4,205,973)
Interest received		7,054	3,074
<b>Net cash used in operating activities</b>	19a	<b>590,357</b>	<b>(76,418)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Dividends and Interest received relating to investments		615,643	400,912
Acquisition of property, plant and equipment	12	(661,139)	(488,230)
<b>Net cash used in investing activities</b>		<b>(45,496)</b>	<b>(87,318)</b>
Net decrease in cash and cash equivalents		544,861	(163,736)
Cash and cash equivalents at 1 July		638,008	801,744
<b>Cash and cash equivalents at 30 June</b>	19b	<b>1,182,869</b>	<b>638,008</b>

The statement of cash flows is to be read in conjunction with the notes to the financial statements set out on pages 39 to 53.

### 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 14 August 2017.

#### (B) BASIS OF MEASUREMENT

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

#### (C) FUNCTIONAL AND PRESENTATION CURRENCY

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

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

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

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

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 12 - 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

## DIRECTORS' REPORT

For the year ended 30 June 2017

### 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)

##### (i) 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) 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

## DIRECTORS' REPORT

For the year ended 30 June 2017

### (D) 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.

The Board considers any significant or prolonged decline in value of the financial asset below cost as a trigger to assess for impairment.

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.

### (E) EMPLOYEE BENEFITS

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

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

#### (ii) Short-term 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.



# TENNIS NEW SOUTH WALES LIMITED

## DIRECTORS' REPORT

For the year ended 30 June 2017

### (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.

### (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 2016, 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. OTHER EXPENSES

Net surplus includes the following specific expenses:

	2017	2016
Depreciation expense		
Plant and equipment	53,692	57,184
Leasehold buildings and stands	125,034	119,314
SOPTC grounds	9,660	10,178
Leasehold Powells Creek	11,078	11,079
Clay Courts	5,022	5,022
Australian Tennis Museum assets	4,676	6,479
Amortisation of intangibles	200,004	200,004
Salaries and related on-costs	1,605,129	1,499,964
Superannuation contributions	133,231	126,581
SOPA levies	194,068	189,928
Maintenance expenditure	59,157	81,420
Utilities	44,448	57,882
Movement in the provision for employee entitlements	237	(103,481)
Movement in the provision for bad and doubtful debts	1,600	(13,341)

## 5. INVESTMENT INCOME AND COSTS

	2017	2016
Grassroots and Facilities Fund income (net of fees)	696,062	1,521,511
Realised gain/(loss) on disposal of investments	70,413	(96,614)
<b>Total investment income</b>	<b>766,475</b>	<b>1,424,897</b>

## 6. AUDITORS' REMUNERATION

	2017	2016
Auditors of the Company		
Nexia Court & Co		
Audit and review of financial reports	20,000	20,000
Other services	7,200	7,650
	<b>28,000</b>	<b>27,650</b>



# TENNIS NEW SOUTH WALES LIMITED

## DIRECTORS' REPORT

For the year ended 30 June 2017

### 7. CASH AND CASH EQUIVALENTS

	2017	2016
Bank balances	388,617	493,878
Cash on hand	90	800
Deposits at call	794,162	143,330
Total Cash and Cash Equivalents - Operations	1,182,869	638,008
<i>Cash held for provisions*</i>		
Sinking Fund Cash account	74,176	254,296
Other cash accounts held for provisions	59,438	51,760
<b>Cash and cash equivalents</b>	<b>1,316,483</b>	<b>944,064</b>

\*Refer Note 17 for related provisions.

### 8. TRADE AND OTHER RECEIVABLES

	2017	2016
Trade receivables	64,196	108,664
Less: Provision for doubtful debts	(7,455)	(2,646)
Investment income receivable	576,935	582,629
Other receivables	21,865	18,000
<b>655,541</b>	<b>706,647</b>	

### 9. OTHER ASSETS

	2017	2016
Managed investments at market value	74,904	76,382
<b>74,904</b>	<b>76,382</b>	

### 10. INVESTMENTS

	2017	2016
Managed Investments at Market Value	17,959,261	16,861,108
<b>17,959,261</b>	<b>16,861,108</b>	

### 11. INTANGIBLE ASSETS

	2017	2016
Capitalised Leasehold Costs	7,153,875	7,153,875
Less: Provision for Amortisation	(6,110,016)	(5,910,012)
<b>1,043,859</b>	<b>1,243,863</b>	

# TENNIS NEW SOUTH WALES LIMITED

## DIRECTORS' REPORT

For the year ended 30 June 2017

### 12. 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 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>
Balance at 1 July 2016	2,089,673	891,214	252,062	141,763	378,282	110,781	118,234	<b>3,982,009</b>
Additions	-	133,081	-	-	-	-	528,058	<b>661,139</b>
Disposals	-	-	-	-	-	-	-	<b>-</b>
Balance at 30 June 2017	2,089,673	1,024,295	252,062	141,763	378,282	110,781	646,292	<b>4,643,148</b>
<b>ACCUMULATED DEPRECIATION/AMORTISATION</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>
Balance at 1 July 2016	(671,050)	(542,826)	(208,997)	(56,923)	(353,903)	(87,289)	-	<b>(1,920,988)</b>
Depreciation charge for the year	(125,034)	(53,692)	(5,022)	(9,660)	(4,675)	(11,079)	-	<b>(209,162)</b>
Disposals	-	-	-	-	-	-	-	<b>-</b>
Balance at 30 June 2017	(796,084)	(596,518)	(214,019)	(66,583)	(358,578)	(98,368)	-	<b>(2,130,150)</b>
<b>CARRYING AMOUNTS</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>
At 1 July 2016	1,418,623	348,388	43,065	84,840	24,379	23,492	118,234	<b>2,061,021</b>
At 30 June 2017	1,293,589	427,777	38,043	75,180	19,704	12,413	646,292	<b>2,512,998</b>



# TENNIS NEW SOUTH WALES LIMITED

## DIRECTORS' REPORT

For the year ended 30 June 2017

### 13. TRADE AND OTHER PAYABLES

#### CURRENT

Trade payables  
Other payables and accrued expenses

	2017	2016
Trade payables	401,668	233,323
Other payables and accrued expenses	326,592	218,092
<b>728,260</b>	<b>451,415</b>	

### 14. EMPLOYEE BENEFITS

#### CURRENT

Provision for long-service leave  
Provision for annual leave

	2017	2016
Provision for long-service leave	39,845	33,273
Provision for annual leave	134,627	141,524
<b>174,472</b>	<b>174,797</b>	

#### NON-CURRENT

Provision for long-service leave

	2017	2016
Provision for long-service leave	50,287	50,198
<b>50,287</b>	<b>50,198</b>	

### 15. INCOME RECEIVED IN ADVANCE

Affiliation & memberships  
Tennis Australia court rebate  
Other Income

	2017	2016
Affiliation & memberships	526,629	328,997
Tennis Australia court rebate	-	200,000
Other Income	16,732	50,155
<b>543,361</b>	<b>579,152</b>	

### 16. OTHER LIABILITIES

#### CURRENT

GST net liability  
Payroll related accruals

	2017	2016
GST net liability	33,621	80,968
Payroll related accruals	45,771	56,496
<b>79,392</b>	<b>137,464</b>	

### 17. PROVISIONS

Sinking Fund liability  
Provision for SOPTC Sinking fund (refer Note 21)  
Other provisions

	2017	2016
Sinking Fund liability	74,176	254,296
Provision for SOPTC Sinking fund (refer Note 21)	300,000	100,000
Other provisions	59,438	51,760
<b>433,614</b>	<b>406,056</b>	

### 18. 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

	2017	2016
Less than one year	40,000	40,000
Between one and five years	20,000	60,000
More than five years	-	-
<b>60,000</b>	<b>100,000</b>	

### 19. 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  
Sinking Fund Contribution  
(Gain)/Loss on disposal of investments  
Loss on disposal of property, plant & equipment  
Investment income received or receivable  
**Operating surplus/(deficit) changes in working capital and provisions**

	2017	2016
Surplus for the period	551,369	731,904
<i>Adjusted for:</i>		
Depreciation and Amortisation	409,166	409,260
Sinking Fund Contribution	200,000	-
(Gain)/Loss on disposal of investments	(70,413)	96,614
Loss on disposal of property, plant & equipment	-	3,974
Investment income received or receivable	(696,062)	(1,521,511)
<b>Operating surplus/(deficit) changes in working capital and provisions</b>	<b>394,060</b>	<b>(279,759)</b>

Change in trade and other receivables  
Change in inventories  
Change in income received in advance  
Change in trade and other payables  
Change in other assets  
Change in net GST payable  
Change in provisions and employee benefits

	2017	2016
Change in trade and other receivables	45,426	59,899
Change in inventories	-	7,560
Change in income received in advance	(35,792)	145,740
Change in trade and other payables	232,768	143,277
Change in other assets	1,478	(2,195)
Change in net GST payable	(47,347)	(47,459)
Change in provisions and employee benefits	(237)	(103,481)

#### Net cash used in operating activities

**590,357**      **(76,418)**

#### (B) CASH AND CASH EQUIVALENTS

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

	2017	2016
Bank balances	388,617	493,878
Deposits at call	90	800
Cash on hand	794,162	143,330
<b>Cash and Cash Equivalents in the Statement of cashflows</b>	<b>1,182,869</b>	<b>638,008</b>

## SECTION 2: PROFIT & LOSS STATEMENT

### TENNIS NEW SOUTH WALES LIMITED DIRECTORS' REPORT

For the year ended 30 June 2017

#### 20. 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 \$270,134 (2016: \$443,636).

#### 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". As a result of Tennis NSW performance this financial year, there is a contingent liability of NIL (2016: \$150,000) as "Available Cash" was generated in excess of the "Carried Forward Contribution" amount for 2017, being \$200,000. This has been reflected as a provision in the current year.

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.

#### 22. SUBSEQUENT EVENTS

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

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

- A. the financial statements and notes set out on pages 5 to 19, 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 2017 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.

  
\_\_\_\_\_  
G Doyle  
President  
\_\_\_\_\_  
W Pascoe  
Vice-President

Dated at Sydney this fourteenth day of August 2017.



# TENNIS NEW SOUTH WALES LIMITED

## DETAILED INCOME AND EXPENSE STATEMENT

### REVENUE

#### ADMINISTRATION REVENUE

Tennis Australia event licence fee and contribution	121,122	258,864
Powell's Creek rental income	89,992	49,992
Other income	7,054	3,074

#### AUSTRALIAN TENNIS MUSEUM REVENUE

Ticket Sales / Fundraising	20,132	9,971
Merchandise Sales	5,532	3,935
Other Income	2,596	13,315

#### MEMBERSHIP REVENUE

Tennis Australia grants	643,670	323,860
Incentive program - Tennis Connect	180,240	168,260
Affiliations and memberships	687,521	670,133

#### PARTICIPATION REVENUE

Tennis Australia grants and contributions	1,125,344	991,501
Government grants	95,000	60,000
Other income	2,869	24,099

#### TOURNAMENTS AND OFFICIATING REVENUE

Tennis Australia contributions	269,834	250,000
Sanction Fees	320,000	-
Entry Fees	203,900	200,000
Sponsorship	20,751	34,145
Other income	1,233	2,516

#### MARKETING REVENUE

Sponsorship	138,021	136,000
-------------	---------	---------

#### Total revenue

	2017	2016
<b>ADMINISTRATION REVENUE</b>		
Tennis Australia event licence fee and contribution	121,122	258,864
Powell's Creek rental income	89,992	49,992
Other income	7,054	3,074
	<b>218,168</b>	<b>311,930</b>
<b>AUSTRALIAN TENNIS MUSEUM REVENUE</b>		
Ticket Sales / Fundraising	20,132	9,971
Merchandise Sales	5,532	3,935
Other Income	2,596	13,315
	<b>28,260</b>	<b>27,221</b>
<b>MEMBERSHIP REVENUE</b>		
Tennis Australia grants	643,670	323,860
Incentive program - Tennis Connect	180,240	168,260
Affiliations and memberships	687,521	670,133
	<b>1,511,431</b>	<b>1,162,253</b>
<b>PARTICIPATION REVENUE</b>		
Tennis Australia grants and contributions	1,125,344	991,501
Government grants	95,000	60,000
Other income	2,869	24,099
	<b>1,223,213</b>	<b>1,075,600</b>
<b>TOURNAMENTS AND OFFICIATING REVENUE</b>		
Tennis Australia contributions	269,834	250,000
Sanction Fees	320,000	-
Entry Fees	203,900	200,000
Sponsorship	20,751	34,145
Other income	1,233	2,516
	<b>815,718</b>	<b>486,661</b>
<b>MARKETING REVENUE</b>		
Sponsorship	138,021	136,000
	<b>138,021</b>	<b>136,000</b>
<b>Total revenue</b>	<b>4,318,102</b>	<b>3,592,277</b>

### EXPENSES

Tournament and program expenses		
Rebates and incentives		
Salaries and related on-costs		
Other employee expenses		
Coaching expenses		
Travel and accommodation expenses		
Marketing and promotional expenses		
Office and administration expenses		
SOPA levies		
Other rental expenses		
Maintenance expenses		
Utilities		
Insurance		
Professional fees		
Tennis World Venue APIA hire and Management fee		
Cost of goods sold		
Depreciation and Amortisation		
Sinking Fund Contribution		
Sundry expenses		

#### Total expenses

#### Operating deficit before investment income

	2017	2016
Tournament and program expenses	570,763	532,846
Rebates and incentives	79,015	58,918
Salaries and related on-costs	1,738,390	1,626,545
Other employee expenses	30,294	28,991
Coaching expenses	-	2,461
Travel and accommodation expenses	294,157	310,862
Marketing and promotional expenses	133,308	122,838
Office and administration expenses	155,514	146,056
SOPA levies	195,035	189,928
Other rental expenses	40,182	46,290
Maintenance expenses	59,157	81,420
Utilities	44,448	57,882
Insurance	239,745	225,899
Professional fees	101,599	189,580
Tennis World Venue APIA hire and Management fee	195,000	195,023
Cost of goods sold	8,100	3,406
Depreciation and Amortisation	409,165	409,260
Sinking Fund Contribution	200,000	-
Sundry expenses	<b>39,336</b>	<b>57,065</b>
<b>Total expenses</b>	<b>4,533,208</b>	<b>4,285,270</b>
<b>Operating deficit before investment income</b>	<b>(215,106)</b>	<b>(692,993)</b>

## Independent Auditor's Report to the Members of Tennis New South Wales Limited

### Report on the Audit of the Financial Report

#### Opinion

We have audited the financial report of Tennis New South Wales Limited (the Company), which comprises the statement of financial position as at 30 June 2017, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the directors' declaration.

In our opinion, the accompanying financial report of the Company is in accordance with the *Corporations Act 2001*, including:

- i) giving a true and fair view of the Company's financial position as at 30 June 2017 and of its financial performance for the year then ended; and
- ii) complying with Australian Accounting Standards - Reduced Disclosure Requirements and *the Corporations Regulations 2001*.

#### Basis for opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the 'auditor's responsibilities for the audit of the financial report' section of our report. We are independent of the entity in accordance with the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor's report.

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

#### Other information

The directors are responsible for the other information. The other information comprises the information in Tennis New South Wales Limited's annual report for the year ended 30 June 2017, but does not include the financial report and the auditor's report thereon.

Our opinion on the financial report does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of the other information we are required to report that fact. On the date of this report we have not received the other information to be included in the annual report. We will review this information when it is available.

#### 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.

In preparing the financial report, the directors are responsible for assessing the entity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the entity or to cease operations, or have no realistic alternative but to do so.

#### Auditor's responsibility for the audit of the financial report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

A further description of our responsibilities for the audit of the financial report is located at The Australian Auditing and Assurance Standards Board website at: <http://www.auasb.gov.au/Home.aspx>. This description forms part of our auditor's report.

We also provide the directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.



#### Nexia Sydney Partnership



**Joseph Santangelo**  
Partner

Dated: 14 August, 2017  
Sydney





To the Board of Directors of Tennis New South Wales Limited

**Auditor's Independence Declaration under section 307C of the *Corporations Act 2001***

As lead audit partner for the audit of the financial statements of Tennis New South Wales Limited for the financial year ended 30 June 2017, I declare that to the best of my knowledge and belief, there have been no contraventions of:

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

Yours sincerely

**Nexia Sydney Partnership**

**Joseph Santangelo**  
Partner  
Sydney

Date:

**Sydney Office**  
Level 16, 1 Market Street  
Sydney NSW 2000  
PO Box H195  
Australia Square NSW 1215  
p +61 2 9251 4600  
f +61 2 9251 7138  
e [info@nexiasydney.com.au](mailto:info@nexiasydney.com.au)  
w [nexia.com.au](http://nexia.com.au)

Liability limited by a scheme approved under Professional Standards Legislation.  
Nexia Sydney Partnership (ABN 71 502 156 7331) is an independent firm of Chartered Accountants. It is affiliated with, but independent from, Nexia Australia Pty Ltd, which is a member of Nexia International, a worldwide network of independent accounting and consulting firms. Neither Nexia International nor Nexia Australia Pty Ltd, deliver services in its own name or otherwise. Nexia International Limited and the member firms of the Nexia International network (including those members which trade under a name which includes NEXIA) are not part of a worldwide partnership.  
The trademarks NEXIA INTERNATIONAL, NEXIA and the NEXIA logo are owned by Nexia International Limited and used under licence.

## STAFF

### STAFF (AS OF 1 JULY 2017)

#### CEO & SYDNEY INTERNATIONAL TOURNAMENT DIRECTOR:

**Lawrence Robertson**

#### BUSINESS SERVICES

Business Services Manager:

**Melissa Achten**

Membership and Club Coordinator:

**Evan O'Neill**

Membership and Club Coordinator:

**Michelle Howe (maternity leave)**

Membership and Administration Assistant:

**Nikita Sayle**

Australian Tennis Museum Curator:

**Joanne Sippel**

#### PARTICIPATION:

Participation Manager:

**Matthew Starr**

School Development Coordinator:

**Troy Smith**

School Development Coordinator:

**Nicole Shanahan**

Senior Participation Leader, North West:

**Ken Wray**

Participation Leader, Sydney North:

**Daniella Scivetti**

Participation Leader, Sydney East/South:

**Mark Barecca**

Participation Leader, North East:

**Kylie Hunt**

Participation Leader, South East:

**Kristina PejkoVIC**

Participation Leader, Central West:

**Susan Harris**

Participation Leader, Northumberland:

**Maurice Murphy**

Coach Development Manager:

**Tim Hill**

Coach Development Coordinator:

**Sam Bradshaw**

Coach Development Administrator:

**Margaret Parker**

#### PLACES TO PLAY:

Places to Play Manager:

**Adam Renfrey**

Facility Operations Manager:

**Shaun Mulraney**

Places to Play Operations Coordinator:

**Anthony D'Agata**

#### SYDNEY INTERNATIONAL:

Event Operations Manager:

**Kim Dannoun**

#### TOURNAMENTS AND COMPETITIONS:

Leagues and Events Coordinator:

**Melanie Cantwell**

Leagues and Events Coordinator:

**Michael Spry**

#### ATHLETE DEVELOPMENT:

National Talent Development Manager:

**Callum Beale**

National Academy & Talent Development Manager NSW:

**Jaslyn Hewitt-Shehadie**

Development Team 12-15 Girls:

**Raphael Durek**

Development Team 12-15 Boys:

**Simon Ede**

Development Team 16-18 Girls:

**Nicole Kriz**

Development Team 16-18 Boys:

**Jarrad Bunt**

Pro-Tour Men's Coach:

**David Moore**

Physical Performance Coach:

**Matthew Smith**

National Wheelchair Coach:

**Vernon Cheung**

#### TENNIS WORLD AT SOPTC:

Tennis World SOPTC Manager:

**Tim White**

Tennis World SOPTC Coaching Coordinator:

**Dave Berthon**

Customer Services Coordinator:

**Tijana Bogdanovic**

Programs and Competitions Coordinator:

**Simon Keogh**

Pro Shop:

**Mitchell Tower**

SOPTC Grounds Keeper:

**Adrian O'Connor**

## BOARD & COMMITTEES

### TENNIS NSW BOARD

#### PRESIDENT

**Greg Doyle**

#### VICE PRESIDENT

**Wayne Pascoe**

#### BOARD OF DIRECTORS

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

### COMMITTEES & SUB-COMMITTEES

#### TENNIS SYDNEY:

**Ginette Porteous** – Chair

**Wayne Pascoe**

**Glen Sanford**

**David Cochrane**

**Rick Anderson**

**Stephan Redknapp**

**Patrick Jensen**

**Martina Hudaly**

**Hayley Ericksen**

**Luca Lavermicocca**

**Carol Langsford**

### TENNIS COUNTRY

**Wendy Saville** (Independent Chair)

**Dave Allen** (CD - South East)

**Gordon Munro** (RD - South East)

**Brendan Lee** (CD - North East)

**Doug Wilkinson** (RD - North East)

**Ellen Gordon** (CD - Northumberland)

**Robert Eldridge** (RD - Northumberland)

**Justine Sherriff** (CD - North West)

**Peter Louis** (RD - North West)

**Carey Sinden** (RD - Central West)

**Matt Edwards** (CD - Central West)

**Michael Rowing** (CD - South West)

**Scott Eulenstein** (RD - South West)

### AUDIT AND RISK

**Trudy Vonhoff** – Chair

**Ginette Porteous**

**Glen Sanford**

**Alistair MacDonald**

**Adam Renfrey** – Staff Liaison

### REMUNERATION & NOMINATIONS

**Wayne Pascoe** – Chair

**Greg Doyle**

**Ginette Porteous**

**Wendy Saville**

**Chris Woodland**

**Melissa Achten** – Staff Liaison

### INVESTMENT COMMITTEE

**Jonathan Sweeney** – Chair

**Trudy Vonhoff**

**Glen Sanford**

**Michelle Bowrey** – 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 Healey** 2007-2010  
**H Beck** 2010-2013  
**G Doyle** 2013-Present

#### GENERAL 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

**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** 2013-2017  
**L Robertson** 2017-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 Bromwich\*  
 John H Crawford OBE\*  
 Henry Hopman OBE\*  
 Adrian K Quist\*  
 Lewis A Hoad\*  
 Kenneth R Rosewall MBE AM

#### 1978

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

#### 1980

WV Austin

#### 1981

Hon LA North AM\*  
 KC Shell OAN

#### 1982

Dorn Fogarty OAM\*  
 AD Gray 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  
 Paul Wigney

#### 2007

Carol Langsford OAM  
 Todd Woodbridge OAM

#### 2012

Brian Armstrong  
 Mick Parslow

#### 2013

Harry Beck

#### 2014

Wendy Saville

#### 2016

Gregory Doyle

## 2017 NSW TENNIS AWARDS

Awarded for the first time in 2017, the NSW Tennis Awards recognise tennis clubs, organisations and individuals in the New South Wales Tennis community. NSW Tennis Award winners in eligible categories have been put forward as state nominees for the 2017 Australian Tennis Awards.

### MALE ATHLETE OF THE YEAR

Jordan Thompson



### FEMALE JUNIOR ATHLETE OF THE YEAR

Michaela Haet



### MALE JUNIOR ATHLETE OF THE YEAR

Alexei Popyrin



### MOST OUTSTANDING ATHLETE WITH A DISABILITY

Benjamin Weekes



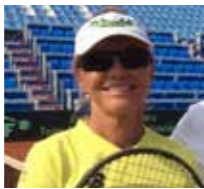
### FEMALE ATHLETE OF THE YEAR

Ellen Perez



### MOST OUTSTANDING 35+ TENNIS SENIOR

Adrienne Avis



### COACHING EXCELLENCE - TALENT DEVELOPMENT

Luke Bourgeois



### MOST OUTSTANDING TENNIS CLUB/ CENTRE

City Community Tennis - Jensen's Tennis



### VOLUNTEER ACHIEVEMENT AWARD

Jennifer Quigley



### MOST OUTSTANDING SCHOOL

The McDonald College



### COACHING EXCELLENCE - CLUB

Tony Podesta



### MOST OUTSTANDING TOURNAMENT

Clarke and Humel Manly Seaside Tennis Championship



## MEMBERSHIP CLUB LIST

CENTRAL WEST	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
<b>CENTRAL WEST</b>		
Bathurst Carillon City Tennis Club Inc.	402	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	47	70
Dunedoo Tennis Club		65
Eglington 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.	11,292	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>15,468</b>	<b>13834</b>

METROPOLITAN	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
<b>METROPOLITAN</b>		
A Tennis Adventure	45	222
AbbTen	41	39
Alcoomie Tennis Court		
Allambie Heights Community Tennis Club	329	298
Artarmon Community Tennis	11591	260
Artarmon District Tennis Club	38	40
Ashford		
Balgowlah Tennis Club	35	1
Bankstown Sports Tennis Club	98	231
Bareena Park Tennis Club Inc.	194	178
Bayview Tennis Club	161	158
Beecroft Lawn Tennis Club	172	186
Belrose Tennis Club	76	79
Berala-Carramar Hardcourt Tennis Association	265	315
Blacktown Tennis Inc.	167	168
Bluegum - Private Court	27	18
Boronia Tennis Court		
Brenan Park Tennis Centre	23	
BWR Tennis	75	
Cammeray Tennis Club	61	49
Canterbury-Bankstown Tennis Association	637	614
Careel Bay Tennis Club	160	219
Castlecrag Sports Club Inc.	189	189
Chatswood Tennis Club	186	182
Cheltenham Recreation Club	88	102
City West Tennis School		
Cleland Tennis Club Inc.	41	33
Collaroy Tennis Club Inc.	121	121
Coogee Tennis		
Coolong Court		
Cooper Park Tennis Pty Ltd		
Crestwood Tennis Association Inc.	57	67
Croydon Tennis Centre	35	13
Eastcourts Tennis Club	89	
Eastern Suburbs Tennis Association	1061	852
Eastwood - Thornleigh District Tennis Association	761	819
Ermington United Sports & Recreation Club Inc.	35	
Evolve Tennis Academy	626	166
Fisher Tennis Centre		7
Five Dock Tennis Centre		
Forestville Park Tennis Club	112	106
Friends of the Australian Tennis Museum		40
Gian Arpino Tennis		
Glenwood Tennis		
Got Game		



REGION	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
Grand Slam Tennis	2337	
Hallam Ave Tennis Club	32	
Hastings Park Tennis Centre	127	37
Hillcrest Tennis Courts	13	
Hills District Tennis Association	984	721
Hornsby Kuring-Gai District Tennis Association	1099	452
Hunters Hill Club	4	23
Hunters Hill Tennis Club	102	129
I Play Tennis Academy		
Illawarra Suburbs Lawn Tennis Association	1580	1780
In Deep Tennis & Fitness		
Ingleburn Tennis Club	45	39
Inspire Tennis	181	
Jensen's Tennis Centre / City Community Tennis	2718	1686
Kilkare Tennis Club		
Killara Lawn Tennis Club	120	147
Kim Warwick Tennis	3940	2076
Koobilya Street Courts		
Kooroora Tennis Club	194	242
Lane Cove Tennis Club Inc.	194	
Lane Cove West Tennis Club	37	
Lindfield Tennis Club	19	21
Longueville Tennis Club	368	372
Love'n Deuce Pty Ltd	6467	6467
Makin Private Court		
Manly Lawn Tennis Club	460	940
Marconi Tennis Academy	673	547
Marrickville & District Hardcourt Tennis Association	62	72
Marrickville District Lawn Tennis Club	73	96
Max Tennis		357
Michie - Private Court		
Millers Point Community Tennis Club	16	14
Mona Vale Tennis Club		
Mosman Lawn Tennis Club	88	128
Narraweena Junior Tennis Club	277	283
Narraweena Tennis Club	47	40
New Balls Please		
Next Generation Ryde		
North Ryde RSL Youth Club	26	35
Northbridge Tennis Club	93	89
Northern Suburbs Ladies Midweek Tennis Association	134	113
Northern Suburbs Tennis Association	3382	2699
NSW Catholic Lawn Tennis Association	125	144
NSW Chinese Tennis Association	86	33
NSW Hardcourt Tennis Association Inc.		
Parramatta City Tennis Inc.	466	358

REGION	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
Paul's Tennis Academy	611	2841
Peter Vincent Walker Private Court		
Queenwood School For Girls	1234	856
Redsport Tennis Coaching	62	118
Revolution Tennis	602	
Rod Fahey Tennis School		5
Roselands - Treetops Tennis Court	28	18
Roseville Lawn Tennis Club	77	145
Roseville Park Tennis Club	37	
Ryde Balmain Tennis	268	304
Shaun Hibbert Tennis Academy		
Shire Tennis Academy	122	105
Smash Tennis	87	21
Snape Park Tennis Centre	33	144
Southern Districts Tennis Association	371	389
Southfields Tennis Court	28	
St Joseph's College (Hunters Hill)		
Strathfield Sports Club	174	201
Sydney Maccabi Tennis Club	10094	10094
Sydney Olympic Park Tennis Centre	641	688
Sydney Tennis Group		181
Sydney Uni Tennis		6
Sydney University Lawn Tennis Club	109	
Tennis Blast Academy Carss Park		2
Tennis Northern Beaches	310	261
Tennis Seniors NSW	978	1031
Tennis Sydney Inc.	188	285
Tennis Valley	154	250
Tennis World Group	680	
Tennsh2o		
Terrey Hills Tennis Club Ltd	75	108
The King's School Tennis Club		
The Neutral Bay Club	121	144
The Pines/Telopea Private Court	57	44
The Royal Sydney Golf Club		
The Sydney Lawn Tennis Club	47	46
The University of New South Wales Tennis Club	36	
Tigers Tennis	140	
Tony Podesta School Of Tennis	1046	496
Trumper Park Tennis Centre	2654	
Vince Barclay Tennis	60	90
Voyager Tennis	3127	972
Wakehurst Tennis	120	2
Western Suburbs Lawn Tennis Association Ltd	67	52
Western Suburbs Tennis Association	52	134
Winston Hills Tennis Academy	36	22
	<b>68691</b>	<b>45967</b>

REGION	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
<b>NORTH EAST REGION</b>		
Alstonville Tennis Club	172	176
Ballina Tennis Club Inc.	302	309
Bangalow Tennis Club Inc.	81	77
Bellingen Park Tennis Club	186	143
Blackhead Tennis Club	40	37
Brunswick Heads Tennis Club	58	3
Brushgrove Tennis Club	18	
Bulahdelah Tennis Club	47	26
Byabarra Tennis Club	36	39
Byron Bay Tennis Club		
Casino Town Tennis Club Inc.	98	109
Cawongla District Tennis and Recreation Club Inc.		
Chatham Tennis Club		
City Lights Tennis Club	31	35
Club Banora	548	454
Clunes Tennis Club	96	
Coffs Harbour & District Tennis Association		
Coffs Harbour Tennis Club		
Comboyne Tennis Club Inc.	1	
Coomba Park Tennis Club Inc.	23	
Copmanhurst Tennis Club	22	23
Coraki Tennis Club	8	12
Coutts Crossing Tennis Courts	62	41
Cundletown Tennis Club Inc.	45	40
Don Dorrigo Tennis Club Inc.	27	47
East Lismore Tennis Club	850	63
Eltham Sport & Recreation Committee	1	
Englands Park Tennis Club	81	136
Evans Head Tennis Club	72	63
Federal Tennis Club	12	1
Forster Tennis Club	325	297
Gladstone Tennis Club	17	26
Gloucester District Tennis Association	76	76
Goonellabah Tennis Club	112	131
Grafton City Tennis Club	87	68
Hannam Vale P & C Tennis Club	16	
Harrington Tennis Club	7	38
Hat Head Tennis Club		
Junction Hill Tennis Club	122	78
Kempsey Tennis Club Inc.	54	2
Kendall Tennis Club	379	331
Killabakh Tennis Club	9	
Kingscliff Tennis Club Inc.	73	137
Krambach Tennis Club		
Kyogle Tennis Club Inc.	24	20
Lake Cathie Tennis Club	143	157
Lismore District Tennis Association		
Long Flat Tennis Club	48	52
Lowanna Heights Tennis Club Inc.		

REGION	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
Lower Bucca Tennis Club	14	18
Lower Clarence Tennis Association	146	168
Macksville Tennis Club Inc.	30	39
Marlee Tennis & Recreation Club Inc.	32	27
Minnie Water/Wooli Tennis Club	22	24
Mullumbimby Tennis Association	157	78
Murwillumbah Tennis Club Inc.	209	351
Myall Park Tennis Club	144	153
Nabiac Tennis Association Inc.	10	
Nambucca Heads Tennis Club	77	76
Nimbin Headers Sports Club Inc.		
North Beach Tennis Club		11
Ocean Shores Tennis Club Inc.	30	38
Old Bar Tennis Club	145	118
Orara Valley Tennis Centre		
Pacific Palms Tennis Club	39	31
Port Macquarie Tennis Club	204	194
Pottsville Beach Tennis Club Inc.	82	92
Riverside Tennis Club	19	16
Rollands Plains Tennis Club Inc.		
Sawtell Tennis Club Inc.	138	1
Scotts Head Tennis Club	43	30
South Grafton Tennis Club	16	15
South Kempsey Tennis Club	26	26
Stuarts Point & District Tennis Club Inc.	2	
T's Tennis Resort	38	
Taree Tennis Centre (MRTC)	32	77
Tennis Terranora	158	138
The Channon Tennis Club	12	
Tinonee Tennis Club Inc.	18	4
Tintenbar Tennis Club	61	
Tullera Tennis Club		
Tumbulgum Rangers Sports Club Inc.	23	9
Tweed District Tennis Association Inc.		
Tweed Heads Tennis Club Inc.	240	277
Twin Towns Tennis Club Inc.	98	96
Tyalgum Parents & Citizens Association		8
Ulmarra Tennis Club	13	
Upper Orara Tennis Club		
Valla Beach Tennis Club	33	21
Wardell & District Tennis Club		12
Waterview District Tennis Club		30
West Port Macquarie Tennis Club	348	2
Westside Tennis Club	420	1
Wherrol Flat Tennis Club	12	10
Wingham Tennis Club		
Woodenbong Tennis Club		
Woolgoolga Tennis Club	61	69
Wooli Tennis Club	35	
Woolooma Sport & Recreation Inc.	15	21
	<b>7611</b>	<b>5528</b>

NORTH WEST	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
<b>NORTH WEST</b>		
Armidale Tennis Club	166	144
Barraba Town & District Tennis Club	58	51
Bendemeer Tennis Club		
Bingara Sporting Tennis Club		
Coonabarabran Tennis Club	23	23
Coonamble Wanderers Tennis Club		33
Glen Innes & District Tennis Association	100	162
Gunnedah Tennis Club	218	231
Gurley Tennis Club		
Guyra & District Tennis Association	24	23
Inverell Tennis Club Inc.	87	101
Moree Tennis Club Inc.	146	
Narrabri District Tennis Association Inc.		
Nowendoc Tennis Committee		
Tamworth Tennis Club	41	91
Tenterfield District Tennis Association Inc.	59	83
Uralla Tennis Club	25	23
Wandsworth Tennis Club		
Warialda Tennis Club		29
Werris Creek Tennis Club		
West Tamworth Tennis Club Inc.	20	81
	<b>967</b>	<b>1075</b>

NORTHUMBERLAND	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
<b>NORTHUMBERLAND</b>		
Adamstown Rosebud Tennis Club	26	
Avoca Beach Tennis Club Inc.	351	348
Bateau Bay Tennis Centre	83	66
Bolton Point Tennis Club	59	25
Bolwarra & District Tennis Club	14	12
Branxton District Tennis Club		2
Carrington Tennis Club		
Caves Beach Tennis Club Inc.	269	159
Cessnock Tennis Club	158	78
Charmhaven Tennis Club	39	70
Clarence Town & District Tennis Club Inc.	41	58
Club Tennis Central	102	
East Maitland Park Tennis Club Inc.	29	31
Erina Tennis Club	86	71
Fern Bay Tennis Club	11	
Fingal Bay Tennis Club	47	
Forresters Beach Tennis Centre		
Gosford & District Tennis Association	1726	305
Gresford District Tennis Association		
Hamilton Park Tennis Club Inc.		
Hillcrest Tennis Club	54	
Hillsborough & District Tennis Club	53	60
Hinton & District Tennis Club	64	32
Howe Park Tennis Club	218	310
Karuah & District Tennis Club Inc.	66	50
Kincumber Tennis Club	116	116
Kurri Kurri Tennis Club	37	49
Lake Macquarie Tennis Centre	109	124
Lakeside Tennis Group Inc.	110	111
Lambton Park Tennis Club	44	
Learmonth Park Tennis Club	12	15
Maitland and District Tennis Association		
Maitland City Tennis Club	162	187
Maitland Tennis Centre	195	260
Martins Creek Tennis Club	27	31
Medowie Tennis Club	50	36
Merriwa Tennis Club Inc.	8	90
Michael Mills Tennis	173	92
Michael Watts Tennis		
Morisset Sport & Tennis Centre	2	10
Muswellbrook Park Tennis Club Inc.	102	128
Nelson Bay Tennis Club	210	263
Newcastle & District Tennis Association Inc.	2020	1983
Newcastle Tennis Club	34	
North Arm Cove Tennis Club	66	
Olympic Park Tennis Club	73	94
Paterson Tennis Club	17	3

NORTHUMBERLAND	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
Pearl Beach Tennis & Recreation Club	173	259
Port Stephens Tennis Association		
Raworth Tennis Centre	41	30
Raymond Terrace & District Tennis Club	100	92
Saratoga & District Sport & Recreation Association		14
Scone Hardcourt Tennis Association	73	77
Shoal Bay Tennis Club Inc.		
Soldiers Point Tennis Club	132	171
South Swansea Tennis Club	20	23
St. Andrews Tennis Club	31	33
Stockton Tennis Club	96	100
Stroud and District Tennis Club Inc.		
Terrigal Tennis Club	112	93
The Entrance District Tennis Club	242	220
Thornton Park Tennis Club Inc.	28	
Tilligerry Tennis Club	21	31
Topspin Tennis Newcastle Pty Ltd	807	1360
Umina Tennis & Sporting Club Inc.	37	
University of Newcastle Tennis Club		161
Valentine Tennis Club		
West Wallsend Tennis Club	59	
Wollombi Valley Tennis & Sports Association Inc.	84	
Woy Woy Tennis Club	85	203
Wyong District Tennis Association Inc.	284	276
	<b>9488</b>	<b>8412</b>

SOUTH EAST	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
<b>SOUTH EAST</b>		
Ace Tennis and Leisure	483	494
Albion Park Tennis Club		
Bargo Yanderra Tennis Club	17	
Batemans Bay Tennis Club	200	213
Bega Tennis Club Inc.	135	136
Berridale Tennis Club	30	
Berry Tennis Club	72	
Blowhole Tennis Club		
Bodalla Tennis Club Inc.	20	18
Bombala Tennis Club	43	84
Bowral Tennis Club Inc.	236	235
Braidwood Tennis Club Inc.	37	
Broulee Tennis Social Club Inc.	31	42
Bulli & Districts Tennis Association	246	246
Bulli Tennis Centre		
Bundanoon Tennis Club	113	117
Bungendore Park Tennis Club	202	83
Burrawang Tennis Club	38	33
Camden District Tennis Association	210	255
Candelo Tennis Club	32	29
City of Wollongong Tennis Club	342	273
Coachwood Park Tennis Club		
Cobargo Sport & Tennis Club Inc.	31	2
Colo Vale Tennis Club	8	
Complete Tennis		
Corrimal Tennis Centre		
Dalmeny Tennis Club Inc.	26	18
Dapto District Tennis Club		
Delegate Tennis Club Inc.	51	35
Douglas Park Tennis Club Inc.	34	58
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.	123	97
Gilmore Park Tennis Club		
Graham Park Tennis Club		
Helenburgh Tennis Club		
Hill Top Community Tennis Club Inc.		11
Huskisson Tennis Club	43	56
Jamberoo Tennis Club Inc.	160	156
Kangaroo Valley Tennis Club	107	115
Kiama & Shellharbour District Tennis Association	801	658
Kiama Tennis Club	375	339



SOUTH EAST	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
Kioloa Bawley Point Tennis Club	46	41
Malua Bay Tennis Club	25	
Meadows Tennis Club	129	230
Merimbula Tennis Club	159	162
Milton-Ulladulla District Tennis Association Inc.	309	339
Minnamurra Tennis Club Inc.		
Mittagong Bluebirds Tennis Club	66	93
Moruya Tennis Club	65	1
Moss Vale Tennis Club Inc.	73	74
Mt. Kembla Tennis Club		
Nareena Hills Tennis Club		
Narooma Tennis Club	69	57
Oak Flats Tennis Club Inc.	80	81
Otford Tennis Club		
Pambula Tennis Club	29	
Penrose Tennis Club	30	18
Picton Tennis Club	78	137
Pinecourt Tennis Club		
Primbee Tennis Club		
Railway Tennis Club		
Robertson Tennis Club	18	
Shoalhaven District Tennis Association	227	274
South Camden Tennis Club Inc.	98	90
St James Park Tennis Club		
Stanwell Park Tennis Club		
Station Street Courts		
Tathra Beach Country Club Tennis Club		23
Tennis Wollongong Inc.	527	567
Thirlmere Tennis Club	30	
Tomakin Sports & Social Club	32	34
Tourist Road Oval Tennis Club	67	23
Towamba Tennis Club Inc.		
Tuross Head Tennis Club	74	72
Vanderville Tennis Club	42	35
Warilla Bowls Tennis Club	24	
Webb Park Tennis Club		
West Illawarra Tennis Club		
Wilton Tennis Club	1	
Windang Tennis Club		
Wingecarribee Tennis Association		
Wisemans Park Tennis Club		
	<b>6544</b>	<b>6154</b>

SOUTH WEST	NUMBER OF REGISTERED PLAYERS	
	2016/17	2015/16
<b>SOUTH WEST REGION</b>		
Albury Tennis Association	168	269
Balranald Lawn Tennis Club	42	
Barellan & District War Memorial Tennis Club	55	61
Cootamundra Town Tennis Club Inc.	54	100
Crookwell District Tennis Association	98	106
Farrer Tennis Association		
Goulburn Railway Tennis Club	28	58
Goulburn Tennis Club Inc.	399	392
Grandview Tennis Club	88	85
Griffith Tennis Club	142	246
Gunning District Tennis Association Inc.	35	1
Harden Tennis Club		42
Hay Tennis Club Inc.	213	
Hopwood Park Tennis Club	70	59
Hume Tennis Club Inc.		45
Junee Tennis Club Inc.	75	90
Koorngal Tennis Club Inc.	9	
Leeton District Tennis Club	9	30
Mangoplah Tennis Club Inc.	31	
Marrar Tennis Club		
Morven Tennis Club		
Murrumbateman Tennis Club Inc.	103	109
Narrandera Tennis Club	23	28
North Albury Sacred Heart Tennis Club Inc.	26	22
Parkview Tennis Club		
Pleasant Hills Tennis Club Inc.		31
Redgrave Park Tennis Club Inc.	47	
San Isidore Tennis Club	37	43
St. Patricks Tennis Club	70	58
T Town Tennis	131	132
Taralga & District Tennis Association	46	61
The Rock Tennis Club	63	
Thurgoona Tennis Club	176	170
Tumut Lawn Tennis Club	108	44
Uiver Park Tennis Club	74	72
Uranquinty Tennis Club Inc.	11	
Wagga Junior Tennis	199	163
Wagga Wagga Tennis Association		100
Waratah Tennis Club		
Wentworth District Tennis Club		57
West Wyalong Tennis Club	80	80
Yerong Creek Tennis Club Inc.	51	53
Young Tennis Club	277	6
	<b>3038</b>	<b>2813</b>