



ANNUAL REPORT 2010







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TENNIS SCOTLAND GOVERNANCE

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Director of Tennis Operations

Pat Reid

Chief Executive Officer

David Marshall

Company Secretary (in attendance)

Gordon Robertson

sportscotland representative (in attendance)

Megan Griffiths

LTA representative (in attendance)

Caroline Blincoe

TENNIS SCOTLAND COUNCIL

Tennis Ayrshire

Fiona Page

Tennis Borders

Chris Smith

Tennis Central Scotland

Alan Christie

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Muriel Adams

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CEO WELCOME

Once again our sport in this country has enjoyed an extremely productive twelve months in all areas of our operation and it is very encouraging that we continue to raise the bar in participation, competition, membership and encouraging children into the game.

Having been set challenging targets through our Key Performance Indicators (KPI's), the Tennis Scotland field team has responded with gusto. The number of regularly competing juniors is up 28% to 2,332, British Tennis Membership, at 18,045, is ahead of target, membership at affiliated/registered places to play stands at over 33,646, registered coaches number 50 and we have 51 Clubmark clubs with a further 43 currently working towards accreditation.

Our players continue to develop and thrive on the World, European and domestic stages, thanks in no small way to the fantastic efforts of our coaches, working extremely hard in a planned and integrated way to ensure our players are afforded every opportunity to progress positively along the performance pathway.

While Andy Murray still leads the way in terms of the world stage, the breaking into the top 50 during 2010 by Elena Baltacha in singles and Colin Fleming in doubles demonstrated how, year on year, the overall standard in our country is rising. At junior level, Scotland had a record representation of 28 in the National Championships and, as detailed later in this report, their fantastic success ably demonstrates they were not just there to make up the numbers!

October provided a further boost for the country when Colin Fleming and Jocelyn Rae, having never played together previously, defied the odds as well as some very experienced opponents, to lift gold at the Commonwealth Games in Delhi. While tennis is not one of the allotted sports for Glasgow in four years time, as a governing body we are continuing to do everything we possibly can to change that situation.

There has also been significant activity at grass roots level with increases across the country in club/school links and teacher training leading to substantial progress while the 'cash from crime' initiative which will be developed through the year ahead, will unquestionably result in further increased participation among young people.

There is no doubt the year ahead, while again being extremely challenging in terms of sourcing new commercial opportunities, will also provide significant opportunities to enable the sport to develop further at all levels and, provided we all work as one – and with the same vision - we *will* make a difference.

David Marshall

OPERATIONAL PRIORITIES FOR 2011

Improving places to play tennis

- Raising the awareness of tennis
- Improving access to places to play tennis
- Increasing the opportunities to get involved

Improving the support to coaches and the tennis workforce

- Training and equipping coaches to deliver quality tennis programmes
- Training and equipping competition organisers to improve the quality and consistency of competition delivery
- Training and equipping club volunteers and managers to improve their places to play

Increasing and improving junior and adult competition

- To continue to develop the junior competition structure
- To simplify, support and grow adult tennis



TENNIS OPERATIONS

This year has been significant for a number of reasons, not least that it has been the first twelve month period in which we have enjoyed the benefits of having the FULL development team in place with coverage across the country.

The fact that our Clubmark target was met (51) means our focus going forward will be to support these clubs in ensuring the quality is in place in addition to encouraging further clubs to become involved. A number of new 'Places to Play' have been registered across the country this year and with the switch to registration and the reinvestment of over £100,000 back into the clubs, that trend will surely continue.

Regularly competing juniors remains one of the key targets with 2,332 players having played six or more matches over the past twelve months.

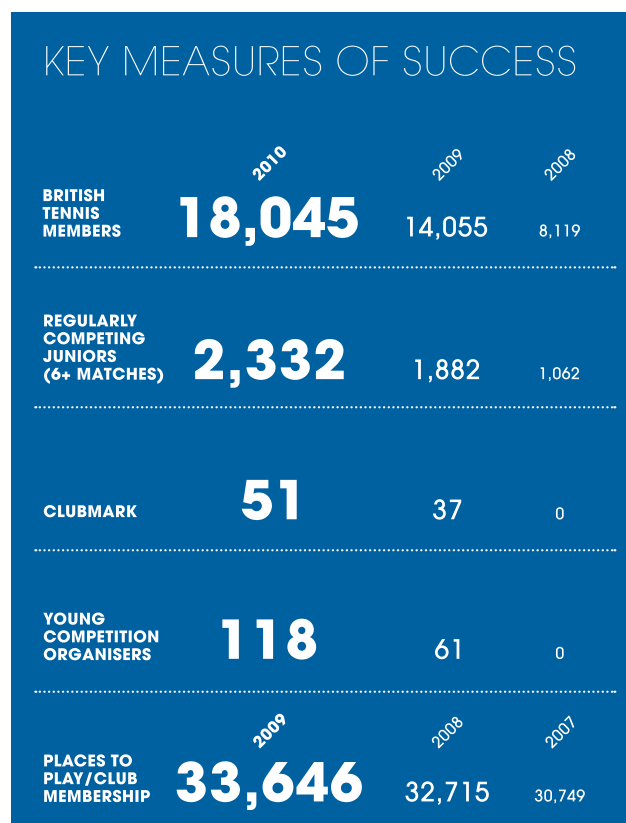
In partnership with the Tennis Foundation, a substantial amount of work continues to be undertaken in our schools, with a summary of the activity as follows – 39 Primary Teacher Training Courses held, attended by 716 participants; 3 Secondary Teacher Training Courses held, attended by 31 participants; 576 AEGON Tennis Equipment packs supplied with a retail value of £331,200; 1 Tennis Roadshow with 40 attendees.

Club Forums continue to be an extremely useful method of communicating directly with our members and a great vehicle for the sharing of ideas and good practice and in 2010, events were held in Edinburgh, Dundee, Glasgow, Aberdeen, Inverness and Stirling.

April witnessed the launch of the latest phase of the central government funded Cashback for Communities Scheme, funded through proceeds of crime and reinvested in sport, with tennis now included. The two year programme will see more than 3,000 hours of tennis delivered locally in disadvantaged areas of the country with the opportunity for those taking part to progress to a local Place to Play.

The HHEAPS (Hygiene, Healthy Eating and Activity in Primary Schools) initiative, launched over two years ago and part funded by the Food Standards Agency, has now involved more than 2,000 children with an ongoing programme involving a further 2,000 pupils.

In terms of competitions, 2010 was another busy and successful year and included the hosting of three AEGON Pro Series events and an AEGON Junior International. While the Scottish Cup is currently without a sponsor, the event was as keenly fought as ever with Giffnock and David Lloyd Newhaven prevailing in the men's and ladies' events respectively. Full results of all Tennis Scotland's competitions for 2010 can be found on the website.





MARKETING & COMMUNICATIONS

The continued on court success of our players of all ages, as detailed elsewhere in this report, serves to make the raising of the tennis profile in Scotland ever easier and consequently better placed to meet the challenges that will come our way when Andy Murray finally lifts that first Slam. While the performance end of the sport is naturally the easier one in terms of generating interest, much of the focus has rightly been championing the many successful grassroots initiatives that will facilitate future increases in participation.

The year got off to a hectic start with Andy reaching the Australian Open final resulting in the now familiar invasion of Dunblane by a myriad of broadcasters and journalists. Once again, a co-ordinated and planned approach elicited substantial coverage for tennis thanks to the team effort of everyone involved and this approach was repeated for Wimbledon when, among the achievements, was the presence of the Tennis Scotland logo on CNN, adorning the CEO's polo shirt when being interviewed for a feature on Andy.

The lifting of the Commonwealth Games Gold by Colin Fleming and Jocelyn Rae in Delhi in October was a further boost to the profile and one which kept tennis to the forefront at a traditionally quiet time.

From a staffing perspective, in his first full year in the role, Lee Boucher has been hugely influential in ensuring the smooth running of both the Marketing and Communications and Admin functions of the business. His efforts have been rewarded with promotion to the newly enhanced position of Business Development Manager. Among Lee's achievements are the continued development of the official website, which is now complemented by Facebook and Twitter social media sites.

We continue to work closely with our current sponsors while at the same time look to develop new partnerships in a marketplace that remains extremely challenging. However, it is our unequivocal belief that for a progressive organisation looking to enhance its reputation and utilising sport as a vehicle to achieve that, there is no more obvious route than our great sport!



PERFORMANCE

Scottish players once again dominate the top of the British rankings with Andy Murray and Elena Baltacha at number 1 in the men's and ladies' rankings respectively.

It was also a year that saw Baltacha break into the world top 50 while, in wheelchair tennis, Gordon Reid earning a career high of world number 13. With Andy at 4, Elena 55, Colin Fleming 87 and Jamie Murray 91 (as at 8th November), Scotland boasts 4 of the 7 British players sitting inside the world top 100.

Emotions ran high in Delhi at the Commonwealth Games, where Colin Fleming and Jocelyn Rae brought home gold for Team Scotland following their fabulous victory in the mixed doubles.

Senior international titles were won by Australian Open runner-up Andy Murray (Toronto and Shanghai Masters), Elena Baltacha (ITF Midland USA and ITF Nottingham), Colin Fleming, Jamie Murray, Gordon Reid, Mhairi Brown and Kevin Simpson. Alistair Daniels won a bronze medal at the Special Olympics European Summer Games.

No fewer than eleven Scottish players represented Great Britain during the year with Jamie Baker and Colin Fleming leading the way in the victorious Davis Cup win over Turkey, Leon Smith's first tie in charge. Elena Baltacha was a member of the British Federation Cup team and Gordon Reid part of the GB Wheelchair World Cup team.

At junior level, Joanna Henderson (16U), Alice Keddie (14U) and Maia Lumsden (12U) were part of the GB Summer

Cup teams. Anastasia Mikheeva (11U), Alexandra Hunter, Cameron Kerr and Ewen Lumsden (all 10U) were invited to take part in GB friendly matches with Emma Devine (16U) and Vincent Gillespie (13U) selected for GB tours.

Junior international titles were won by Anna Brogan, Emma Devine, Maia Lumsden and Anastasia Mikheeva and Scotland boasted an incredible 7 GB national title winners. Jonny O'Mara won the 16U boys singles at the AEGON British Junior National Championships, with Emma Devine and Morven McCulloch picking up the 16U girls doubles titles. Masters titles were won by Ewen Lumsden (10U), Maia Lumsden (12U), Alice Keddie (14U) and Emma Devine (16U). Maia Lumsden also enjoyed success at the AEGON Clay Court Championships, picking up the 12U title. Alexandra Hunter was victorious in the AEGON British Junior 10U invitational competition.

Our Veterans also enjoyed a fruitful year with Christine Lockhart, Marjory Love, Frances MacLennan and Ruth Weston all being crowned British champions. Frances was also a member of the British women's 65 team that retained the Kitty Godfree Cup at the ITF Super-Series World Team Championships, whilst she also won the women's 65 doubles title at the ITF Super-Series World Individual Championships.

Also on the trophy trail was the West of Scotland's men's 70 team of Lindsay McKendrick, Gordon Kerr, Alan McNeilage, Pat Leonard and Norman Telfer, victorious in the GB Inter County Championships at Dudley.



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THE YEAR IN PHOTOS

01 Jamie Baker, Leon Smith & Colin Fleming

Davis Cup victory over Turkey at Eastbourne, July 2010

02 Elena Baltacha

British Number 1 winning the AEGON Trophy in Nottingham, June 2010

03 West of Scotland Men's 70 Team

Winners of the GB Inter County Championships, Dudley, November 2010

04 Colin Fleming & Jocelyn Rae

Commonwealth Gold Medallists in the Mixed Doubles, Delhi, October 2010

05 Andy Murray

World number 4, Australian Open finalist and winner of ATP titles in Shanghai and Toronto, at Wimbledon, June 2010

06 Gordon Reid

World number 14 and winner of NEC Tour titles in Hilton Head and Montreal, in action at the British Open Wheelchair Tennis Championships, Nottingham, July 2010

07 Alistair Daniels

Bronze medallist at the Special Olympics European Summer Games, Warsaw, September 2010

08 Jonny O'Mara

British Junior 16U Champion, Bournemouth, August 2010

09 Emma Devine & Morven McCulloch

British Junior 16U Doubles Champions, Bournemouth, August 2010

10 Alice Keddle

Winner of the AEGON 14U Masters Series, Roehampton, February 2010

11 Maia Lumsden

Winner of the AEGON 12U Masters Series, Roehampton, February 2010. Younger brother Ewen won the 10U event in March 2010

12 Anna Brogan

Winner of the 14U Tennis Europe title in Malta, August 2010

13 Alexandra Hunter

Winner of the 10U invitational event at the British Junior National Championships, Bournemouth, August 2010





COACH EDUCATION & CHILD PROTECTION

During the year, 19 UKCC Level 1 Coaching Assistant Courses and 8 Level 2 Courses ran with 223 and 106 candidates attending. Thanks to a grant from **sportscotland**, Tennis Scotland has been able to assist successful candidates.

The new DCA replacement Coach Course was held in January with 7 successful candidates; a further course commenced in June with 13 candidates and is due to finish in January. 8 candidates also attended a DCA upgrade in April and since the new course/upgrade modules were introduced, a total of 43 coaches have attained the new Coach/Club Coach qualification.

2009 saw the introduction of a new LTA Registration scheme working alongside the LTA Licensing scheme – as a form of Accreditation for the benefit of Level 1 and Level 2 coaches and also for Licensed Coaches unable to attend the necessary CPD workshop to amass the required amount of License Credits per year. The year finished with 52 Registered coaches and 178 LTA Licensed Coaches.

On the Coach Development front there were 3 Cardio Tennis workshops in Glasgow Edinburgh and Dundee attended by 58 coaches. 79 Coaches also attended 8 Coach Development Roadshows covering a variety of themes at venues all round Scotland.

The Annual Coaches Conference was again well supported with 95 coaches attending the 2 days while a record 70 delegates also attended the dinner. Key speakers included Judy Murray, Roberto Forzoni, Mike Barrell, Kris Soutar, Ian Woodcraft, Ellinore Lightbody, Karen Ross and Simon Wheatley.

2 of the 4 Apprentices taken on in Sept 2009 completed their SVQ Level 3 in Management, with one passing his Coach Course. The 2 remaining placements are in Edinburgh and Prestwick

6 Female Coaches from Edinburgh, Glasgow, Tayside and Scottish Borders continue to benefit from the Women in Coaching Programme jointly funded by Local Authorities, Tennis Scotland and **sportscotland**. £1,000 per annum is allocated to a mentored development programme for each coach.

9 Child Protection workshops were held with 112 participants; 105 participants attended 9 First Aid workshops. Much work was undertaken with the LTA and agencies in Scotland during the latter part of 2010 to introduce the PVG (Protecting Vulnerable Groups) scheme for tennis in Scotland. This is a new streamlined Scotland only scheme and replaces the previous Disclosure process.

FINANCE REPORT

for Year ended 30th September 2010

The Tennis Scotland Accounts for the year ended 30th September 2010 show a surplus of £1,609 compared to a surplus for the previous year of £27,397. Tennis Scotland will normally show a breakeven position or similar as three quarters of our income is more or less assigned and will be spent on "ring fenced" activity.

Operating income was 5% higher for 2009/10, and totalled £1,619,941 being £72,656 higher than in the previous year; mainly due to an amount of £35,791 being received as part of the Scottish Government's CashBack scheme where the proceeds of crime money is used to create a programme of tennis activities for young people. There was an increase in the amount of LTA Matrix funding and LTA County Cup grants have been included as part of Tennis Scotland's income this year rather than being netted off against the County payments as in previous years. There was also additional funding from **sportscotland** for support staff costs to maintain effective governance. Coaches' contributions for UKCC courses showed an increase over the previous year which allowed increased activity to take place in this area. Affiliation fees showed an increase from the previous year of £9,642 due to amounts being collected relating to the previous year and new clubs paying affiliation fees for the first time. Sponsorship income decreased from the previous year as the uncertain economic climate made it difficult to attract new sponsors, although Dow did commit to an additional year's sponsorship despite their previous agreement ending the year before. Investment income at £6,997 was bolstered by the investment gain from the disposal of Weir Group shares. The current environment of low interest rates for deposit accounts has made it difficult to secure an attractive rate of return with the overriding need to protect any such investment. The basis of the management charge to the Scottish Lawn Tennis Foundation (SLTF) received by Tennis Scotland remained unchanged.

The change from the Affiliation scheme to Places to Play registration will have a major impact on the amount of income Tennis Scotland currently receives. The Board estimate that in 2010/11 this source of income will reduce from around £200,000 to £70,000. This will obviously reduce the amount of money that Tennis Scotland will be able to distribute to the Districts by way of District funding.

Expenditure for the year 2009/10 at £1,625,329 was £98,119 higher than in 2008/09 reflecting an increase in the income received. As referred to above, the Scottish Government's CashBack grant of £35,791 was all allocated to spending in this area. There was also the amount of County Cup expenditure being included separately for the first time this year. The increased funding from the LTA allowed for additional spending in the Performance area due to extra Matrix funding. An increased number of Coach Education courses this year brought in extra income and incurred additional expenditure. Staff costs were less than the previous year due to the resignation of the Competitions Co-Ordinator who was not replaced. Office overheads showed an increase over the previous year due to incurring professional fees to assist in the preparation of the Facilities Strategy. All other office overheads showed a reduction from the previous year. Marketing costs were down on the previous year by £7,108 which was a result of less spending on Festivals of Tennis.

Tennis Scotland continued to enjoy a strong financial position. The reserves amounted to £580,706 at 30 September 2010 an increase of £1,606 from the previous year of which £100,000 is set aside for future contingencies, £92,362 in respect of fixed assets and the remaining £388,344 for business continuity purposes. This represents approximately three months of expenditure and the Directors have approved a policy of building reserves to an equivalent of six months of expenditure. An adequate amount of reserves provides the organisation with financial stability, and the means to manage any unforeseen circumstances.

As in previous years, Tennis Scotland provided a grant to the Scottish Lawn Tennis Foundation (SLTF) for development purposes. The development grant provided for 2009/10 was £292,003 compared to £290,457 in the previous year. As mentioned above, the change to Places to Play registration fees will markedly reduce this amount going forward.

Abbreviated accounts for Tennis Scotland are published with this report.

Loans and Grants

The Board of Directors appreciates the assistance given to Tennis Scotland, to Places to Play and individual players by the LTA, Tennis Foundation, **sportscotland**, Sponsors, the Scottish Government, Local Authorities, Edinburgh Leisure, Glasgow Life, the University of Stirling, the **sportscotland** institute of sport and the Scottish Sports Association.

PROFIT AND LOSS ACCOUNT

for Year ended 30th September 2010

| | 2010 £ | 2009 £ |
|---|------------------|-----------|
| TURNOVER | 1,619,941 | 1,547,285 |
| Competition costs | (219,546) | (216,498) |
| Tennis costs | (994,970) | (931,934) |
| Administrative and marketing expenses | (410,813) | (378,778) |
| OPERATING (LOSS)/PROFIT | (5,388) | 20,075 |
| Profit on sale of investments | 2,814 | - |
| (LOSS)/PROFIT ON ORDINARY ACTIVITIES BEFORE INTEREST | (2,574) | 20,075 |
| Investment income | 697 | 720 |
| Other interest receivable and similar income | 3,486 | 6,602 |
| PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION | 1,609 | 27,397 |
| Tax on profit on ordinary activities | - | - |
| PROFIT FOR THE YEAR | 1,609 | 27,397 |

BALANCE SHEET

as at 30th September 2010

| | 2010 | | 2009 | |
|--|----------------|------------------|---------|----------------|
| | £ | £ | £ | £ |
| FIXED ASSETS | | | | |
| Tangible assets | | 76,265 | | 93,770 |
| Investments | | 16,097 | | 12,811 |
| | | <u>92,362</u> | | <u>106,581</u> |
| CURRENT ASSETS | | | | |
| Stocks | 1,458 | | 3,187 | |
| Debtors | 59,888 | | 110,498 | |
| Cash at bank and in hand | 715,071 | | 615,931 | |
| | | <u>776,417</u> | | <u>729,616</u> |
| CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR | | (283,073) | | (242,100) |
| | | | | <u>487,516</u> |
| NET CURRENT ASSETS | | 493,344 | | |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | 585,706 | | 594,097 |
| CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR | | (5,000) | | (15,000) |
| | | | | <u>579,097</u> |
| NET ASSETS | | 580,706 | | <u>579,097</u> |
| CAPITAL AND RESERVES | | | | |
| Profit and loss account | | 580,706 | | <u>579,097</u> |
| SHAREHOLDERS' FUNDS | | 580,706 | | <u>579,097</u> |

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime and with the Financial Reporting Standard for Smaller Entities (effective April 2008).

Approved by the Board for issue on 15th November 2010

D W Marshall (Chief Executive)
DIRECTOR

G Baker (Chair of the Board)
DIRECTOR

WITH THANKS TO TENNIS SCOTLAND'S PARTNERS





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