



# ANNUAL REPORT

# 2017





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The financial statements and measures of success detailed in this report are as at the 31st December 2017. All other information is correct at the time of printing.

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# CONTENTS

<b>4</b>	<b>CHAIRMAN'S WELCOME</b>
<b>5</b>	<b>CEO INTRODUCTION</b>
<b>6</b>	<b>2017 STATISTICS</b>
<b>8</b>	<b>INVESTING IN FACILITIES</b>
<b>10</b>	<b>CLUB AND COMMUNITY</b>
<b>12</b>	<b>DEVELOPING OUR WORKFORCE</b>
<b>14</b>	<b>DISABILITY AND INCLUSION</b>
<b>16</b>	<b>EDUCATIONAL ACTIVITIES</b>
<b>18</b>	<b>PERFORMANCE SUCCESSES</b>
<b>20</b>	<b>PERFORMANCE HIGHLIGHTS</b>
<b>22</b>	<b>COMPETITIONS</b>
<b>24</b>	<b>COMPETITIONS</b>
<b>26</b>	<b>FINANCE</b>
<b>28</b>	<b>FINANCE</b>
<b>30</b>	<b>AWARDS AND NATIONAL COMPETITIONS</b>



## CHAIRMAN'S WELCOME

Welcome to Tennis Scotland's Annual Report for 2017, and, as you will read, it has been another busy and exciting year for tennis in Scotland.

On court in 2017, we continued to enjoy notable success, led on the world stage by the Murrays, who continue to be a massive inspiration for this generation of Scottish tennis players. Andy, of course, has been troubled by a hip injury since Wimbledon, and we wish him well in his recuperation so that hopefully he'll be back on court for the grass court season. In addition, Gordon Reid continues to compete at the very top level in Wheelchair tennis, an inspirational figure in his own right, while we have emerging stars in the professional game in the form of Cameron Norrie, Jonny O'Mara and Maia Lumsden. We also have an exciting crop of junior players competing on the world stage, and are hopeful that some of these players can break through at professional level in due course.

Off court, we have continued to develop a strategy that delivers a sustainable legacy from the Murray era and have set key strategic objectives in the areas of Participation, Performance, Workforce Development and Indoor Facility provision. We announced last year the partnership with **sportscotland** and the LTA to the level of £15m to develop more indoor facilities, and we are taking this forward with our partners, with several expressions of interest for potential projects coming from across the country.

From the organisational perspective, Pete Nicolson was our Interim Chief Executive through to the end of the year, and I thank Pete for his contribution over that period. Our previous Chairman, Blane Dodds, has now assumed the Chief Executive role, and I have stepped up from Non-Executive Director to Chairman. I am confident that Blane will successfully

lead the implementation of our strategy.

We also strengthened the Board during the year with the appointment of a couple of tennis-loving business people in Jonny Curley and Gordon Bell, and will be continuing to develop the Board further over the next period. I would like to thank my Board colleagues for their input and co-operation over the year, as well as the significant time commitment given by them all on a voluntary basis.

I hope you find the Annual Report an enjoyable and interesting read.

# CEO INTRODUCTION



2017 was a year of change and in essence providing the platform for the future growth of the organisation.

We are all passionate about creating a special and successful Tennis Scotland and at the same time creating a lasting and appropriate legacy. As Scott has outlined and as we know, the achievements of the Murrays and Gordon Reid create the unique opportunity to raise the ambition for tennis in Scotland and deliver new opportunities for the generations of our young players for the future.

In order to create real change and impact, clearly one of the main objectives is to significantly increase the resources and funds so that we can invest more in our sport and our players. Currently turnover within tennis in Scotland is circa £1.8m which is not enough to create the change required for the whole country to benefit from.

Whilst we have been successful in increasing our Capital funds to the greatest ever investment in Scottish Tennis at £15m thanks to the support from our partners **sportscotland** and the LTA, we are targeting increasing the revenue funds to deliver and impact more on a year by year basis. This will be a challenge but one that collectively, the tennis community can help with and benefit from and one that I am confident can be delivered.

While we are looking to the future, 2017 had some excellent results. Membership grew again by another 4%, online activity grew significantly with 3.6m Tennis Scotland tweets seen and also a 15% increase in Facebook traffic. Added to this, there were 5 Grand Slam Titles and 16 ITF Under 18 junior titles by Scottish players. There were also 804 attendees on CPD sessions, 275 coaches achieving new qualifications.

Finally I was delighted when we received over 20 expressions of interest for new indoor tennis facilities from around the country in partnership with our new £15m Indoor Tennis Fund. Tennis Scotland will be working closely with our partners

to select and develop these potential projects into a portfolio of new indoor tennis venues across the country to develop our clubs, programmes and new participants.

We were also delighted to achieve the Intermediate Level of Equality Standard for Sport in 2017. The Standard is a framework for assisting sports organisations to widen access and reduce inequalities in sport and physical activity from under represented individuals, groups and communities.

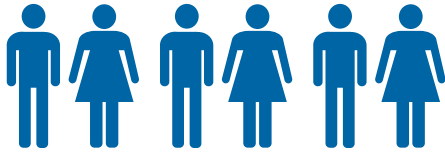
Key priority areas moving forward are supporting and developing our clubs, delivering greater indoor capacity for our clubs and players, developing and investing in our coaches and workforce, and investing in participation and performance programmes to both increase not only the numbers playing tennis at all categories but also helping our players reach the highest standards possible. We are planning further development of ClubSpark and ClubServe as key support tools for our clubs with over 240 clubs now seeing its value and signed up for the free support systems. We will also develop the infrastructure required to not only deliver on our objectives but also to deliver on our ambitious growth plans.

As we go to print, St Andrews University has just opened its new four court indoor courts, Inverclyde is at an advanced stage of development for their indoor tennis venue and Judy Murray is developing a very exciting new venue at Dunblane.

Lastly I thank all staff, partners, Board and players for their continued support. I am convinced that if we work together with shared objectives, we can deliver significant growth and progress across our sport. I look forward to the year ahead and working with you all to shape the future so we can all benefit from our great sport.

A handwritten signature in black ink, appearing to be 'John D.', written in a cursive style.

# 2017 STATISTICS



**70** attended the first  
**Club Conference**

**56,421**

Membership at  
Places to Play  
up by 4% from  
266 registered venues



**£468,780**

of facility grants and  
loans awarded to  
Scottish projects  
from Tennis  
Scotland and the LTA



**137**  
Venues actively  
using Clubspark



**Grand  
Slam  
Titles**

for Scottish Players



**550**  
players participating in  
Local Tennis Leagues in  
parks



**9,133**

followers on  
**Facebook**  
an increase of  
15% from 2016



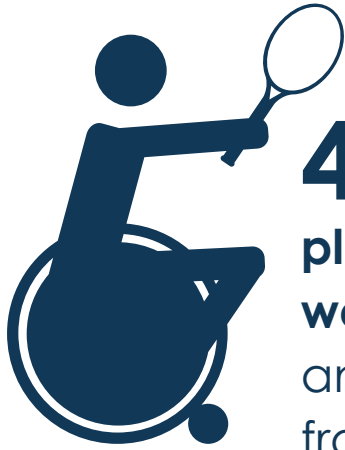
expressions of interest  
in indoor funds  
received



Primary school children took  
part in Tennis Scotland  
competitions from over **418**  
schools

**275**

Coaches achieved  
new qualifications



**466** disabled players participating weekly  
an increase of **9%** from 2016

**11**   
**Scots** competing at Wimbledon



Schools of Tennis with **68** student ambassadors, **45** teachers trained and **2000** pupils participating!

**62** Schools competed in the Scottish Schools Team Tennis Championships 

**804**   
attendees on coach CPD sessions.

Tennis Scotland's tweets were seen **3,632,600** times 



Team challenge events with **1223** participants



ITF 18U Junior titles won by Scottish Players

**171**   
Tennis for kids courses delivered with 1648 participants

# INVESTING IN FACILITIES

Investing in facilities continues to be a main area of focus for Tennis Scotland and a key area within our new four year strategy. 2017 was again an exciting year on this front with continued work to develop the Transforming Scottish Indoor Tennis Fund<sup>1</sup> following the major announcement of £15million investment in Scotland from the LTA and **sportscotland**.

Tennis Scotland and the LTA have continued to provide grant and loan funding for clubs and community facilities across Scotland through the Tennis Scotland Community Fund. The Community fund awarded funding in 2017 in two funding rounds with the total awarded of £468,780. This was made up of Tennis Scotland grants of £289,500 and LTA loans of £179,280 which were awarded to 13 different projects.

These projects included 42 refurbished courts, 4 new courts and 2 clubhouse projects. These projects also included 19 new or refurbished court floodlights, resulting in over £1.7million of investment in Scottish facilities over the year.

There were many expressions of Interest for the Transforming Scottish Indoor Tennis Fund launched in July with over 20 being received from potential applicants across the country.

The partnership between **sportscotland**, the LTA and Tennis Scotland will see partners able to apply for up to 66% funding to develop new indoor courts and will initially prioritise the building of 3 or 4 court centres within key areas of the country where there is little or no indoor tennis provision.

These facilities will be truly transformational and allow year round playing opportunities as well as the ability to bring more competitions to these parts of the country. This is hugely exciting and Tennis Scotland, **sportscotland** and the LTA are confident that the package that has been developed will be successful.





## ELGIN TENNIS CLUB & COOPER PARK

2017 saw Elgin Tennis Club take on a 10 year lease for the local park tennis courts at Cooper Park<sup>3</sup>. These courts had been used by the club previously to provide additional playing facilities but had fallen into a state of disrepair. This prompted the club and local authority to agree a 10 year rent free lease for the courts in consideration of the club refurbishing the courts and promoting play at the site throughout the community in addition to club membership.

The project was awarded funding of £15,000 from the Tennis Scotland Community Fund as well as funding for the installation of an access system allowing the club to remotely manage bookings and use of lights through the ClubSpark SmartAccess system. Additional funding was sourced from The

Gordon & Ena Baxter Foundation, Scottish Landfill Community Trust, The Rotary Club of Elgin, Tesco Bags for Life and Elgin Tennis Club funds.

The development of the courts at Cooper Park not only allows Elgin Tennis Club to manage and promote year round play and play tennis from across the community but also to continue club programmes throughout the year and provide additional facilities to fulfil team fixtures.



## BURNSIDE TENNIS COURTS - RETURNED TO SPLENDOUR

In 2014 the tennis courts at Burnside Bowling Club in South Lanarkshire had fallen into a state of disrepair and it was with a heavy heart that the club took the decision to close them. Such was the success however of Rutherglen Lawn Tennis Club, located just a few hundred yards away, that they took on the Return To Splendour project to bring the courts back into service as a second venue for their ever expanding membership, coaching programme and competitive teams.

Membership at RLTC had grown from 100 to 230 in 5 years and they faced the prospect of closing their membership however this project provided a great solution and an opportunity to see the courts brought back to life.

Funding was secured from a number of sources including fundraising from RLTC members, Tesco Bags for Life, the Scottish Landfill Community Fund and sportscotland amongst others. The project was also supported by Tennis Scotland and the LTA with both loan and grant funding. The project saw the courts re-laid with artificial clay<sup>3</sup> new floodlights and installation of a clubhouse with WC, changing rooms and a kitchen.

September 2017 saw a hugely successful Community Open Day<sup>4</sup> held on the courts and the official opening took place in November with Judy Murray officially cutting the ribbon.

# CLUB AND COMMUNITY

Clubs continue to be the hub of tennis and membership is continuing to increase, rising to 56,421 at the end of 2017, an increase of over 3% from 2016.

Tennis Scotland has continued to support clubs through the delivery of LTA products with the ever popular Great British Tennis Weekends<sup>1</sup> continuing to support clubs with delivering their open days and attracting new participants, especially families to tennis, with 140 events held across 95 clubs in 2017. ClubSpark online venue management tools continue to prove popular providing online court booking, membership management and website tools for free to clubs. Scotland now has 240 venues registered with ClubSpark and 139 using 2 or more of the available modules (excluding open days), an increase of 56% from 2016.

In addition to the LTA products, Tennis Scotland continues to support clubs through the local Tennis Development Groups which are proving a popular means of working with clubs across the country. In addition to these groups 2017 saw the launch of the Tennis Scotland Club Development Conference<sup>2</sup> and the pilot of Tennis Scotland's new ClubServe system for clubs.

We also continue to work with local authorities and leisure trusts to ensure tennis provision throughout the community and a number of partnerships are in place for tennis development officers and programmes to support tennis within clubs, parks, schools and leisure centres.



## CLUB CONFERENCE

We were delighted to welcome over 70 delegates from around 45 different clubs to the Dunblane Hydro for the new Tennis Scotland Club Development Conference<sup>2</sup>. The conference is a new addition to the support provided to clubs and includes delivering key sessions and helpdesks designed to grow knowledge, share practice and inspire and enthuse club leaders from across Scotland.

Tennis Scotland and GB Sport presented a demonstration of the ClubServe system that was being developed and was subsequently launched in early 2018, gaining valuable feedback in addition to the pilot which was delivered throughout the summer period. An important session was also held on Safeguarding providing clubs with an update on the new minimum standards for 2018. 2017 Club

of The Year, Rutherglen TC, outlined the journey they have been on for a number of years building their membership and facilities, Ian Cannon of ICTennis provided insight on the different coaching models within clubs and Neil Harden and Vincent Hivert from the ROGY Tour outlined their success developing competition.

The Helpdesks provided support in areas such as Safeguarding & PVG, Facilities, Venue Registration and ClubSpark.

Feedback from the attendees was very positive with 40% of delegates rating the conference very good and 60% rating it excellent.



## JOINTLY FUNDED DEVELOPMENT OFFICER

Developing tennis right across the community is a key driver for Tennis Scotland and to do this we have a number of partnerships with local authorities and leisure trusts. One such partnership is for the appointment of a part time Tennis Development Officer in East Lothian. Tom Swan, East Lothian Tennis Development Officer with enjoyleisure works closely with Tennis Scotland, the East Lothian tennis clubs and schools in his area to get more people playing tennis more often.

Tom's many duties involve organising and delivering a schools tennis programme for primary and secondary schools, leading the East Lothian

disability tennis programme<sup>3</sup> for adults and juniors, establishing and delivering the East Lothian pathway squad, supporting the delivery of competitions including the East Lothian Open and attending the East Lothian Tennis Development Group.

Tom's focus however is to ensure that all clubs in East Lothian are fully involved in all the programmes across the area. He works closely with the coaches and committees to develop links to the clubs leading to increased participation and membership.

# DEVELOPING OUR WORKFORCE

It has been another busy year developing the Scottish workforce with 275 coaches obtaining various coaching qualifications. It has also been a busy year upskilling coaches with an impressive total of 857 coach attendances at various CPD workshops and seminars.

The CPD Programme has focused on running three National Days followed up by Regional days throughout the country.

208 attendees took part in the National Days and we were fortunate to secure world class speakers including Kenneth Bastiaens<sup>1</sup>, Judy Murray, Colin Fleming and James Buswell. There were also excellent workshop sessions from Australian coach Emma Doyle<sup>2</sup>, David Cup coach Louis Cayer and the Tennis Foundation Disabilities specialist Karen Ross.

18 regional workshops were staged at various venues across Scotland with a total

of 196 coaches in attendance who enjoyed a variety of themes including Doubles, Holiday Camps and Feeding Skills, while LTA Coach Forums<sup>3</sup> were held in Feb with a total of 91 coaches attending three events in Glasgow, Edinburgh and Dundee.

Following on from last year's successful 'Tennis For Kids'<sup>4</sup> programme, a total of 81 coaches were trained by Davis Cup captain Leon Smith, former British Number 1 Annabel Croft and Tennis Scotland National Coach Colin Fleming.

A total of 189 coaches attended First Aid and Safeguarding workshops at a wide variety of venues across Scotland.

Our apprenticeship programme received a record intake in September with the employment of 6 new Coaching Development Apprentices. Their 12 month programmes involved them being deployed at venues across Scotland, from Inverness to



Prestwick, attending regular training days delivered by Tennis Scotland and obtaining their coaching qualifications in the process.

After four successful years on the road touring Scotland, the last session of the Tennis on the Road<sup>5</sup> programme took place in November. A special thank you goes to Judy Murray, Kris Soutar and the team, for their hard work and commitment in developing and inspiring our growing workforce.

With the number of competitions continually on the rise, the need for more officials is apparent. Courses have been delivered across the officials' pathway including Competition Organiser, Court Supervisor and Referee courses, as well as our annual referee's workshops where we had 38 attendees. This work will continue in 2018 as a priority to grow the number of officials.



## SHE RALLIES

She Rallies, founded by Judy Murray, was launched in February 2017 and was created to strengthen and grow the female workforce, with the ultimate goal of attracting and retaining more women and girls in tennis.

Shona Ross, Fiona Bennie and Karen Lamb were selected as Ambassadors for Scotland and tasked with delivering the courses in their areas, to females looking to deliver the programme to their club, park or community groups.

Judy Murray was joined by 53 new activators at the National She Rallies course in Corstorphine. Further to its success, three new ambassadors – Kate Bull, Maggie Campbell and Mel Benson have subsequently joined the programme. Throughout 2017, our ambassadors have trained 246 new activators with 64 active activators currently delivering, with this number continually rising.

# DISABILITY AND INCLUSION

Disability Tennis in Scotland has enjoyed another fantastic year, with the help of our key partners, The Tennis Foundation and Scottish Disability Sport. There has been an increase of 9% (from 427 in 2016 to 466) in the number of weekly disabled players taking part in structured sessions within the disability tennis network clubs, and a 5% increase (555 players in 2016 to 583) in the number of monthly players. Tennis in Scotland is becoming more inclusive and

accessible than ever with 9 established Disability tennis networks, encompassing 25 venues delivering disability tennis throughout Scotland. Outwith the specific impairment programmes that the disability tennis network venues deliver for Deaf, Learning Disability<sup>1</sup>, Visually Impaired<sup>2</sup> and Wheelchair players, the number of inclusive clubs that are integrating disabled players into clubs also continues to grow.



## WHEELCHAIR SUCCESS

With Gordon Reid winning another three Grand Slam titles (Australian Open, Wimbledon<sup>3</sup> and US Open doubles) in 2017, wheelchair tennis continues to rise in stature. Gordon's Wimbledon doubles final was played in front of a packed show court for the first time ever.

Another player who continues to impress is rising wheelchair junior Ruairi Logan<sup>4</sup>. At No.6 in the ITF junior world rankings and still only 15, Ruairi has been performing admirably in the senior competitions, winning two ITF Future's men doubles

events in 2017 with Scott Smith at Wrexham<sup>5</sup> and Sheffield. He also made the main draw of the British Open Wheelchair Tennis Championships, part of the ITF Super Series, winning his first senior British Open match.

Ruairi also represented GB at the junior event in the BNP Paribas World Team Cup, the International Tennis Federation's flagship wheelchair team tennis event in Italy, where he was undefeated in the singles matches throughout the competition.



## DISABILITY EVENTS

In May Karen Ross, Coach to Gordon Reid and Head of Coaching and Talent at the Tennis Foundation delivered a disability tennis master class coach education workshop to twenty-five coaches. Karen was assisted by Paralympian Kevin Simpson and Lesley Whitehead, lead coach for learning disability tennis at the Tennis Foundation. It was a fantastic opportunity for coaches to gain more insight to disability tennis with tutors and coaches of this calibre.

In July, Glasgow Disability Tennis organised a visually impaired team competition with teams from Newcastle and York travelling to play the local Glasgow players in a friendly one-day team event hosted by Newlands Tennis Club in Glasgow.

The annual Learning Disability Tennis Tournament<sup>1</sup> event was held at Glasgow's

Gorbals Leisure Centre in September with a record twenty-eight competitors taking part. Luke Turnbull won gold, Anna McBride silver and Ronan Cacace bronze.

In October the Glasgow Wheelchair tournament, which is linked to the Tennis Foundation National Series<sup>6</sup>, was held at Scotstoun Leisure Centre. Twenty-two players battled it out with two former Paralympians (Marc McCaroll and Kevin Simpson) contesting the final which Marc won to lift the title.

In November, in partnership with the Tennis Foundation, we once again held a "Push to Podium" talent ID fun day. This is a great event designed to inspire the next generation of players in the wake of the success of Gordon Reid and his doubles partner Alfie Hewett raising the profile of wheelchair tennis.



# EDUCATIONAL ACTIVITIES

The growth of tennis in the education sector continued throughout 2017 and working with local partners has enabled schools to introduce tennis to children in an engaging, inclusive and accessible way with the number of schools delivering tennis increasing. Tennis Scotland has also

been able to help Universities and Colleges widen the student experience by increasing the opportunities to participate.



## SCHOOLS

The primary schools programme continues to grow and in partnership with the Tennis Foundation we have supported 4,818 pupils from 465 primary schools at local tennis festivals, with many more participating outwith these organised programmes.

Within secondary schools the Tennis Scotland Secondary Schools Team Championships<sup>1</sup>, Team Challenge and Road to Wimbledon events continue to enjoy increased entries year on year. Merchiston Castle School can be particularly proud after being crowned the No.2 World Tennis School at the ISF World Championships in Brazil, with a number of their players winning national and international tournaments.

Following its inception in 2016, six more schools were added to the Tennis Foundation School of Tennis programme<sup>2</sup>. Boroughmuir HS, Dunblane, HS, Musselburgh Grammar, St Mungo's RC, Forres Academy<sup>3</sup> and Hyndland Secondary joined the three existing schools (Firhill High School, Liberton High School and James Gillespie's High School) delivering the programme. A total of 1,896 secondary pupils have had the chance to play tennis through the programme.

With 31 teacher training courses held throughout the year, we have now seen an incredible 618 teachers attend the training.





## FURTHER AND HIGHER EDUCATION

As has been the case for many years, throughout 2017, Tennis Scotland worked closely with Scottish Student Sport (SSS) and the Tennis Foundation to develop tennis in Colleges and Universities.

The university sector continues to thrive, with year on year club membership growth, a buoyant competition calendar consisting of BUCS (British University and Colleges Sport), SSS and now Varsity Cup events, in addition to a student tennis network created to bring together active universities and colleges to continue to develop our sport.

The student tennis network includes 10 universities who receive support as well as Edinburgh College and Dundee & Angus College who, with the support, have now been able to offer participatory

opportunities and build a workforce for the first time.

On court, Scottish Universities continue to perform well in the BUCS (British University and Colleges Sport) leagues, with Stirling University runners up in the Men's<sup>4</sup> and Women's National Premier League for the 2016-17 season. At the 2017 European Universities Tennis Championships<sup>5</sup>, Stirling won silver in the women's event and finished fifth in the men's event. Scottish University players competed regularly in British Tour, ITF Futures, ATP and WTA tour events, with Jonny O'Mara, Scott Duncan and Maia Lumsden holding ATP and WTA World Rankings.



## CLUB SPARK CASE STUDY

University clubs continue to push the boundaries in club management and have been utilising technology and the software available to them with great success. Since June, Edinburgh University has been using Clubspark - the online platform created to help manage, promote and deliver activities for a venue aimed at increasing participation and driving growth, an initiative that has already produced positive results.

Clubspark has been key to boosting club membership and participation in classes, with the university witnessing a 15% rise in participation

across all classes including cardio tennis, ability level coaching, social tennis, and BUCS performance training.

They have now been able to promote coach education, helping members gain Level 1 and 2 coaching qualifications. This in turn has resulted in more coaches helping out at the club and also lifted the standard of the players. This has been vital to their growth as classes tend to have between 30-40 participants, enabling more one to one coaching time.

# PERFORMANCE

It was another successful year on the international stage for both our professional and junior players as the golden era of Scottish tennis continues.

Jamie Murray<sup>1</sup> took his tally of Grand Slam titles to five by winning the mixed doubles titles at Wimbledon and the US Open in a great partnership with Martina Hingis.

Gordon Reid also added to his ever increasing haul of Grand Slam titles by teaming up with fellow Brit Alfie Hewitt<sup>2</sup> to capture the Australian Open, Wimbledon and US Open doubles titles.

On the international junior stage, 7 Scottish players combined to win a total of 16 ITF U18 titles. Fantastic to see some of the younger players like Jacob Fearnley<sup>3</sup> bringing in 6 titles himself.

Wimbledon this year saw 11 Scots<sup>4</sup> competing at the home Grand Slam. Maia Lumsden competed for the first time in

the Women's qualifying draw and Aidan McHugh<sup>5</sup> played through to the 3rd round of the boys singles draw.

It was a somewhat more frustrating year for Andy Murray who began it as world number one and showed signs of another successful year by capturing the Dubai ATP 500 title in February. Unfortunately he was then hampered by injury and illness and his year prematurely came to an end after a brave attempt to defend his Wimbledon title while struggling with an injury. We all look forward to Andy being fit, healthy and back on court competing for the biggest titles in 2018.

8 Scots were part of the GB team<sup>6</sup> who competed at the 2017 Seniors & Super Seniors ITF World Team Championships in Florida in October. Marjory Love was part of the GB team who won Bronze in the W65 category and Ruth Weston also won Bronze in the W75 category.



## NATIONAL PLAYER PROGRAMME

Tennis Scotland continued to run the National Player Programme in 2017 in order to support our top junior and senior players on the international stage. The programme is run in partnership with the **sportscotland** Institute of Sport and Beaconsburst School and is centrally based at the Scottish National Tennis Centre, University of Stirling, in addition to supporting players training in other locations.

Players aged 15 plus who are selected for the programme receive coaching, sport science and medicine support aimed at helping them progress towards the highest levels of the sport, the Grand Slams for juniors and eventually professional players.



## PERFORMANCE SUCCESSES

In July, Hamish Stewart, Alexandra Hunter<sup>7</sup> and National Coach, Colin Fleming, joined up with the Scottish team for the Commonwealth Youth Games in Nassau, Bahamas. This was a fantastic experience for all three to represent Scotland at a multi-sport games in such a beautiful location. Hamish was a standout performer for Team Scotland, winning one of 8 gold medals<sup>8</sup> in the boys' singles.

In March, the Merchiston Castle School<sup>9</sup> team travelled to Recife in Brazil for the ISF World Schools Championships. The team of Douglas Macintosh (captain), Cameron Bowie, Jacob Fearnley, Matthew Hollingworth and Chris Edge represented the school and Scotland with distinction by finishing runners-up. This was an outstanding achievement having finished 8th at the same competition in Doha in 2015.

In December, three Scots were part of the Great Britain team at the BNP Paribas Master'U event in Lille, France. Scott Duncan, Maia Lumsden and Jonny O'Mara were part of the team in the event dubbed the "World Event of University Tennis" alongside Emma Hurst, Pippa Horne and Jack Findel-Hawkins. They came up against the USA in the final who had won the event on the previous six occasions and put in a fantastic performance to win the title for Great Britain.

In June, four Scottish Junior players (Connor Thomson, Maisie Wood, Alexandra Hunter and Charlie Miller<sup>10</sup>) enjoyed the experience of playing at the Brodies Invitational in Gleneagles alongside legends Greg Rusedski, Mats Wilander, Xavier Malisse, Thomas Enqvist and National Coach Colin Fleming.

# PERFORMANCE HIGHLIGHTS

**Tennis Scotland** @tennisscotland

Action shots from the Juniors Doubles at the @BrodiesLLP Invitational. Alexandra Hunter & Charlie Miller v Connor Thomson & Maisie Wood

**Tennis Scotland** @tennisscotland

Breaking News | Alexandra Hunter and Hamish Stewart who will represent 🇬🇧 at in the @Bahamas2017Cyg > [bit.ly/2s9ejWk](https://bit.ly/2s9ejWk)

**ALEXANDRA HUNTER**  
@Bahamas2017Cyg

9:46 AM - 30 May 2017

15 Retweets 45 Likes

**Tennis Scotland** @tennisscotland

Gold Medal for Hamish! Hamish has won the final @Bahamas2017Cyg 6-4 6-4. Fantastic news and fully deserved. #teamscot2017

**GOLD**

**Hamish Stewart**

**TENNIS**

**Men's Singles**

TEAM SCOTLAND bahamas2017

8:01 PM - 23 Jul 2017

16 Retweets 123 Likes

**Tennis Scotland** @tennisscotland

A brilliant match involving our juniors and the legends 🇬🇧 Thanks to @brodies for opportunity. Cheeky photobomb @xmalissesite 😂 #BT117

4:51 PM - 17 Jun 2017

4 Retweets 25 Likes

**Tennis Scotland** @tennisscotland

#4NationsJuniorChampionships Congratulations U14 winners Scotland 🇬🇧 🌞

Runners up England, 3rd Ireland, 4th Wales

6:13 PM - 10 Sep 2017

7 Retweets 71 Likes

**Tennis Scotland** @tennisscotland

Brilliant for @cam\_norrie as he wins his 2nd Challenge title of the year! 🏆 🇬🇧

ATP Challenger Tour @ATPChallenger  
Take a bow. @cam\_norrie! Champion at @TiburonChallenger with a 62 63 win over Tennis Sandgren. Second #ATPChallenger 🏆 for the 🇬🇧.

8:41 AM - 2 Oct 2017

4 Retweets 19 Likes

**Tennis Scotland** @tennisscotland

Delight for @jamie\_murray as he wins the Mixed Doubles with Martina Hingis 6-1 4-6 10-8 in the #USOpen

9:03 PM - 9 Sep 2017

54 Retweets 404 Likes

**Tennis Scotland** @tennisscotland

2 Scots in #AusOpen quarterfinals tomorrow! Gordon Reid in the Men's Wheelchair Singles and Ali Collins in the Junior Girls' Doubles.

**MELBOURNE**

4:11 PM - 24 Jun 2017

18 Retweets 53 Likes

**Tennis Scotland** @tennisscotland

Next up at #AMLive17 was mixed doubles between @aidymchugh @alicol27 @ewen\_jumsden @AnnaBrogan97

7:23 PM - 7 Nov 2017

7 Retweets 50 Likes

**Tennis Scotland** @tennisscotland

Huge congratulations to @GordonReid91 and @alfiehewett6 on winning the Men's Wheelchair Doubles #wimbledon Champions once again!



4:34 PM - 15 Jul 2017

41 Retweets 127 Likes

**Tennis Scotland** @tennisscotland

Result | Hamish Stewart wins his first round match @Wimbledon 4-6 7-5 6-1. Another great comeback coming from one set down 🇸🇬



7:49 PM - 8 Jul 2017

15 Retweets 86 Likes

**Tennis Scotland** @tennisscotland

Result | Aidan McHugh through to 3rd round @wimbledon with a 6-0 7-6 win over the 6th seed and will play M.Martineau. Fantastic!



11:44 AM - 12 Jul 2017

21 Retweets 86 Likes

**Tennis Scotland** @tennisscotland

Congratulations to the 3 Scottish Juniors on their Wildcards into Junior @Wimbledon - Aidan McHugh, Hamish Stewart and Ali Collins. 🇸🇬



4:12 PM - 6 Jul 2017

22 Retweets 67 Likes

**Tennis Scotland** @tennisscotland

Well done to junior @Thomson16Connor who has won the Boys Doubles title at the Dubai ITF Junior Championship today. Connor also reached the Semi-final of Singles however lost out narrowly to the top seed. 🏆🇸🇬



13:40 PM - 10 Nov 2017

2 Retweets 29 Likes

**Tennis Scotland** @tennisscotland

Congratulations to Jacob Fearnley on winning the ITF singles title as well as the Doubles with Connor Thomson in Poland. Top work! 🏆🇸🇬




7:46 PM - 20 Aug 2017

4 Retweets 49 Likes

**Tennis Scotland** @tennisscotland

Congratulations to Maia Lumsden who has won the Aegon GB Pro-Series Wirral! She beat Chwalinska 6-4 6-2 🏆🇸🇬 #Champion #ScotsOnTour



7:55 PM - 18 Feb 2017

7 Retweets 44 Likes

**Tennis Scotland** @tennisscotland

Great to see an all Scot final at the ITF Junior CLTK Prague Junior Open! Aiden Mchugh beat Hamish Stewart 75 64. #ScotsOnTour



1:53 PM - 29 Jan 2017

6 Retweets 31 Likes

**Tennis Scotland** @tennisscotland

Great work from @maialumsden this week. Singles and Doubles title in the bag! 🏆🇸🇬

Maia Lumsden @maialumsden Pumped to win my second pro singles title! 🏆🇸🇬 @loesgill @SUTC1 @tennisscotland



4:21 PM - 4 Nov 2017

4 Retweets 28 Likes

# COMPETITIONS

Tennis Scotland offers a programme of tournaments for people of all ages and abilities throughout the calendar year.

At the start of 2017, tennis fans once again enjoyed some high quality tennis at the AegonGBPro-SeriesScottishChampionships in Glasgow. No fewer than 11 Scots were in action, with 2010 Commonwealth Games Mixed Doubles Gold Medallist, Jocelyn Rae<sup>1</sup> winning the women's doubles alongside fellow Brit Anna Smith. On the finals day a large crowd<sup>2</sup> including club representatives from across Scotland watched Petra Krejsova beat Bibiane Schoofs over three sets in the women's singles, before watching 3rd seed Filip Horansky win 6-3, 6-2 to become Scotland's men's champion.

The premier inter-club competition in Scotland is the Scottish Inter-Club Challenge Cup. Over 600 players from 85 registered clubs in Scotland participated in this year's event, with the final being held at Craiglockhart Sports Centre in June. In front of a large crowd, a strong Thorn Park<sup>3</sup> side overcame Giffnock to lift the men's trophy for the third time in five years while Blackhall<sup>4</sup> defeated defending champions Newlands, 5-1 in the final of the women's draw.

Blackhall also retained their women's title for a fourth year in succession in the Aegon Team Tennis Scotland competition and were joined by Kinnoull men's team, winning the title for the first time in their club's history, to progress to the GB National playoffs as Scottish champions.



At the Scottish Open Indoor Championships held at Newlands LTC, Bruce Strachan beat Scott MacAulay in the men's draw 6-1, 6-1 and Erin Russell won the women's draw beating Sofia Antipatis 6-3, 6-2. Scott MacAulay made amends for missing out on the singles by winning the men's doubles alongside fellow University of Stirling student Reuben Henry, and locals Caitlin Steel and Jennifer Steel won the women's doubles.

In the Scottish National Championships<sup>5</sup>, an event open to all players currently living, training or studying in Scotland, University of Stirling students Robert Leck<sup>6</sup> and Zoe Moffat lifted the men's and women's titles respectively. Both matches were very close with Robert beating Bruce Strachan over three sets and Zoe winning 7-6, 7-5 against Lisa Munro<sup>7</sup>.

# TENNIS SCOTLAND OPEN TOUR

A national pilot was agreed for 2017 to deliver a new nationwide progressive tournament accommodating all levels of play, both locally and nationally. The pilot was very successful with 500 players competing in 18 events at 16 venues across Scotland.

The competition consisted of 13 TS 300 events with the winners moving on to 4 TS 500 events, the winners of which progressed to the TS 1000 where they were joined by some of the top players in Scotland.

The TS 1000 was sponsored by the Ogilvie Group and was held at the National Tennis Centre in Stirling.

It was a day to remember for the Lumsden family as both Ewen<sup>8</sup> and sister Maia<sup>9</sup> took home the titles as well as the prize money on offer from Tennis Scotland. Ewen Lumsden beat Nic Rosenzweig in the final 6-4, 6-2 with Maia beating Patricia Skowronski<sup>10</sup> 6-2, 6-4.

Due to its success the TS Open Tour is set to return in 2018.



# COMPETITIONS

## JUNIOR

The Scottish Junior Indoor Championships<sup>1</sup> were held over two separate weekends. 18U and 14U events in January and the 16U and 12U events in March. Charlie Miller<sup>2</sup> was the pick of the bunch winning the boys 16U title and coming runner up in the 18U event, losing out to Patrick Young.

A new addition to the Tennis Scotland Winter programme was the Scottish Junior Indoor Doubles Championship which proved a hit with players and parents alike back in April. 128 players played nearly 100 rubbers across 12U, 14U, 16U and 18U events.

The 43rd Scottish Junior District Team Championships<sup>3</sup> was once again held at Kilgraston School for a week's worth of competition over three age groups. Over 250 matches were played by over 100 players representing Scotland's nine district associations, with the North East topping the table for the first time since 1997. The Central district won the 12U age group, East of Scotland lifted the 15U and the North East took the 18U title.



After the semi-finals concluded at the Scottish Secondary Schools Team Championship<sup>4</sup> at St Georges School for Girls, the finals, which were due to be held the same day, were rearranged for later in the month due to adverse weather conditions. In the boy's event Merchiston Castle School won the title for the fifth straight year beating High School of Glasgow, and fellow Edinburgh school George Watson's College won the girls competition defeating The Mary Erskine School.

In July, the Scottish Junior Open<sup>5</sup> – Scotland's premier junior competition – saw 300 promising young players from across Britain compete for the titles. The 10U and 12U age groups were played at Scotstoun Leisure Centre with the 14U and 18U age groups at Craiglockhart Sports Centre.

The Scottish 18U Junior Inter County Team Championship (Tea Cup) held at the end of August in Prestwick was won in a tie-break by the West of Scotland against the North after tying 3 rubbers each in the final. East of Scotland then beat the South to take third.

Glasgow played host to the Four Nations Junior Championships this year with the Scotland team<sup>6</sup> winning the 14U age group. England finished overall champions winning both the 12U and 18U events, with Scotland runners-up ahead of Wales and Ireland.



## SENIOR

The ITF Scottish Senior Open Championships<sup>7</sup> were held in January consisting of draws for players aged 35 and over, up to the 70 & Over competition. Over 200 players from 12 different nations competed, with seven of the fourteen singles and six doubles titles being won by Scottish players.

Glasgow played host to the Four Nations' Veterans Championship<sup>8</sup> in April and May, welcoming teams from England, Ireland and Wales.

The weekend began with a Civic reception hosted by Glasgow City Council followed by three days of competition. Scotland won the overall championships winning four of the six age groups – Men's and Women's 35 & Over, Men's 45 & Over and Men's 50 & Over – to win the championship for the first time since 2013 with a record 22 points.



## BRITISH TOUR FAST4

Tennis Scotland, in association with the Lawn Tennis Association, piloted a circuit of one day tournaments throughout 2017. These grade 3 events are managed by the host club and target players 19 and Over with juniors filling the extra spaces in the draws.

Four venues successfully hosted events, namely Westburn Tennis Centre, Strathgryffe Tennis Squash and Fitness Club, Western Health & Racquets Club and the National Tennis Centre in Stirling. As a result of the success, seven events will be held in Scotland in 2018.

# FINANCE REPORT

## **For the 12 Month Period Ended 31st December 2017**

The Tennis Scotland Accounts cover the twelve month period ending 31st December 2017 and reveals a loss of £19,906 compared to a loss for the previous fifteen month period of £77,038. This is a twelve month reporting period being compared to a fifteen month reporting period for 2016. This means that direct comparisons regarding absolute levels of income and expenditure are slightly skewed as the previous accounting period was three months longer in duration. This will be the last year when this anomaly will be present; as from next year 2018, the comparison will revert back to a twelve month accounting period.

The operating loss was a result of additional costs from a minor staff restructure in 2017 and has been met from the Reserves of the company. The Board are satisfied that the company has sufficient Reserves going forward to provide a stable financial platform for the year ahead.

Turnover for the twelve month period ended 31st December 2017 was £1,865,197 compared with £2,138,846 for the previous fifteen month period ended 31st December 2016 – a decrease of £273,649 which is for the most part equivalent to a reduction of three months of income. The proportion to total income remained fairly constant across the various income heads from 2016 to 2017. There was however an increase in the LTA funding to support the facilities programme. Sponsorship income was slightly down from the previous year by £2,276. The Board is conscious of the fact that sponsorship income continues to play an important role in Tennis Scotland's turnover and is actively exploring opportunities to attract new sponsors for 2018.

The level of expenditure for the twelve month period ended 31st December 2017 at £1,886,556 being £334,615 lower than in the

previous fifteen month period at £2,221,171. The decrease is explained by the shorter accounting reporting period. The majority of the expenditure heads maintained their level of spending as a percentage of the total outgoings compared to the previous fifteen months. The exception to this was the increase in Competition Costs which was attributable to Tennis Scotland hosting an additional Home Nations Tournament; additional spend on the Pro Series in Glasgow (recouped from the LTA); and the inaugural Tennis Scotland Open Tour event.

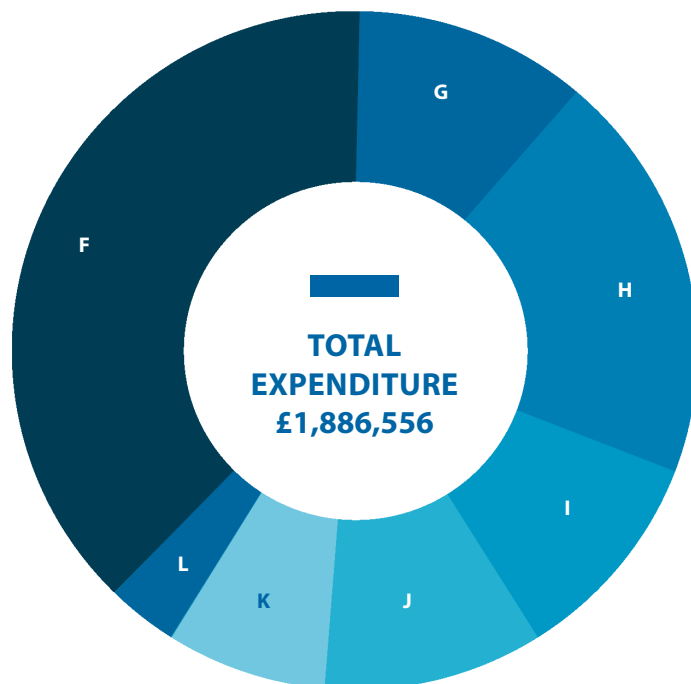
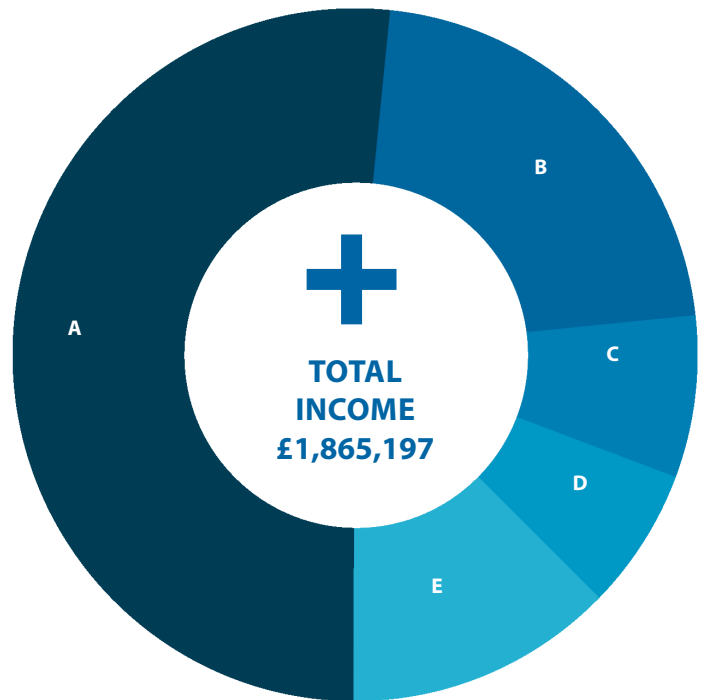
Tennis Scotland's Statement of Financial Position (Balance Sheet) at 31st December 2017 shows a healthy position with Reserves standing at £473,127 which provides a degree of financial stability going forward. Cash at bank has in fact increased to stand at £682,368 compared to £558,764 in the previous year reflecting an increase in the amount of deferred income at 31st December 2017. Debtors have fallen substantially compared to 2016 as a large amount of accrued income due at 31st December 2016 was received in the first quarter of 2017.

Excerpts from the audited Financial Statements by way of a Profit and Loss Account and Balance Sheet are published with this report. Copies of the full Tennis Scotland Accounts are available on request.

# FINANCE ANALYSIS

Ended 31st December 2017

Income	12 months to 2017	15 months to 2016
A LTA/Tennis Foundation	£964,127	£1,123,888
B sportscotland	£398,250	£496,000
C Commercial	£143,842	£146,118
D Membership Fees	£123,627	£114,779
E Other	£235,351	£258,061
<b>Total Income</b>	<b>£1,865,197</b>	<b>£2,138,846</b>



Expenditure	12 months to 2017	15 months to 2016
F Staffing	£721,782	£917,093
G Performance Programme	£207,208	£398,665
H Development Programme	£367,430	£355,658
I Tournament Costs	£192,029	£172,022
J Administration & Marketing	£193,703	£215,702
K Coach Education	£142,734	£100,354
L Other	£61,670	£61,677
<b>Total Expenditure</b>	<b>£1,886,556</b>	<b>£2,221,171</b>

# STATEMENT OF COMPREHENSIVE INCOME

For the Year Ended 31st December 2017

	Year to 31.12.17 £	Fifteen months to 31.12.16 £
<b>TURNOVER</b>	<b>1,865,197</b>	2,138,846
Competition costs	<b>(192,029)</b>	(172,020)
Tennis costs	<b>(1,337,268)</b>	(1,537,410)
Administrative and marketing costs	<b>(357,259)</b>	(511,741)
<b>OPERATING LOSS</b>	<b>(21,359)</b>	(82,325)
Other interest receivable and similar income	<b>1,453</b>	5,287
<b>LOSS BEFORE TAXATION</b>	<b>(19,906)</b>	(77,038)
Taxation	-	-
<b>LOSS FOR THE FINANCIAL PERIOD</b>	<b>(19,906)</b>	(77,038)

# STATEMENT OF FINANCIAL POSITION

As at 31st December 2017

	2017 £	2016 £
<b>FIXED ASSETS</b>		
Tangible Assets	40,076	45,752
<b>CURRENT ASSETS</b>		
Stocks	3,605	4,512
Debtors	39,521	101,819
Cash at Bank and in Hand	682,368	558,764
	<u>725,494</u>	<u>665,095</u>
Creditors: Amounts Falling Due within One Year	(292,443)	(217,814)
<b>NET CURRENT ASSETS</b>	<u>433,051</u>	<u>447,281</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>	<u>473,127</u>	<u>493,033</u>
<b>CAPITAL AND RESERVES</b>		
<b>PROFIT AND LOSS RESERVES</b>	<u>473,127</u>	<u>493,033</u>

Approved by the Board for issue on 5th March 2018.



**S Martin (Chair of the Board)**  
DIRECTOR



**B Dodds (Chief Executive)**  
DIRECTOR

# AWARDS AND NATIONAL COMPETITIONS

## 2017 Tennis Scotland Awards

Club Award – **Rutherglen Lawn Tennis Club**<sup>1</sup>  
Coach Award – **Adam Brown**  
Community Award – **Drumchapel Tennis Club**<sup>2</sup>  
Disability Programme – **Prestwick Tennis & Fitness**  
Education Award – **Dundee & Angus College**  
Outstanding Achievement – **Gareth Ellor**  
Outstanding Achievement – **The ROGY Tour**<sup>3</sup>  
Volunteer Award – **Lucy Bryden**

## National Competitions

### Tea Cup, 18U Inter-County Championships

1st: West<sup>6</sup>  
2nd: North  
3rd: East  
4th: South

### GB Pro-Series Glasgow (The Scottish Championships)

Men's singles: Filip Horansky<sup>7</sup>  
Women's Singles: Patricia Skowronski<sup>8</sup>  
Men's Doubles: Niels Desein & Mick Lescure  
Women's Doubles – Jocelyn Rae & Anna Smith

### Scottish Indoor Open Championships

Men's Singles: Bruce Strachan  
Women's Singles: Erin Russell  
Men's Doubles: Scott MacAulay & Reuben Henry  
Women's Doubles: Caitlin Steel & Jennifer Steel

### Inter-District Championships, Kilgraston School

12U: Central  
15U: East  
18U: North East  
Overall: North East<sup>9</sup>

### The Scottish National Championships

Men's Singles: Robert Leck<sup>10</sup>  
Women's Singles: Zoe Moffat<sup>10</sup>  
Men's Doubles: Matthew Grieve & Jamie Martin

Young Volunteer Award – **Matthew Douglas**  
Official of the Year - **Gill Milne**  
International Player of the Year – **Cameron Norrie**<sup>4</sup>  
Junior Player of the Year – **Aidan McHugh**<sup>5</sup>  
Senior Player of the Year – **Marjory Love**  
Team of the Year – **NESTLA (North East of Scotland LTA)**  
Tournament of the Year – **East Lothian Open Tournament**

### Four Nations Seniors' Championships

1st: Scotland  
2nd: Wales  
3rd: England  
3rd: Ireland

### Four Nations Junior Championships

12 & Under: England  
14 & Under: Scotland  
18 & Under: England  
Overall: England

### Scottish Schools Championships

Boys: Merchiston Castle School<sup>11</sup>  
Girls: George Watson's College<sup>12</sup>

### Scottish Cup

Men: Thorn Park<sup>13</sup>  
Women: Blackhall<sup>14</sup>

### Nike Junior International Edinburgh (Scottish Winners)

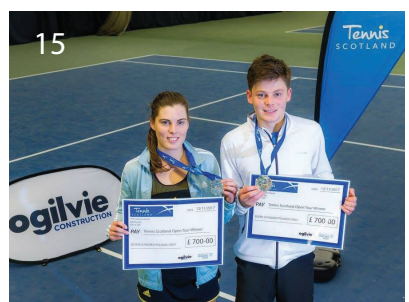
18U Boy's Doubles - Connor Thomson and Ross Martin

### Team Tennis (Open) Scotland

Men: Kinnoull Tennis Club  
Women: Blackhall Lawn Tennis Club

### Tennis Scotland Open Tour<sup>15</sup>

Men's - Ewen Lumsden  
Women's - Maia Lumsden





Helping more people play tennis, more often



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