



Annual Report 2011



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Photo credits - Tennis Scotland would like to thank the following people for their photography: Lee Boucher, Stephen Brown, Andrzej Chrobot, Rob Eyton-Jones, Andrew Haw, James Jordan, the Lawn Tennis Association, Alexis Manson, Fraser McLeish, Jane Morrison, Irina Nazarova, Mark Nouillan, Michelle Paterson, Andrew Raitt, Gordon Reid, Nicola Slater, Roy Smiljanic, Special Olympics GB, John Stevenson and Christine Windmill.

CEO Welcome

As we fast approach the most significant sporting event this country has witnessed in a generation, I am delighted to once again report excellent progress in all areas of the development of our sport, but this would not be possible without a dedicated and committed tennis workforce, so my sincere thanks go to all involved.

Regularly competing juniors have increased from 2,332 to 2,881; British Tennis Membership stands at 22,003 compared to 18,045; total membership at registered 'Places to Play' has risen from 37,981 to 41,840; and the level of Clubmark clubs is now at 66, up from 51 twelve months ago.

Normally we report on the number of Scots in the world top 100; however I am delighted to report that we finished the season with no fewer than four Scots in the world top 50!

Andy Murray returned to number 3 in the world rankings and reached the semi-finals or better in all of the year's Slams. Elena Baltacha became the first British woman since 1987 to end the season in the world top 50 while Colin Fleming and Jamie Murray both enjoyed career high doubles rankings during 2011. Meanwhile our successes in junior, senior, vets and disability tennis are nothing short of remarkable.

Two major high points throughout the year were the staging of the Davis Cup ties against Luxemburg and Hungary at the Braehead Arena, where the atmosphere was electric. Leon Smith and his team certainly responded to the enthusiasm and passion of our fans and, with the Slovakia tie in February being played at the same venue, the arena is fast becoming recognised as Great Britain's unofficial 'home'.

The past year also saw the departure of our National Coach, Ellinore Lightbody, to take up a similar role with Tennis Wales. I would like to take this opportunity to thank Ellinore for the huge contribution she made during her six years with Tennis Scotland. She was pivotal to the development of the game at a performance level in recent years and left a legacy that we will continue to build upon going forward.

'Off the court', the change from Affiliation to Registration has been well accepted by the majority, and this has resulted in over £135,000 remaining at our 'Places to Play'. We would hope to see this money reinvested into tennis activities across Scotland, which will make a significant difference at a local level.

Further change sees the incorporation of the LTA and this has resulted in subsequent constitutional changes cascading all the way down to individual clubs. While these initiatives do bring additional workloads, it is important that governing bodies do move with the times and Tennis Scotland is currently looking at our structure to enable us to drive the sport forward at all levels.



For the coming year, the major focus throughout British Tennis will be on growing and sustaining participation, giving more people the opportunity to enjoy our great sport. To achieve this we intend to focus our support in four main areas - the 4 P's - Places, People, Programmes and Promotion.

We will invest in places to play at parks, clubs, schools and tennis centres. We will continue to support the people who make our sport happen, including coaches, volunteers, and club officials. We will further develop programmes including mini tennis, cardio tennis, Tennis Xpress and allplay which will help more people play tennis. Promotion of the sport will improve the understanding of the benefits of tennis and how people can get involved.

An exciting development over the coming year, aimed at increasing participation, is the community tennis project taking place in Glasgow. In partnership with the Tennis Foundation the city has been selected as one of eight pilot projects throughout the UK. The aim is to develop an area of sustainable tennis delivery where partners from local government, clubs, coaches, schools and other education providers work together to deliver a range of tennis opportunities across a local authority area.

This joined up approach will help ensure more people can access existing facilities in parks, schools and communities, as well as quality coaching, and it is anticipated that best practice from the community pilots can be rolled out in other parts of the country.

Our dedicated team look forward to working with you to make all of this happen.

David Marshall

Performance



Following on from the Commonwealth Games success in Delhi at the start of the current financial year, another excellent period has witnessed our players yet again at the top of British tennis, producing world class performances.

Andy Murray's unbeaten run of 17 matches saw him lift consecutive titles in Bangkok, Tokyo and Shanghai and move to number 3 in the world rankings, following a season where he reached at least the semi-final stage of all four Grand Slams, including the Australian Open final.

It was a year in which Elena Baltacha achieved her highest ranked tournament victory to date, winning the \$100k AEGON Nottingham Challenge, and she also ended the season inside the world's top 50 for the first time.

Doubles specialists Colin Fleming and Jamie Murray recorded career high ATP rankings, both inside the top 50. Fleming reached the quarter-final stage at Wimbledon and the US Open and won in St Petersburg with partner Ross Hutchins, whilst Murray picked up titles in Valencia, Metz and Tokyo.

Jamie Baker continued to claw his way up the world rankings on the Challenger and Future circuits, winning the AEGON Pro-Series event in Cumberland in August and finished the year back inside the world top two hundred and fifty at 243.

Wheelchair tennis continues to develop with Gordon Reid and Kevin Simpson leading by example on the world stage. Gordon qualified for the world doubles masters (featuring the top eight pairs on the planet), defeated five of the world's top ten players, lifted the PTR Championships at Hilton Head Island, and is currently the top ranked British singles player.

Kevin meanwhile, who reached a career high singles ranking of 34 in November last year, was a finalist at both the singles in the North West Challenge in Preston and the doubles at the Airport Company South Africa Polokwane Open.

Our junior performance programme was enhanced this year through the support of the **sportscotland** institute of sport,

with core programme support being offered to Jonny O'Mara, Emma Devine and Alice Keddie.

There were numerous junior successes throughout the year; Anna Brogan won the 14U AEGON British Junior Nationals singles title and a grade 1 Tennis Europe tournament in Belgium; Ross Wilson and Maia Lumsden won the 14U British clay court titles and represented Great Britain in the 14U summer cup; Jonny O'Mara won ITF international titles and was undefeated as part of GB's winning 16U winter cup squad; and Anastasia Mikheeva won the prestigious 12U international event in Auray, represented GB in the winter and summer cups, won the 12U AEGON Winter National Tour and won the 12U 'double' at the GB nationals, triumphing in singles and doubles.

And among a hugely talented crop of mini tennis players, Jacob Fearnley stood out with his haul of three 10U grade 2 titles, 3rd place finish in the 10U nationals, winner of the Bolton grand prix grade 3 event and was selected in the GB team for an international match against Belgium.

At the other end of the age scale, it's been an extremely fruitful period for our veteran players. Frances MacLennan (World ITF Ranking 6) was a silver medallist in the GB 65's team in the World Team Championships in Turkey and the winner of the British Indoors 65's singles; Christine Lockhart (13) was a teammate of Frances in Turkey, winner of the British Grass Court 65's and British Indoors 65's doubles; Marjory Love (5) captained the GB 60's team in Turkey, won the British Indoors 60's singles and doubles (with Christine Windmill), the British Clay Court 60's singles and Grass Court 60's singles; Jeanette Coulter (13) won the British Indoors 70's singles and doubles. Jimmy Wood (15) won the British Grass Court 75's singles and was a member of the GB team in Turkey.

Finally in September, Scotland returned from Dublin after lifting the Home Nations Championships in convincing style, winning an incredible 43 out of the 48 matches played, resulting in the squad topping all of the age group sections in addition to being crowned overall winners.

Tennis Operations



The sport of tennis continues to increase in popularity with the numbers of people enrolled within 'Places to Play' now standing at approximately 42,000 and encouraging signs at new Places to Play within parks and Beacon sites where new participants are being recruited and retained. At the time of writing, there are 220 'Places to Play' within Scotland, including 66 Clubmark clubs and 13 Beacon sites.

A prime example of where interest has been generated is Brodie Park in Paisley, where the courts were upgraded thanks to a £160k investment from the LTA. A visit in July from the Davis Cup team attracted a four figure audience and following the completion of the refurbished courts, Mike Cohen (Tennis Development Manager) worked with Renfrewshire Council to create a programme at the park which now offers coaching for all in the local community.

It has been an exciting period for the development of disability tennis opportunities in Scotland following the appointment of Andrew Raitt to the new post of Disability Tennis Development Manager. This post was made possible with the support of the Tennis Foundation, **sportscotland** and Scottish Disability Sport.

One of the early initiatives Andrew has been concerned with was the establishment of two new wheelchair tennis hubs, in Aberdeen (Westburn) and Glasgow (Scotstoun) which complement the already established 'Winning Wheels' wheelchair tennis club at Craiglockhart in Edinburgh.

Over the course of the past twelve months, 36 primary and 9 secondary teacher training courses were held, attended by 469 and 86 participants respectively while 350 AEGON schools tennis equipment packs were supplied along with 40 AEGON special schools mini tennis equipment packs.

Continued importance of competition for all ages was underlined with the appointment of John Stevenson to the competitions team to manage Tennis Scotland events. One of John's first tasks was a thorough review of competition grades, the result of which is a full programme of Winter County Tour (Grade 4) and Winter Regional Tour (Grade 3) events across Scotland.

As recorded elsewhere, the numbers of regularly competing juniors continues to increase, as does the number of youngsters playing more than twenty matches per annum. The work being undertaken in partnership with our Local Authorities, through the Active Schools network, has greatly increased the links between our schools and clubs, and should ensure that these figures continue to move in the correct direction.

Three AEGON Pro-Series events were staged successfully while the AEGON Junior International at Craiglockhart provided an

opportunity for our best juniors to compete at international level.

The 2011 Scottish Cup competition was as fiercely contested as ever and hearty congratulations are due to the eventual winners, Esporta Lanarkshire men and Newlands ladies.

Royal High School secured a memorable double at the Scottish Schools Team Tennis Championships, triumphing in both the boys and girls events; a first for a state school. For 2011/12 changes have been made to the structure of the competition in order that early rounds could be regionalised on a round robin format prior to progression to the knockout stages, a move resulting in an increase of entries from the previous year, with 50 boys and 35 girls schools participating.

Lanarkshire hosted the 45th International Childrens Games in August with the tennis event organised by Tennis Scotland in conjunction with Esporta Lanarkshire.

Coaches are at the fulcrum of all aspects of the sport in Scotland. Throughout the year, Tennis Scotland staged a total of 8 x 3 hour workshops benefitting 54 coaches, held an LTA Performance Roadshow, attended by 41 coaches, and ran a 'Developing Quality Programmes' workshop to which 58 coaches and volunteers attended.

There are currently 142 LTA Licensed and 92 LTA Registered Coaches throughout the country and numbers attending courses were extremely healthy with 299 attending UKCC Level 1, 143 attending UKCC Level 2 and 31 attending UKCC Level 3. Furthermore, 10 attained upgrades to senior performance coach, 9 to senior club coach and 3 to master performance coach.

The annual Coaches Conference was attended by 95 coaches and featured a variety of key speakers while the Tennis Scotland apprenticeship programme, launched in 2009, has now witnessed the graduation of our first four apprentices with a further two having commenced work in September this year, based in Prestwick and Edinburgh.

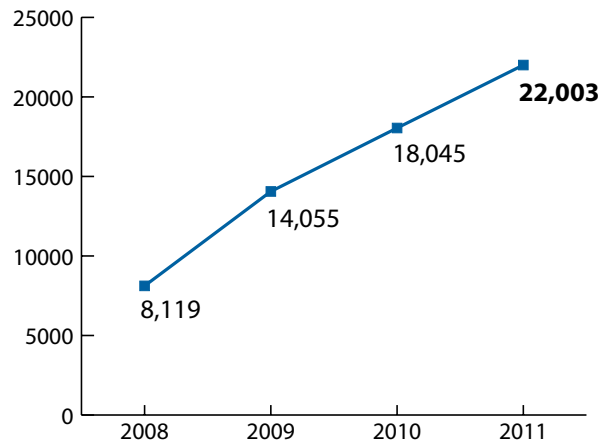
The Cashback tennis programme, supported by the Scottish Government, ended its first full year having delivered more than 700 hours of coaching to children, many of whom had never before been given the opportunity to receive tuition. In total, more than a thousand youngsters attended coaching throughout the country with most attending at least six sessions, resulting in over 5,000 contact sessions.

The HHEAPS (Hygiene, Healthy Eating and Activity in Primary Schools) initiative, now in its fourth year and part funded by the Food Standards Agency, involved 4,127 children across five local authorities.

Measures of Success - Scotland

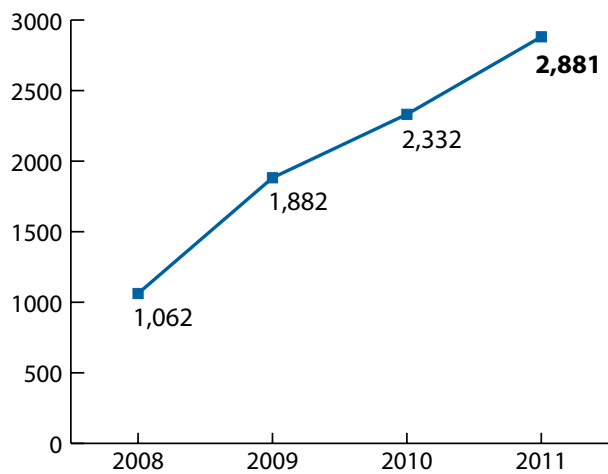
Number of British Tennis members

BTMs are people who are directly involved with the sport. We communicate with them directly and can support them to participate.



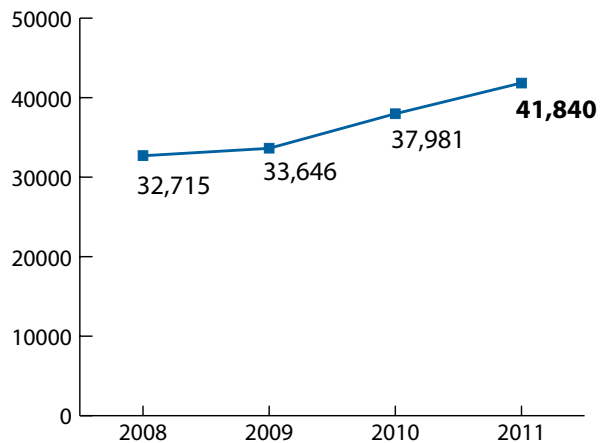
Number of regularly competing juniors

More competing juniors means more juniors enjoying tennis and staying in the sport, as well as widening the base from which to identify and support our most talented players.



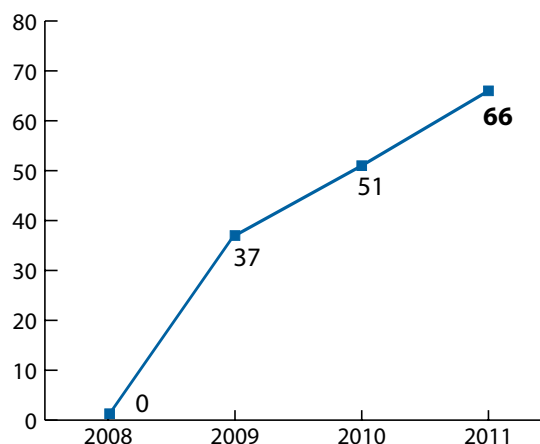
Number of members of registered places to play

The move from affiliation to registration has allowed us to count more accurately the number of tennis members at parks, clubs, schools and other places to play, and this new measure gives us a strong indicator of overall participation.



Clubmark

Clubmark clubs deliver approved tennis programmes in a quality and safe environment, resulting in a welcoming place to play tennis which will encourage more people into the sport.



The Year in Photos

1. Esporta Lanarkshire Men's Team

Winners of the 2011 Scottish Cup, June 2011

2. Newlands LTC Ladies' Team

Winners of the 2011 Scottish Cup, June 2011

3. Scotland Home Nations Team

Winners of all age group competitions and overall match against Wales and Ireland in Dublin, September 2011

4. Scotland Home Nations Vets Team

Runners-up overall in the Vets 35 / 45 / 50 match in Cardiff, April / May 2011

5. East of Scotland Inter-District Teams

Winners of both the (5a) 11U / 13U & (5b) 15U / 17U Championships, April 2011

6. Elena Baltacha

Winner of the \$100k AEGON Challenge in Nottingham, June 2011

7. Gordon Reid

Winner of men's singles and doubles titles at the PTR Championships in Hilton Head, September 2011

8. Colin Fleming (& Ross Hutchins)

Davis Cup victory over Hungary at Braehead, September 2011

9. Andy & Jamie Murray

Brothers united to inspire the British team to success at the Davis Cup match against Luxembourg, July 2011

10. Royal High School

Winners of both the boys and girls Scottish Schools Tennis Team Championships, June 2011

11. Millie Stretton, Jonny O'Mara & Vincent Gillespie

Winners of the AEGON Junior International Edinburgh at the Craiglockhart Tennis Centre, July 2011

12. Maia Lumsden

Winner of the AEGON 14U Clay Court Championships at Queenswood, June 2011

13. Lucy Porteous

Winner of a gold and silver medal at the Special Olympics World Summer Games in Athens, June / July 2011

14. Ross-Tiree Wilson

Winner of the AEGON 14U Clay Court Championships at Queenswood, June 2011

15. Anastasia Mikheeva

Winner of the AEGON 12U British Junior Championships at Bournemouth, August 2011

16. Anna Brogan

Winner of the AEGON 14U British Junior Championships at Bournemouth, August 2011



1



2



6



8



7



13



14



3



5a



4



5b



9



10



11



12



15



16

Marketing and Communications



Tennis has again enjoyed an ever increasing profile during the past twelve months right across the board, from the continuing successes of our performance players, to coverage of local development work across the country as we look to increase opportunities to play and, with that, broaden the base in terms of numbers participating.

On the communications front, our social networking sites have become crucial in frontline interaction with almost 3,000 followers now signed up to our Facebook and Twitter accounts.

With the Braehead Arena having hosted back to back Davis Cup ties and a third to follow in February, the venue is fast becoming the recognised 'home' of the competition and very much the catalyst for the refurbishment of Paisley's Brodie Park, an initiative that has proved extremely popular with the local community.

While the period has also been a relatively strong one in terms of our commercial sponsorship, the economic climate remains fragile and, in addition to ensuring we do everything we possibly can to retain existing partners, the major challenge is to source further partners going forward.

One additional agreement that was finalised during the year was the appointment of Wilson, one of the world's leading sport brands, as our official ball, racket and equipment supplier, initially on a two year contract. Both Wilson and Tennis Scotland view the deal very much as a partnership and one that will glean many mutual benefits.

Early in 2012 we will be announcing an exciting tie-up with a national charity, a move that will result in a plethora of high profile opportunities that will benefit both parties.

For the first time ever, nominations for this year's Tennis Scotland Annual Awards were opened to the Scottish tennis community online and this has resulted in the highest number of nominations in many a year.

One further project worthy of mentioning, particularly for those who mourn the loss of the annual handbook, is that the archiving project is now underway to ensure our long and distinguished history will be available online on the Tennis Scotland website. Our thanks in particular to Christine Lawrie for her support with this process.

Finance

for Year ended 30th September 2011

The Tennis Scotland Accounts for the year ended 30th September 2011 show an operating deficit of £34,901 compared to an operating deficit for the previous year of £5,388.

The majority of Tennis Scotland's income is matched against assigned expenditure and a reduction in income does not necessarily translate to a deficit position. Operating income was lower for 2010/11, and totalled £1,497,321 being a £122,620 reduction from the previous year mainly due to the change from affiliation to registration which resulted in £135,861 remaining at our 'Places to Play'. Players' and coaches' contributions to their respective performance and coaching programmes were ahead of last year enabling more activity to take place.

sportscotland funding shows an increase over the previous year. An amount of £39,000 received from the LTA for the previous year to support County Cup activity was not repeated in this financial year and resulted in a decrease in the LTA's overall funding. The LTA's funding for Matrix players was reduced while an LTA grant for £10,000 was secured to allow Tennis Scotland to contribute to the parents' expenditure of travelling to National Talent ID days. Tournament entry fees were down from the previous year due to Tennis Scotland no longer running the Junior Grand Prix and the Scottish Vets events while the draw sizes in respect of the Scottish Indoors were reduced.

Expenditure for the year 2010/11 at £1,532,222 was £93,107 lower than in 2009/10 reflecting the reduction in the income received. As mentioned in last year's report, the change from affiliation to registration has had a major impact on the amount Tennis Scotland receives from this income stream. Performance costs were reduced due to the reduction in Matrix funding received from last year. Tournament costs were reduced as a result of the number of events run and maintaining a tight control of expenditure. Coach Education expenditure was ahead of last year reflecting the increased amount of coaches' contributions received allowing more activity to happen. Marketing costs saw a reduction of £2,034 while there were savings in office and administration costs of £18,627 compared to last year.

As in previous years, Tennis Scotland provided a grant to the Scottish Lawn Tennis Foundation (SLTF) for development purposes. The development grant provided for 2010/11 was £203,160 compared to £292,003 in the previous year. As mentioned above, the change to registration fees has markedly reduced this amount in the current financial year.

Total Income 2011

£1,497,321

Lawn Tennis Association

£672,351 (£708,518 in 2010)

sportscotland

£371,290 (£354,300 in 2010)

Commercial

£151,595 (£126,250 in 2010)

Membership Fees

£77,245 (£211,489 in 2010)

Other

£224,840 (£219,385 in 2010)

Total Expenditure 2011

£1,532,222

Staffing

£479,864 (£426,654 in 2010)

Performance Programme

£337,529 (£358,372 in 2010)

Development Grants

£203,160 (£292,003 in 2010)

Tournament Costs

£187,104 (£198,194 in 2010)

Administration and Marketing

£151,336 (£171,997 in 2010)

Coach Education

£107,006 (£95,876 in 2010)

Other

£66,218 (£82,237 in 2010)

Profit and Loss Account

for Year ended 30th September 2011

	2011 £	2010 £
TURNOVER	1,497,321	1,619,941
Competition costs	(186,797)	(219,546)
Tennis costs	(874,154)	(994,970)
Administrative and marketing expenses	(471,271)	(410,813)
OPERATING (LOSS)/PROFIT	(34,901)	(5,388)
Profit on sale of investments	-	2,814
(LOSS)/PROFIT ON ORDINARY ACTIVITIES BEFORE INTEREST	(34,901)	(2,574)
Investment income	782	697
Other interest receivable and similar income	6,805	3,486
PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION	(27,314)	1,609
Tax on profit on ordinary activities	-	-
PROFIT FOR THE YEAR	(27,314)	1,609

Balance Sheet

as at 30th September 2011

	2011		2010	
	£	£	£	£
FIXED ASSETS				
Tangible assets		58,868		76,265
Investments		16,097		16,097
		<u>74,965</u>		<u>92,362</u>
CURRENT ASSETS				
Stocks	2,133		1,458	
Debtors	55,023		59,888	
Cash at bank and in hand	734,910		715,071	
	<u>792,066</u>		<u>776,417</u>	
CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR	(313,639)		(283,073)	
NET CURRENT ASSETS		<u>478,427</u>		<u>493,344</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		553,392		585,706
CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR		<u>-</u>		<u>(5,000)</u>
NET ASSETS		<u>553,392</u>		<u>580,706</u>
CAPITAL AND RESERVES				
Profit and loss account		<u>553,392</u>		<u>580,706</u>
SHAREHOLDERS' FUNDS		<u>553,392</u>		<u>580,706</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 17th November 2011

D W Marshall (Chief Executive)
DIRECTOR

G Baker (Chair of the Board)
DIRECTOR

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