

LTA OPERATIONS LIMITED BOARD OF DIRECTORS

Wednesday 13 June 2018 at 8.30 am in Meeting Room 2 at The National Tennis Centre

Present

David Gregson, Richard Baker, Sara Bennison, Craig Haworth, Clare Hollingsworth, Scott Lloyd, Sandi Procter, Dave Rawlinson and Simon Steele.

In attendance

Meena Botros, Julie Porter (item 6 only), Rob Dearing (item 6 only) and Jackie Freeman (minutes).

Apologies

Martin Corrie and Nicola Maskens.

Minutes

1. Welcome & Declarations of Interest

David Gregson welcomed Sara Bennison to her first Board meeting and noted that it was Richard Baker's last Board meeting. David thanked Richard for his exceptional contribution to British tennis and confirmed that there would be other opportunities to thank Richard for all that he has done.

The declarations of interest were as previously recorded. Board members were reminded they should continue to declare an interest at the appropriate time during the meeting.

2. Minutes and Matters Arising

The minutes of the meetings held on 26 April and 24 May 2018 were approved as a correct record.

3. CEO Executive Summary

Board members had received a comprehensive summary in their Board pack covering the Budget, Safeguarding, Participation, Performance, Membership, Sponsorship, Digital Transformation, Engagement, Major Events and other miscellaneous items.

Board members had also received a copy of the latest Business Dashboard and Scott Lloyd explained that, although it is now fully populated, he hopes that next year the data can be captured and reported more regularly and used in a much more dynamic way to manage our activities.

Scott Lloyd reported that the LTA had been awarded a 'green' rating by the CPSU who want to use the LTA as an example of best practice in a number of areas. The training and action plans produced by the LTA Safeguarding team were singled out for praise and the fact that people within the LTA and in the Counties had been trained to such a high safeguarding standard was commended.

The announcement of the launch of the two National Academies (Loughborough University and Tennis Scotland/Stirling University) had taken place yesterday at a media briefing at the NTC. They will not officially start operating until September 2019 but work will start now on recruiting the highest calibre coaching and sports science teams in order to attract the players to join the Academies.

With regard to the Local Player Development Centres (LPDCs), Scott Lloyd informed the meeting that the panel had met to discuss 90 applications that had been received. Consequently, the panel were recommending an investment in up to 52 LPDCs.

Scott Lloyd gave an update on the research that had been carried out to better understand our fans.

At the time of the Board meeting, Major Event ticket sales are doing better than last year.

The two Challenger events in Glasgow and Loughborough were well received and insight shows that the visibility of tennis rose during this period compared to the same time last year. On the back of this, the LTA will look to develop a 'hot house' approach to similar events to drive awareness and ultimately participation.

Richard Baker suggested that it would be worthwhile highlighting the success of the LTA's Major Events at a future Committee of Management meeting.

4. Finance

Board members had received a report from Simon Steele, together with the Management Accounts for the four months ended 30 April 2018 and a copy of the latest Dashboard.

Simon Steele drew Board's attention to the section on Technology in his paper. Two possible replacements for the current Siebel CRM platform have been identified and a recommendation will be put to the Executive in the next couple of weeks.

Board discussed the Dashboard and in particular the downward trend in participation and visibility. Board felt it would be useful to have some core messages around participation that could be used, especially during the course of the grass-court season. Scott Lloyd would produce a short narrative to share with Members ahead of Wimbledon.

Scott Lloyd tabled a paper on social media which he would be happy to share. Sara Bennison would look at this and offered any support in this area.

Scott Lloyd pointed out that last week as part of National Volunteers week members of the LTA had called a cross-section of volunteers to thank them for the work they carry out for British tennis. Initial feedback had shown that the initiative had been very well received. A suggestion was made that others (including Board members and staff) could also call volunteers and that perhaps we could consider some form of rolling programme.

5. Safeguarding Report

The paper prepared by David Humphrey (Head of Safeguarding) included in the Board pack was noted.

Sandi Procter thanked the Safeguarding team for responding to requests from Counties to set up appropriate safeguarding courses and these have been well attended.

[Julie Porter and Rob Dearing joined the meeting.]

6. TBTT Update

Rob Dearing's paper on TBTT was taken as read. Board welcomed the detailed report and would like the same format for any further applications for the remainder of the year, at which point the amount of information to be made available to the Board would be reviewed afresh. A summary Board report to support the investment recommendation in the Torridge project was attached to the Board paper.

[Julie Porter and Rob Dearing left the meeting.]

7. Financial Review

7.1 Full year 2018 Re-forecast and lead in to 2019

After discussion, Board approved the 2018 re-forecast as presented in the paper and the exceptionals.

Richard Baker pointed out that, as he would be stepping down from his role as Chairman of RemCo, it would be worthwhile for him, Clare Hollingsworth and David Gregson to meet with Lord Davies during Wimbledon to ensure a smooth handover of RemCo activities.

8. Brand Vista

Gary Moss gave a presentation based on the feedback that had been collated following in depth focus groups with a cross section of the tennis family around the country. The results were presented in a VMOST framework which is consistent to what is used by UK Sport in particular.

Board members welcomed the presentation and felt it would be important that the messaging around the Mission and Vision should acknowledge that a broad cross-section of the tennis family had contributed and that it is a continuum of what has been done before but with a difference and at a faster pace.

Members agreed that the next steps would be to share the presentation with Colleagues at the forthcoming All Colleague meeting. Scott Lloyd said that he would work with the Executive to move into the 'aligning and delivery' phase which would also form the 5 year plan and 2019 budget.

9. Other Business

9.1 Davis Cup Position Update

Board members had received a paper setting out an update on the discussions around the future of the Davis Cup and the proposed LTA view.

9.2 Supply Contracts (for approval)

There were no contracts in excess of £1m requiring Board approval this month.

9.3 Changes to Approval Levels

Board approved the proposed changes to the approval process, specifically the required authority levels for the following areas: Income contracts, Payroll and VAT.

10. Reports for Noting

10.1 Business Update

The Business Update provided in the Board pack was noted.

10.2 Board Effectiveness Review Update

The paper included in the pack was noted.

10.3 Major Event Stakeholder Engagement Paper

A paper providing an overview of Board and Executive attendance at the LTA Major events was noted.

The Board met in Closed Session.

There being no further business, the meeting finished at 3.00 pm.

Signed

Date

LAWN TENNIS ASSOCIATION LIMITED

BOARD OF DIRECTORS

Wednesday 13 June 2018 at 2.00pm in Meeting Room 2 at The National Tennis Centre

Present

David Gregson, Richard Baker, Sara Bennison, Craig Haworth, Clare Hollingsworth, Scott Lloyd, Sandi Procter, Dave Rawlinson and Simon Steele.

In attendance

Meena Botros and Jackie Freeman (minutes).

Apologies

Martin Corrie and Nicola Maskens.

Minutes

1. Welcome & Declarations of Interest

David Gregson welcomed everyone to the meeting. The declarations of interest were as previously recorded and Board members should continue to declare an interest at the appropriate time during the meeting.

2. Minutes and Matters arising

The minutes of the meeting held on 26 April 2018 were approved as a correct record.

3. Verbal Updates from Committees

3.1 NomCo

Board approved the appointment of Sir David Tanner as a NED of the Board from 1st August 2018. Council would be notified in due course.

David Gregson will speak to Lord Davies about the structure of the various Committees and LTA representation on the All England Club Committees. An update will be provided at the Board meeting in September.

4. Tennis Foundation Update

The Tennis Foundation update provided in the Board pack was noted.

5. Health & Safety Report

The Health & Safety Report was noted.

6. International Report

The International Report was noted.

7. Committee Reports for noting

The minutes from the LTA Trust Meeting (22/5/18) and the Tennis Development Committee (18/4/18) were available on the Board area of Netpoint and were noted.

There being no further business, the meeting finished at 2.30pm.

Signed.....

Date.....