

PRIVATE & CONFIDENTIAL

LAWN TENNIS ASSOCIATION LIMITED (“LTA”) COUNCIL

Minutes of the meeting held on Wednesday 9 October 2019 at the National Tennis Centre, 100 Priory Lane, Roehampton, SW15 5JQ at 10.30 am

Present

David Rawlinson (Deputy President) and Lord Davies of Abersoch (Chairman, LTA Board).

Councillors

Ian Alexander, Steve Baddeley, Rachel Baillache, Jamie Baker, Andy Bradley, Francis Caldwell, Anne Clark, Anne Clayton, Roy Colabawalla, John Copsey, Lesley Cundy, Richard Cutler, Lee Evans, Andy Fay, Baroness Margaret Ford, Jane Grey, James Grindell, Ian Haigs, Craig Haworth, Richard Henshaw, Clare Hollingsworth, Barry Horne, Louise Hutchinson, Tony Jarvis, James Keothavong, Robert Kerr, Maureen Laffey, Steven Law, Jo Marks, Richard Palmer, Malcolm Peters, Andrew Petherick, Sandi Procter, Joy Robinson, Martyn Rock, Roy Staniland, Richard Stoakes, Liz Sweeting, Sir David Tanner, David Vinall, Adrian Waite, Brian Walton and Christine Windmill.

In attendance

Alex Beaumont (Volunteering Manager), Blane Dodds (Observer, Tennis Scotland), Phil Evans (representing Wiltshire), Stephen Farrow (Director of International Events & Professional Game), Jackie Freeman (PA to the Chief Executive), Paul Guyer (Property Director), Claire Kinloch Anderson (representing Tennis Scotland), Abbie Lench (Head of Clubs, Counties & Volunteering), Scott Lloyd (LTA Chief Executive Officer), Chris Mansour (representing Lancashire), Paul Marks (representing Essex), Tom Murray (Head of Padel), Laura Nigri (representing Cambridgeshire), Julie Porter (Chief Operating Officer), Olly Scadgell (Participation Director), Simon Steele (Finance Director), Gary Stewart (Head of Operations), Simon Timson (Performance Director), Sheila Wall (PA to the President), Vicky Williams (People Director), Steven Winyard (representing Oxfordshire) and Alyx Wilde (PA to Finance Director).

Minutes

All the presentations made at the Council meeting were circulated to Council members shortly after the meeting.

1. **Welcome**

The Deputy President welcomed everyone to the meeting and thanked Stephen Farrow for filling in as Company Secretary for the meeting in the absence of Pamela Woodman.

2. **Apologies for Absence**

The following apologies for absence had been received: Michael Angell, Sara Bennison, Elizabeth Bissett, Richard Blackburn, Naomi Cavaday, Simon Clarke, Martin Corrie, Karen Keohane, Eric Knowles, Steven Matthews, Cathie Sabin and Mark Sanders.

3. Declarations of Interest

Members of Council were asked to declare an interest as appropriate when a relevant item was discussed.

4. Minutes of Meeting held on Thursday 16 May 2019

David Rawlinson said that at the May meeting he had thanked Stephen Farrow on behalf of Council for the work he had done as Company Secretary over the last few years. Subject to this addition, the minutes of the meeting held on Thursday 16 May 2019 were agreed as a correct record.

6. Matters Arising

There were no matters arising which were not covered by the agenda.

7. Deputy President's Report

The Deputy President's Report had been included in the Council pack and was taken as read. David Rawlinson added that nominations for 2019 Meritorious Service Awards were due by 15 December; a nomination form and criteria for the awards would be circulated to Council following the meeting.

8. LTA Chairman's Report

The Chairman's report had been included in the Council pack and was taken as read. In answer to a question from Anne Clark, Stephen Farrow confirmed that the LTA was aware of the need for viewers to understand where and when they could watch tennis live on television, given the recent changes in broadcast partners for the ATP and the WTA (from 2020) in the UK, and would do what it could to help support that.

9. LTA Chief Executive's Update

The Chief Executive's business update was included in the Council pack and was taken as read.

Scott Lloyd took Council members through the current Business Dashboard. A number of questions were raised covering Middle Sunday Opened Up (and the possibility of scaling it up to national level), the target for disability participation, the decision to downgrade Edgbaston from a Premier to an International level event (which would now provide greater opportunities for British women players in that week) and how Padel could innovate the way tennis is presented and open it up to a wider audience.

10. County Association Branding and Strategic Plans

Abbie Lench provided an update on the status for each County and Island Association in relation to rebranding, safeguarding training and the County Plan. She encouraged those Counties who had not yet rebranded to get in touch to seek assistance with creating a new logo and said it would be helpful for all associations to be up to speed in these areas by the end of the year.

11. LTA Venue Registration

Olly Scadgell provided an overview of the approach taken and outlined the new venue registration model and proposition. This had been a TDC led project and he thanked Adrian Waite (Workstream Chair), Roy Colabawalla, Steven Law and David Vinall for their valuable input. Council members discussed the proposal (principles, packages and price points)

around their respective tables and provided feedback, highlighting anomalies which needed to be addressed and raising additional questions not already covered in the FAQs.

Council members indicated by a show of hands that they supported the venue registration model and proposition in principle. Formal proposals would be put to Council in due course with a view to going live in October 2020.

12. Facility Investment Strategy Workshop

Paul Guyer said that the aim of the workshop was to gain ideas on the production and promotion of a user friendly guide to Gate Access grant funding and Quick Access Loans. The tables were paired up (each with a facilitator from the Property team) to discuss, identify and agree key facts to be included in the guide, discuss the communications plan and identify potential case study opportunities. A summary of the points raised would be circulated following the meeting.

13. Padel Update

Tom Murray provided an overview of Padel in the UK (and Europe) explaining how it fitted into the VMOST, complemented tennis and provided opportunities to grow participation.

Jamie Baker expressed concern at the potential impact on tennis if Padel became very successful and asked if a ceiling for growth had been identified. Scott Lloyd said that tennis was an established and popular sport but all sports needed to evolve to find ways of appealing to different and wider audiences and, furthermore, retain existing players in the sport for longer. He was confident Padel would develop and grow in Britain and having it under the LTA umbrella would be advantageous.

14. Participation Update

Olly Scadgell gave an update on successes to be celebrated so far this year (including the Nature Valley Big Tennis Weekends, Team Challenge, ClubSpark, SERVES, Open Court Disability Tennis and County Championships) and on the Rally: Digital Programme and the LTA Junior Programme.

Roy Staniland (Interim Chairman, Tennis Development Committee) thanked the Tennis Development Committee (“TDC”) work stream Chairs and members, Olly Scadgell and his fellow Exec team members for their collaborative approach and added that he would welcome feedback on how to improve the way in which the work streams communicated with the wider Council.

Richard Palmer (Chair of the County Support work stream) provided an analysis of the results of the recent County questionnaire on successes and challenges, a summary of which would be circulated to Council following the meeting. He outlined the next steps and how the TDC could help with the challenges identified. He also gave an update on the County Association Resource guide of which an online version was now available.

Sandi Procter (Chair of the Volunteering work stream) and Alex Beaumont gave an update on the National Awards, the 2018 Meritorious Service Award presentations, National Volunteer Week (which would take place from 1-7 June in 2020), Parents in Sport week and details of an opportunity to reward volunteers with a pair of tickets for the ATP Finals.

15. Performance Update

Simon Timson provided an update covering the Player Pathway, programme delivery, the Pro Scholarship Programme and the Player App. He referred to the reclassification by the ITF of its wheelchair classifications to be in line with those of the IPC.

16. International Events 2019 Review

Stephen Farrow provided a review of the 2019 International events covering attendance, the worldwide television audience and revenue; 29 events had been staged this year and he thanked everyone involved in their successful delivery. He referred to the forthcoming Davis Cup Finals (in Madrid in November) and the Fed Cup qualifying tie (in Slovakia in February 2020) and advised that further details on both would follow by e-mail shortly.

17. NTC Update

Gary Stewart explained the importance of the NTC and outlined the plans in place to achieve the tactic to “develop the NTC to play a key role in the delivery of our strategic plan”. His presentation covered the NTC team, High Performance, coach education, the courts (indoor, outdoor and canopy), competitions, the community programme, Padel and the NTC brand standards.

In answer to a question from Richard Henshaw, Scott Lloyd said that the green agenda was taken seriously at the NTC and a number of small changes had already been implemented to make the centre more eco-friendly. The Executive were considering how support could be provided to the 2,700 venues to make a more significant impact. Stephen Farrow added that positive steps towards greater sustainability had already been implemented at our international events and further steps were under consideration.

18. Wimbledon Ticketing and Hospitality Update

Stephen Farrow said that the ticketing issues during the 2019 Championships would lead to changes in the way in which the LTA ticket operation was managed to ensure the process was fair and that the rules governing the distribution of tickets were adhered to. He added that the LTA hospitality areas at The Championships had made a small profit this year but there had been some issues in relation to the offer in the LTA Suite. The arrangements for next year were under discussion and the plans would be communicated to Council in due course.

19. Corporate Governance

19.1 Appointment of Council Board Members

David Rawlinson said that two nominations had been received for the two Council Board Member vacancies, being Lesley Cundy and Craig Haworth. Standing Orders did not envisage a situation where there is the same number of candidates as there are vacant positions. The stated voting process requirements also do not apply in the context of having the exact number of candidates for vacant positions. He said that Standing Orders would be amended accordingly in due course.

Lesley Cundy and Craig Haworth each made a short presentation outlining what they could bring to the role of Council Board Member. Council members indicated by a show of hands that they confirmed unanimously the appointment of each candidate.

19.2 Appointment of Tennis Development Committee Chairperson

David Rawlinson said that an open recruitment process had been undertaken to seek to fill the position of chairperson of the TDC. Four potential candidates were interviewed and the Board had supported the Board Nominations Committee’s recommendation that Roy Staniland be appointed to this position. Council members indicated by a show of hands that they approved this appointment unanimously.

19.3 Confirmation of Councillors to fill casual vacancies

The appointments of Rick Denton (Channel Islands) and Steve Winyard (Oxfordshire) as Councillors were approved unanimously by a show of hands.

19.4 Changes to the Articles, Rules and Standing Orders

Council members had received a document setting out the proposed changes to the Articles, Rules and Standing Orders in relation to Padel, the integration of the Tennis Foundation ("TF") and the required minimum period of service before nomination for election as a Council Board member. Each of the proposed changes was approved unanimously by a show of hands. The changes to the Articles and Rules would be put to a General Meeting for approval immediately after the conclusion of the Council meeting.

Anne Clark expressed her concern that the size of Council was being reduced by five due to the fact that there would no longer be representatives from the TF (albeit that current TF Councillors are able to remain on Council until the end of their term). David Rawlinson said that the six vacant Board Nominated Councillor positions were in the process of being filled through which the Board could ensure the required expertise on Council was retained.

20. Any Other Business

20.1 Councillor Nominations for 2020 / Lead Volunteer Status

David Rawlinson asked any Member Association(s) for whom a change in Councillor was not required in 2020 but who intended to nominate a new Councillor to advise him as soon as possible. He also asked any Counties which had a Lead Volunteer in addition to a Councillor to let him know.

20.2 Winter County Cup

David Rawlinson referred to the Winter County Cup which would take place at venues around the country from Friday 22 to Sunday 24 November. Julie Piper (Tournament Director) was short of one or two official representatives and would be grateful if anyone able to help could get in touch with her.

20.3 ITF Elections

Scott Lloyd referred to the ITF Presidential and Board of Director elections at the recent ITF AGM in Lisbon. A decision had been taken to announce which Presidential candidate the LTA would be supporting in advance of the vote (being the current incumbent David Haggerty) and to outline the process for reaching that decision. Whilst there was concern at the way in which certain global issues had been handled by the ITF, it was considered that now was not the time for radical change. David Haggerty had been re-appointed as ITF President and the LTA would work towards achieving a closer working relationship with him and with the ITF. He and David Rawlinson had already met with David Haggerty to reference the areas in which the LTA considered progress should be made.

21. Confirmation of Date of Next Meeting

The date of the next meeting was confirmed as Thursday 12 December 2019 at 10.30 am with all Councillors invited to a buffet supper the previous evening.

There being no further business, the Deputy President thanked everyone for attending and closed the meeting at 4.10 pm.