

APPENDIX 2: MINUTES OF THE AGM – 26th APRIL 2018

Minutes of the Annual General Meeting of Tennis Scotland held at the Stirling Court Hotel, University of Stirling, FK9 4LA on Thursday, April 26th 2018.

1.0 Present:

Name	District represented/Position/other
MEMBERS (VOTING)	
Iain Miller	Busby LTC
Pat Reid	Dunfermline Tennis Club
Ann Hill	Glenrothes Tennis Club
Rhona Alston	Montrose LTC
Paul Barnes	Stirling Lawn Tennis Club
ASSOCIATE MEMBERS (VOTING)	
Mary Byrne-Leitch	East of Scotland LTA
Angela Laidlaw	Tennis Borders
Rhona Alston	Tennis Tayside
John Jellema	Tennis West of Scotland
OBSERVERS	
Dennis Carmichael	Honorary President
Andree Hawke	Honorary VP
Christine Windmill	Honorary VP
Derek Lauder	Observer
Claire Kinloch Anderson	Busby TC
Maureen Phillips	Hatton Sports Club
Michael Robson	Ladywell CTC
Ian Conway	Pitlochry TC
DIRECTORS/STAFF	
Scott Martin	Chair Tennis Scotland
Blane Dodds	Chief Executive Tennis Scotland
Gordon Robertson	Company Secretary
Gordon Bell	Director (Corporate Governance)
Mike Cohen	Regional Development Manager
Doc McKelvey	Head of Development
Sarah Cruikshank	Digital & Communications Officer
Stuart Brown	Regional Development Manager
David Mazzucco	President Tennis Scotland
Rick Gardner	Vice-President Tennis Scotland
Mat Hulbert	Coach Support & Lead Welfare Officer
Kirsty Humphries	Regional Development Manager
Colin Fleming	National Coach
Chris Rome	Interim Digital & Communications Officer
John Frame	Director (Tennis Operations)
Jonny Curley	Director (Marketing & Communications)
Andrew Raitt	Regional Development Manager
Jason Atkins	Head of Operations (Performance & Comps)
Mike Kolacz	Regional Development Manager
Denise Irvine	Executive Assistant/Office Manager

1. Chair's welcome

The Chair of Tennis Scotland, Mr Scott Martin, welcomed those attending the Annual General Meeting of Tennis Scotland. The Secretary announced that currently there were nine voting cards in the room and twenty five proxy votes making thirty four votes in total.

2. Apologies for absence

Apologies for absence had been received from:

Name	Position/representing
Sheena Sim	Honorary Vice President
Lorna Hamilton	Honorary Vice President
Margo Nelson	Anchor Ladies
Rod Scott	Kemnay TC
Ian Wiggins	Honorary Vice President
Helen Healey	Broughty Ferry TC
Gavin Davey	Bankfoot Tennis Club
Ronnie Webster	St Andrews LTC
John Stevenson	Honorary Vice President
Helen Ringland	Berwick Tennis Club
Christine Lawrie	Honorary Vice President
Roy Lawrie	St Boswells LTC
Colin Robertson	Honorary Vice President
Pete Nicolson	Honorary Vice President
Mary Park	D&G and Loch Maben
Alan Grosset	Honorary Vice President
Judith Wilder	Cumbernauld TC
Roy Paterson	Honorary Vice President

3. Approval of minutes dated 13th April 2017

The Chair requested that the minutes of the Tennis Scotland Annual General Meeting dated 13th April 2017 (which had been previously circulated with the notice calling the meeting) be approved. The minutes were proposed by Rhona Alston and seconded by Pat Reid.

4. To receive the report of the Chair

The Chair, Scott Martin presented his report to the meeting. The Chair referred to another successful year for tennis in Scotland including the achievements of individual players including Cameron Norrie, Aidan McHugh and Maia Lumsden. The Chair remarked that the Tennis Scotland four year strategy was set to deliver a sustainable legacy from the Murray era. This would be across the areas of:

- Performance;
- Participation;
- Workforce Development (Coaches & Officials);
- Indoor facilities.

The Chair advised that a four year investment agreement was now in place with **sportscotland**. There were however financial challenges for the current 2018 financial year which were a high priority for the organisation. The Board was looking to secure more sources of income to balance against the current cost base. There had been a change of roles with Blane Dodds moving from the Chair to the Chief Executive position. The Chair welcomed back Ellinore Lightbody from Tennis Wales as Tennis Scotland's National Pathways Coach.

The Chair noted that gaps in the Board's make-up had been recognised and this issue had been addressed through a recent recruitment exercise. This process had resulted in identifying two new Board members: Derek Lauder and Claire Kinloch Anderson.

5. To receive the Annual Report of Tennis Scotland for the financial year ended 31st December 2017

Blane Dodds, the Chief Executive, presented the 2017 Annual Report with the aid of a PowerPoint presentation. The Chief Executive noted all the excellent achievements of the past year which showed Scotland competing successfully on the world stage.

There had been headline success including:

- Continued investment in facilities (£469K);
- Performance success (including eleven Scots competing at the 2017 Wimbledon Championships);
- Twenty expressions of interest received by Tennis Scotland regarding accessing the £15M facilities fund secured by Tennis Scotland via funding provided by the LTA and **sportscotland**.

There had been successes in participation including:

- Increase in membership;
- Increase in weekly disability tennis participation;
- 4% increase in the playing membership;
- 8% increase in BTM membership;
- 54% increase in the use of ClubSpark.

There had been success at the Performance level including:

- Three Scots as part of the victorious Davis Cup Team;
- Five Grand Slam titles held.

The 2017 Tennis Scotland Award Winners were announced as:

- *International Player of the Year*
- **Cameron Norrie**
- *Junior Player of the Year*
- **Aidan McHugh**
- *Senior Player of the Year*
- **Marjory Love**
- *Team of the Year*
- **NESLTA (North East of Scotland LTA)**
- *Tournament of the Year*
- **East Lothian Open Tournament**
- *Young Volunteer Award*
- **Matthew Douglas**

- *Official of the Year*
- **Gill Milne**
- *Club Award*
- **Rutherglen LTC**
- *Coach Award*
- **Adam Brown**
- *Community Award*
- **Drumchapel Tennis Club**
- *Disability Programme*
- **Prestwick Tennis & Fitness**
- *Education Award*
- **Dundee & Angus College**
- *Outstanding Achievement*
- **Gareth Ellor**
- *Outstanding Achievement*
- **The ROGY Tour**
- *Volunteer Award*
- **Lucy Bryden**

There then followed an audio visual presentation which showed the work of Tennis Scotland in growing the game of tennis and what was being done in the field including tournaments. This was well received by those in the room and there was a round of applause. Blane Dodds commended the Marketing Team for their efforts in compiling the video.

The Chief Executive then advised of the process regarding Tennis Scotland's bid to the LTA to secure one of the two National Academies across the UK and which were subject to a rigorous evaluation process. Tennis Scotland's bid document comprised thirty two thousand words and had been an enormous piece of work. Tennis Scotland was one of the five on the LTA's shortlist. Blane Dodds expressed his gratitude for the effort made by the Tennis Scotland staff especially Jason Atkins, Colin Fleming, Sarah Cruickshank and Chris Rome.

There then followed the video which was used to accompany the Tennis Scotland bid. This was well received in the room.

The Chief Executive saw a player of the potential of Aidan McHugh as a product of the National Academy with the aim of delivering as many players into the top 100 in the world as possible. A bid for Regional Development Centres had also been submitted for LTA funding which was expected to be successful.

Looking to the near future; the Chief Executive saw the following as priorities:

- The roll out of the £15M facility funding to provide much needed indoor facilities;
- A huge push on increasing participation via schools;
- Supporting club development;
- Workforce development;
- Looking to increase income through new sponsorship deals and new income streams.
- Events

There was also first ATP Challenger event which Tennis Scotland secured coming to Glasgow at the end of April , and the Chief Executive invited those in the room to support this event.

6. To receive the Accounts of Tennis Scotland for the Financial Year ended 31st December 2017

The Financial Accounts for the year to 31st December 2017 were received by the meeting. A small loss had been reported. It was noted to draw comparisons with the previous year was difficult owing to the previous year covered a period of fifteen months. It was noted that Reserves stood at £473K with an increase in the bank position over the previous year. It was pointed out that there had been a reduction in the **sportscotland** funding, whilst the LTA were also experiencing funding challenges. Tennis Scotland's commercial income at eight per cent was above other Governing Bodies while staffing as a percentage of total expenditure was less than other sporting organisations. It was also noted that Tennis Scotland did not have in-house support teams compared to the LTA.

Chief Executive Blane Dodds gave a PowerPoint presentation which highlighted the key figures from the 2017 Accounts. There were charts showing the split of the income across the various sources and a breakdown of the expenditure in to its component parts. In response to a question regarding the why so much money was held as bank balances; the Secretary responded by saying that these reserves of cash provided financial security and would allow the organisation to continue if there was ever a delay or other issue regarding funding coming through from either of the two main partners.

Claire Kinloch Anderson wondered whether the new Tennis Academy would comprise of solely of Scottish players. It was explained that the Academy would comprise the best players from across the UK, but the intention would be to maximise Scottish involvement through time. There was a question to the Chair regarding support for the County and Districts for their players. The Chair advised that there would be more match play taking place and the Regional programmes would benefit from more LTA funding albeit these would be delivered by Tennis Scotland as part of the LTA Performance Strategy. The Chief Executive announced that he would be engaging with clubs, Districts and the Counties through a series of forums around the country. The Chair felt that this would be part of the push to improve communications between Tennis Scotland and the constituent parts of the tennis community in Scotland. Rhona Alston remarked on the current all-male composition of Board and whether women were being made welcome. The Chair acknowledged this point and agreed that the Board currently was lacking a female perspective. There was however a positive development with the recent recruitment of Claire Kinloch Anderson to the Board following the recruitment process.

7. To fix the rate of Fees and Subscriptions Rates for 2019

The Chair confirmed that the Board proposes no change to the subscription rate of £130 per court for the financial year 2019.

The meeting was requested to approve this which was unanimous.

The voting was recorded as being:

VOTE	For	Against	Total
Voting cards in the room	9	0	9

8. Announcements

The following was intimated to the meeting:

- That the Chair is Scott Martin;
- That the Governance portfolio is held by Gordon Bell;
- That the Marketing and Communications portfolio is held by Jonny Curley;
- That the Tennis Operation portfolio is to be held by John Frame for a further three AGMs.

9. Elections

(a) The Honorary President

That D D Carmichael was re-elected unopposed as Honorary President of Tennis Scotland for 2018/19 with thirty four votes.

(b) The Honorary Vice-Presidents

That the under-noted were re-elected unopposed as Honorary Vice-Presidents of Tennis Scotland for 2018/19 with thirty four votes.

Mrs A Hawke

Mrs C Lawrie

Mrs M Adams

A G Christie

A G Grosset

Mrs L B Hamilton

G B Kerr

P C Nicolson

R S Paterson

Mrs P A Reid

C M Robertson

Mrs S S Sim

J A E Stevenson

C M Thomson

I S Wiggins

Mrs C Windmill

(c) Auditors

That the firm of RSM Chartered Accountants was re-appointed unopposed as Auditors of Tennis Scotland for 2018 with thirty four votes.

10. Vote of thanks

The Honorary President, Mr D D Carmichael, thanked the meeting for confirming his re-appointment. The Honorary President considered that the AGM had successfully informed those present of what had happened in the past year and the plans for the future. He thanked the Board, the staff and those volunteers both paid and unpaid for their efforts over the year. Dennis Carmichael noted that this was his attendance at the fifty ninth AGM of Tennis Scotland which was met with a round of applause.

11. Close of Meeting

The Chair, Scott Martin announced that the formal AGM proceedings were concluded and thanked those present for attending and gave a vote of thanks to all.