

**Minutes of the Annual General Meeting of Tennis Ireland CLG which was held at
Fitzwilliam Lawn Tennis Club on Saturday 22nd August 2020.**

1.0 Attendance and Apologies

In attendance at Fitzwilliam:

Shane Cooke (President Tennis Ireland, Richard Fahey (Chief Executive Tennis Ireland), Rosamund Thompson (Secretary Tennis Ireland), Paul O'Connor (Finance Director Tennis Ireland) and Aileen Rogan (Operations Manager Tennis Ireland).

In attendance via Zoom:

Andy Burdon (Rathgar), Brian Bohill (Ashbrook), Chanelle Dunne (Donnybrook), Colman Byrne (Dundalk), Cormac Grundy (Clontarf Parish), David Spillane (Board Member), Deirdre Timoney (Newtownpark), Des Allen (Malahide), Eddie Ronayne (President Munster Branch), Frank McDonnell (Rushbrooke), Garrett Connolly (Clontarf), Geoff Ross (castleknock), Gerry Smyth (President Connacht Branch), Greg O'Rawe (President Ulster Branch), Helen Ryan (Monkstown), Jean Baker (Wicklow), Jim Salisbury (Ashbrook), John Dunne (Newtownpark), Johnny O'Shea (Monkstown), Kay Lonergan (Parks), Letty Lucas (Board Member), Liam O'Donohoe (Board Member), Louise Byrne (Board Member), Martin Hughes (Fitzwilliam), Mary Goodman (Charleville), Niall Curran (Sutton), Niall Humphreys, Noel Sheridan (Lansdowne), Paul Turpin (Sutton), Peter Farrell (Wicklow), Robert Earls (Wicklow Tennis Club), Robert Harold (Donabate), Robert Cummins (Board Member), Susan Kennelly (Monkstown), Tom Shelley (Board Member), Willie Noteman (Chairman Ulster Branch), Yvonne Kennedy (Lower Aghada).

Adrian Kelly, James Cooney, Roger Geraghty, Lisa Murphy, Gráinne O'Neill and Paul O'Sullivan.

Apologies

Wendy Cree (Ulster Branch), David O'Beirne (Chairman Board Tennis Ireland), Ciara Jennings (Board Member)

The Company Secretary confirmed that 41 valid proxies were received in advance of the meeting and all have directed the person appointed as proxy to vote in favour of all the resolutions to be proposed at the meeting. There were 7 valid voting members in attendance at the meeting.

2.0 Minutes of the Annual General Meeting held on Thursday 11th July 2019

The minutes of the last Annual General Meeting on the 11th July 2019 were approved by the meeting.

3.0 To receive and consider the accounts for the Company for the year ended 31 December 2019 together with the reports of the Directors and Auditors.

Paul O'Connor, Portfolio Director responsible for Finance addressed the AGM. He said that while the Tennis Ireland CLG loss of €115,000 for the year ended 31 December 2019 was disappointing,

it should be looked at in the context of a budgeted loss of €166,000 which reflected incremental investment in areas which were expected to have a longer term benefit. He provided a breakdown of the results across the head office and branches.

He said that the board, in reviewing the results, had agreed an objective of ensuring that all units within the organisation would budget for and seek to achieve profitability, in order to generate a level of reserves appropriate for investment in the sport on an ongoing basis. Engagement with management and branches about a pathway towards profitability has commenced and the 2020 Budget reflects this decision. Mr O'Connor noted that the 2020 Budget has however been superseded by the impact of COVID-19.

Mr O'Connor highlighted the significant increase in both income and activity on an overall basis and the continuing stable cash position with significant cash reserves within the Leinster and Ulster branches. Mr O'Connor highlighted the main drivers of revenue increases including an improved affiliation/capitation fee collection program, increased tournament income due to tournament activity and increases in grant receipts, generally in areas where there is a one-to-one matching for specific expenditure. Changes to the performance programme have resulted in a reduction in the national academy squad income with a pick-up of additional provincial squad income.

Mr O'Connor highlighted the main sources of income being grants 30%, club/member fees 23%, tournament income 14% and squads 19%. He highlighted the dependence on tournament and squad activities, one third of income, which were impacted by Covid-19. On the expenditure side he said that there was an increase in staff costs which included some individuals moving from contractor to employee status and additions of 2 business development roles, one at head office and one at a branch level and an extra administration person at Head Office for club engagement. Other headcount additions were in positions that were funded by one off grants through the ASPIRE programme and the dormant accounts fund.

Mr O'Connor said that the Tennis Ireland Board had moved to establish a companywide COVID-19 committee as the pandemic hit in March which is working to provide direction and support to the CEO and branch officers in dealing with matters such as the switch to remote working for staff and advising our clubs on protocols for closing and opening up in line with the guidance issued by the authorities in the Republic of Ireland and Northern Ireland. The committee has also reforecast the 2020 budgeted results across a number of potential scenarios reflecting the significant impact of the restrictions on squad activity, leagues and tournaments and on our club community. Steps have been taken to ensure the financial stability of the organisation is not compromised, including accessing government support, other cost savings and careful cash management. The overriding principles of actions taken are around protecting the organisation so that it is in a position to support a strong return of the sport as the restrictions are eased, which is currently happening.

Mr O'Connor thanked the staff at head office and branch officers for their continued efforts in this regard.

The 2019 Accounts were approved by the meeting.

4.0 To authorise the Directors to determine the remuneration of the Auditors

Approved by the meeting

5.0 Appointment of Letty Lucas as a director of the Company, be and is hereby approved

Approved by the meeting

6.0 Appointment of David Spillane as a Director

Approved

7.0 Appointment of Tom Shelley as a Director

Approved by the meeting

The formal business of the AGM concluded.

Other Business

Address by President Shane Cooke

The President Shane Cooke welcomed the delegates to the Annual General Meeting of the Company and outlined one of his highlights of the year was watching the Irish Davis Cup team secure promotion in San Marino in July 2019. He acknowledged the enormous contribution made to Irish tennis by Peter Bothwell and wished him well on his retirement from tennis and in his new coaching career.

The President acknowledged the wonderful organisation of the Junior and Senior Interprovincial Championships held in Irvinestown and Monkstown respectively. He further thanked Sundays Well for hosting the Seniors Interprovincial event and Galway Tennis Club for the staging of the Super Seniors events.

Finally, the President acknowledged the great work being carried out at Branch level, Clubs, Coaches, Volunteers and all staff companywide for their unwavering dedication to the sport throughout the Covid-19 pandemic.

Report from the Chief Executive Officer.

The Chief Executive, Richard Fahey, provided a detailed operational review for the past year in which he highlighted the key activities of the year including:

- The launch of the Tennis Ireland Tours
- New Open, Seniors Rankings and Updated Junior Rankings
- 39,467 entries into Tennis Ireland permitted Open Events – an increase of 11% on 2018 figures
- Progress related to the implementation of the World Tennis Number
- The successful delivery of 8 International events in 2019
- Governance improvements
- Progress in relation to the securing of new sponsorship and partnerships for the sport
- A 26% increase in funding from Sport Ireland
- The allocation of Sports Capital Funding of 1.8m to 42 clubs

- Tennis Ireland support provided to Clubs, Volunteers and players
- The supports provided by Tennis Ireland to help clubs during the reopening of the sport
- Tennis Ireland Anti-Doping activities and the fact that no adverse findings from blood or urine tests were reported.

Richard Fahey also paid tribute to all of the clubs and volunteers within the sport who helped to facilitate and develop tennis over the past year and looked forward to further developing relationships with them to grow the game.

The AGM also heard from Tennis Ireland Performance Officer, Garrett Barry, who updated the members on the future Performance Tennis Strategy.

The meeting opened up for questions by the members.

Monkstown Tennis Club asked if there was a reason why the Finals of Fitzwilliam were not streamed online and the Chief Executive responded saying that it was something we are exploring for future years.

Donnybrook asked if there was a plan to increase exposure in media and also encourage/ guide clubs to look internally at their memberships for sponsorship opportunities both at club level but also to support Tennis Ireland. The CEO informed the meeting that he was exploring this option with the Commercial Manager.

Castleknock Tennis Club asked if Clubs would be expected to pay full capitation fees in light of the Covid19 pandemic? The Finance Director that there had been no increase on capitation fee rates for a number of years and as a result of that full fees would be due to be paid.

A query was raised in relation to the financial deficit at Munster Branch level. In response the Finance Director on the Board outlined that budgets are set by each Branch and a pathway to achieve profitability has been established.

Rathgar asked which Leinster Clubs were being considered Performance Clubs as part of the new Strategy. The Performance Officer agreed that he would be happy to take with any Club with regards to performance programmes in Clubs.

A question was raised by Parks Tennis as to how much longer it would take to agree a structure to facilitate the appointment of a National Parks Tennis Co-Ordinator as it is over a year since it was confirmed at the 2019 AGM that the funding was available. In response Board member Liam O'Donohoe informed the meeting that there is a process of engagement that is taking place between Parks and a sub committee of the Board of Tennis Ireland. Any future investment in this programme will depend on the outcome of these deliberations.

Greystones asked if there was potential to develop Padel in Ireland. In response the Chief Executive informed the meeting that there are two organisations in Ireland that currently claim to be the National Governing Body for Padel in Ireland. Both have been trying to get recognised by

Sport Ireland and their respective international bodies. We have engaged with both over the last couple of years as both have at certain times wished to be affiliated to Tennis Ireland. We have told both organisations on a number of occasions that we would not affiliate 2 competing organisations as that would be a recipe for disaster. Nor are we in a position to pick one over the other and have asked both to go away and try to resolve their differences. We understand that no movement has been made in this regard and are considering preparing and putting a position paper to the Board in 2021 that Tennis Ireland should just become the Governing Body for this version of the sport given that its players will likely be members of our clubs and that we should not allow funds from our clubs to leave the sport.

A challenge will be the additional resources that will be required to support the growth in this version of the sport, however if clubs were willing to contribute to the development of this version of Tennis by way of additional fees it would make the challenge more manageable.

Charleveille had asked if there is there a difference in grant application for the Resilience Fund and the Sports Restart & Renewal Fund. The Chief Executive outlined that the Sports Restart and Renewal fund is only open to Local Sports Partnerships and National Governing Bodies of Sport. The Sports Club Resilience fund is the source of funding that is open to Clubs.

Presentation of Provincial Reports

Taken as read.

Service to Tennis Awards

Deferred to later in year due to Covid-19 restrictions.

The meeting concluded.