



2014 ANNUAL REPORT

MISSION STATEMENT

The Ontario Tennis Association promotes participation in tennis as part of a healthy lifestyle and encourages the pursuit of excellence for all players.





NOTICE OF MEETING

Please take note that the 2014 Annual General Meeting of the Members of the Ontario Tennis Association will be held at the **Rexall Centre, (Players Lounge) 1 Shoreham Drive, Toronto, Ontario on Saturday April 11, 2015** beginning at 10.00 am Eastern Standard time, to conduct the business detailed on the Agenda enclosed herewith.

Dated at Toronto this 18th day of March, 2015.

By Order of The
Board of Directors



James N. Boyce
Executive Director

c.c. Board of Directors

Agenda for the 2014 Annual General Meeting
Saturday April 11, 2015
10:00 a.m.

1. Call the Meeting to Order
2. Reading of the Notice of the Meeting
3. Approval of the Minutes of the Previous Annual General Meeting
4. Financial Statements of the Year ending December 31, 2014
5. Election of Auditors
6. Report of the President and Executive Director
7. Elections
8. By Law changes
9. Other Business

Ontario Tennis Association

Directory of Board and Staff

Scott Fraser
Michel Lecavalier
Rob Nicholls
Jackie Sheehy
Tom Kern
Dave Gervan

President
Past President
V.P. Finance and Administration
V.P. Marketing and Communications
V.P. Player Development
V.P. Membership and Regional Development

Regional Chairs

Alan Maguire
Phil Johnson
Miro Ejem
Dianne Kriksciunas
Dianne Weatherby
Wayne Saigeon
Adrian Grice

Tennis Toronto Chairperson
NCTA President
North Region Chairperson
North York Region Chairperson
STF President
South West Region Chairperson
West Central Region Chairperson

Directors at Large

Dayle Levine

Staff

Jim Boyce
Kartik Vyas
Jay Neill
Peter Malcomson
Rimzy Kuthubdeen
David Lea
Gulshad Punja
Ely Schwartz
Andrew Chappell
Samantha Pagnotta
Joline Joseph
Sahaj Jayanth
John Wins-Purdy

Executive Director
Player Development Manager
Club Membership Manager
Marketing Manager
Controller
Community Tennis Manager
Administrative Assistant
Tennis Pathways Manager
Tournament Manager
Assistant Manager, National & Provincial Rankings
Special Projects Manager
Raise the Net Project Manager
Regional Co-ordinator (Ottawa)

Mission: The Ontario Tennis Association encourages participation in tennis, as part of a healthy lifestyle, and promotes the pursuit of excellence for all players.

**MINUTES OF THE ANNUAL GENERAL MEETING OF THE
ONTARIO TENNIS ASSOCIATION
HELD SATURDAY, APRIL 12, 2014
AT THE REXALL CENTRE, TORONTO.**

The member clubs represented by proxy or an individual were:

Agincourt T.C.
Ajax T.C.
Alliston T.C.
Aldershot T.C.
AMA Tennis & Badminton Club
Barrie T.C.
Bolton T.C.
Brighton T.C.
Central T.C.
Charlottetown T.C.
Cottingham T.C.
Dentonia Park T.C
Don Mills T.C.
Dunlace T.C.
Elmridge Park T.C.
Fergust T.C.
Fountainhead T.C.
German Mills T.C.
Grimsby T.C.
Guildwood T.C.
Henry Farms T.C.
Heron Park T.C.
Hillcrest T.C.
Iroquois T.C.
Kingston T.C.
Kleinburg T.C.
Lamont Creek T.C.
Leaside T.C.
Manotick T.C.
Martingrove T.C.
Maryvale T.C.
Markham T.C.
Moore Park T.C.
Newmarket T.C.
North York T.C.
North Burlington T.C.
O'connor Hills T.C.
Palgrave T.C.
Parkway Valley T.C.
Scarborough Bluffs T.C.
Scarborough Winter T.C.

Seneca Hill T.C.
Sir Winston Churchill T.C.
Stephen Leacock T.C.
Stratford T.C.
Tam Heather T.C.
Thornhill Park T.C.
Thorncliffe Park T.C.
Tournament Park T.C.
Thunder Bay Community Tennis Centre
Tyandaga T.C.
Valley T.C.
Wanless Park T.C.
Waterloo T.C.
Whiteoaks Park T.C.
Wishing Well T.C.

Proxy Clubs

Nobleton T.C.
Ottawa Tennis Community Centre
King City T.C.
Bramalea T.C.
Gwendolen Park T.C.
Nipissing District T.C.
Markham T.C.
Midhurst T.C.
Oro Medonte T.C.
Orangeville T.C.

Board Members

Alan Maguire
Dayle Levine
Tom Kern
Dianne Weatherby
Michel Lecavalier
Dave Gervan
Wayne Saigeon
Rob Nicholls
Julio DiCresce
Dianne Kriksciunas
Simon Bartram
Scott Fraser
Jackie Sheehy
Miro Ejem
Liz Wood
Dale Roberts

Staff

Jim Boyce
Jay Neill
Gulshad Punja
Joline Joseph
Rimzy Kuthubdeen
John Wins-Purdy
Sahaj Jayanth
David Lea
Andrew Chappell
Sam Pagnotta
Kartik Vyas

Sponsors

Brian Caulfield- Babolat
Troy Russell – Racquet Guys
Tammie Sangster- Head
Blair Rickers – Wilson
Paul Standen – Jegysoft
Peter Wallace – Screenscape
Todd Orrett, Sonja Zibin – ICTA for Tennis Rocks! Festival

Volunteers/Photographer/Guests/Regional chairs (elect)

Julie Ann Toovey – Volunteer
Jag Gundu – Photographer
Anke Magnus- Guest
Kim Fraser- Guest
Philip Johnson – President NCTA (elect)
Pam Olley - Editor
Carolynna Gabriel – Guest
Cameron Wittick – East region chair (elect)

1. Call to order

Scott Fraser, OTA President, called the meeting to order at 10:00am.

James Boyce, Executive Director, read the formal notice of meeting.

Scott Fraser welcomed all attendees and OTA sponsors in attendance. Scott Fraser introduced the Board Members in Attendance

James Boyce introduced the OTA staff in attendance and went over the Schedule of Events.

2. Proxies & Voting Procedures

Scott Fraser explained the voting procedure for the meeting using red and green cards

3. Approval of the Agenda

Scott asked if there were any additions or deletions to the meeting agenda as presented. There were none.

On a motion by Jim Longo of Wanless Tennis Club and seconded by Andrew Kokelj of Alliston Tennis Club, the agenda was approved.

4. Approval of the Minutes of the previous Annual General Meeting

Scott asked for any errors or omissions pertaining to the Minutes of the 2013 Annual General Meeting. There were none.

On a motion by Ron Mauro of Grimsby Tennis Club and seconded by Steve Gray of Aldershot Tennis Club, the minutes were approved.

5. Financial statements of the Association for the year ending December 31st, 2013

Rob Nicholls, Vice-President Finance and Administration reviewed the 2013 Financial Statements:

The OTA received a clean audit from Clarke Henning LLP with no significant issues to be discussed. One of the main points to be noted is that our cash position has moved up significantly year over year. Rob displayed pie charts to break down the OTA's expenses vs revenue generation. The data showed that revenue has increased significantly from the past two years due to membership fees and participant fees (specifically, certification courses and tournaments).

On a motion by Mark Piovesana of Thunder Bay Community Tennis Centre and seconded by Banuji Guneratna of Scarborough Bluffs Tennis Club, the 2013 Financial Statements of the Association were approved.

6. Election of Auditors for 2014

Presented by Rob Nicholls.

On a motion by Stephen Cheesman of Tyandaga Tennis Club and seconded by Andrew Kokelj of Alliston Tennis Club, the members approved Clarke Henning LLP as auditors for the year ending December 31st, 2014.

7. Report of the President

Scott Fraser spoke to the importance of volunteer recognition. He explained to attendees about two different avenues the OTA use to acknowledge outstanding volunteers: the Distinguished Service Awards and the Provincial Sporting Awards. Scott described the nominating procedures for both awards and displayed past framed certificates from each award to the audience.

Scott also encouraged all Club Presidents to return for President's Day during the Rogers Cup on Holiday Monday. He presented the event as a great network opportunity with important and relevant information to be discussed.

Scott made special recognition to four Regional Chairs who will be stepping down this year: Sid Schechter (North Central), Julio DiCresce (West Central), Dale Roberts (East), Sean Sweeney (National Capital). Also recognized were two Vice Presidents who have both reached the end of the position's six-year term: Liz Wood (Membership & Regional Development) and Simon Bartram (Player Development).

Scott congratulated the OTA on their fundraising success (ie: the 2013 Gala Dinner held in November). Since 2009, the OTA has raised over \$140,000.

The OTA continues to develop its partnership with Tennis Canada, which has brought about improvements over the past year in the areas of tennis development and high performance. Scott noted that additional positive changes are sure to occur with Tennis Canada's new CEO, Kelly Murumets. Murumets succeeds Michael Downey, who stepped down from the CEO

position at Tennis Canada to his new post at the Lawn Tennis Association in the UK. Scott wished Michael Downey the best of luck in his new position.

The President's report ended with thanking the OTA board and staff, as well as Executive Director Jim Boyce for maintaining a strong focus on the Association's strategic plan goals.

8. Report of the Executive Director

In Jim Boyce's Executive Report, he discussed the key achievements that the OTA has accomplished over the past year:

In the area of Club Recruitment, the OTA acquired 25 new clubs, mostly from the North York and Ottawa regions. Team Ontario took home Gold in the Canada Games, beating Quebec in the finals. Net proceeds from the 2013 Gala Dinner totaled \$15,000, all of which is allocated to support Player Development.

The OTA had great results on the national and international stage with Ontario players competing in the Davis Cup, Fed Cup, Canadian Junior Open, and even winning a \$15K ITF event (Brayden Schnur). Quest for Gold funding continues to support Ontario athletes, and 8 tennis players from Ontario received \$8K of funding this year.

Jim explained that the Roman Cup saw its largest turnout ever, and Mike Cowpland continues to donate \$10K per year to this event. The inaugural U9 Champions event was also very successful with 72 players representing 10 regions in Ontario. The OTA investment in this event is \$26,000, with a \$23K donation from Murray Rubin. The male and female winners of the U9 event receive \$6K each, and \$4K for the runner-ups, which will support the players' coaching and training efforts.

The OTA has also had great success with grant writing as well as community initiatives: Kids' Tennis, Smash Cage, schools outreach, etc.

Jim thanked the OTA staff and executives for making the past year one of the OTA's most successful.

On a motion by Bernie Seguin of Bolton Tennis Club and seconded by Michelle Erdmann of Newmarket Tennis Club, the members received the reports of the President and the Executive Director.

9. Election of Officers and Directors

Michel Lecavalier (Past President) presented the election of officers for 2014 as recommended by the Nominating Committee.

On a motion moved by Ron Mauro of Grimsby Tennis Club and seconded by Banuji Guneratna of Scarborough Bluffs Tennis Club, the slate of officers as recommended by the Nominating Committee were approved as follows:

Officers

President	Scott Fraser
Vice President of Finance and Administration	Rob Nicholls
Vice President of Membership and Regional Development	Dave Gervan (elect)
Vice President of Player Development	Tom Kern (elect)
Vice President of Marketing and Communications	Jackie Sheehy

On a motion moved by Steve Gray of Aldershot Tennis Club and seconded by Marise Harrington of Barrie Tennis Club, the slate of regional chairs for 2014 were appointed to the board as follows:

Directors

East Region	Cameron Wittick (elect)
National Capital Region	Philip Johnson (elect)
North York Tennis Association (NYTA)	Diane Kriksciunas
North Region	Miro Ejem
Scarborough Tennis Federation (STF)	Dianne Weatherby
South West Region	Wayne Saigeon
Tennis Toronto	Alan Maguire
West Central Region	Adrian Grice (elect)

Michel also encouraged attendees to nominate hard working individuals from their clubs for Distinguished Service (DSA) awards. He also indicated that there are vacant positions for regional committees in North Central and West, and anyone interested in forming a committee to support these regions should contact the OTA office.

10. Closing Remarks

Scott Fraser thanked all attendees for coming and wished all clubs good luck for the 2014 season.

11. Adjournment

On a motion by Stephen Cheesman of Tyandaga Tennis Club, the 2013 Annual General Meeting of the Ontario Tennis Association was adjourned at 10:55 am.

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF ONTARIO TENNIS ASSOCIATION

We have audited the accompanying financial statements of Ontario Tennis Association, which comprise the balance sheet as at December 31, 2014, and the statements of operations and net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Ontario Tennis Association as at December 31, 2014 and its financial performance and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Report on Other Legal and Regulatory Requirements

In accordance with the Corporations Act (Ontario), we report that the Canadian accounting standards for not-for-profit organizations have been applied on a basis consistent with that of the preceding year.

Clarke Henning LLP

CHARTERED ACCOUNTANTS
Licensed Public Accountants

Toronto, Ontario
March 14, 2015

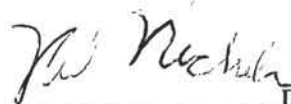
ONTARIO TENNIS ASSOCIATION

BALANCE SHEET

AS AT DECEMBER 31, 2014

	2014	2013
ASSETS		
Current assets		
Cash (note 2)	\$ 471,695	\$ 542,235
Accounts receivable (note 3)	66,656	122,470
HST recoverable	12,167	7,431
Inventory	18,901	8,221
Prepaid expenses	15,961	18,444
	585,380	698,801
Investments (note 4)	100,000	200,000
Equipment and furniture (note 5)	61,036	31,233
	746,416	930,034
LIABILITIES		
Current liabilities		
Accounts payable and accrued liabilities (note 6)	235,075	214,361
Deferred revenue	94,028	228,291
Deferred contributions (notes 7 and 8)	109,518	190,394
	438,621	633,046
Deferred capital contribution (note 9)	16,190	-
	454,811	633,046
NET ASSETS	291,605	296,988
	\$ 746,416	\$ 930,034

Approved on behalf of the Board:


_____, Director


_____, Director

ONTARIO TENNIS ASSOCIATION

STATEMENT OF OPERATIONS AND NET ASSETS

YEAR ENDED DECEMBER 31, 2014

	2014	2013
Revenues		
Fees (note 10)	\$ 910,277	\$ 952,370
Grants: Ontario government (note 11(a))	267,231	280,314
Other (note 11(b))	224,700	10,000
Tennis Canada (note 12)	209,609	162,788
Sponsors and advertising (note 13)	299,174	285,293
Fund-raising - Tennis Matters	106,457	69,383
Sales of merchandise	4,563	2,816
Interest	6,078	7,124
Other income	6,797	-
	2,034,886	1,770,088
Expenses		
Direct cost of programs	1,172,545	948,465
General, administrative and payroll costs	867,724	825,402
	2,040,269	1,773,867
Deficiency of revenues over expenses for the year	(5,383)	(3,779)
Net assets - at beginning of year	296,988	300,767
Net assets - at end of year	\$ 291,605	\$ 296,988

ONTARIO TENNIS ASSOCIATION

STATEMENT OF CASH FLOWS

YEAR ENDED DECEMBER 31, 2014

	2014	2013
Cash flows from operating activities		
Cash received from- Members	\$ 836,392	\$ 1,040,241
- Ontario government grants	278,355	305,151
- Ontario Trillium Foundation grants	132,700	92,000
- Tennis Canada grants	209,609	162,788
- Sponsors and advertisers	183,545	166,541
- Other grants	-	10,000
- Fund-raising projects	106,457	69,383
Interest received	6,078	7,124
Cash paid to employees and suppliers	(1,901,371)	(1,678,207)
	(148,235)	175,021
Cash flows from financing activity		
Redemption of investments	100,000	-
Cash flows from investing activities		
Purchase of equipment and furniture	(45,292)	(21,834)
Proceeds on disposal of equipment	6,797	-
Capital contributions received	16,190	-
	(22,305)	(21,834)
Change in cash during the year	(70,540)	153,187
Cash - at beginning of year	542,235	389,048
Cash - at end of year	\$ 471,695	\$ 542,235

ONTARIO TENNIS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED DECEMBER 31, 2014

The Ontario Tennis Association ("OTA" or the "Association") promotes participation in tennis as part of a healthy lifestyle and encourages the pursuit of excellence for all players.

The OTA is the provincial sport governing body for tennis in Ontario. The two basic aims of the OTA are to encourage participation in the sport of tennis in Ontario and to provide a structure of services which will assist players to reach a level of competence consistent with their personal goals and abilities.

The OTA is a non-profit organization incorporated without share capital in November, 1968 under the laws of Ontario and, as such, is generally exempt from income taxes.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

These financial statements have been prepared using Canadian accounting standards for not-for-profit organizations and include the following significant accounting policies:

Financial Assets and Liabilities

The Association initially measures its financial assets and liabilities at fair value. The Association subsequently measures all its financial assets and financial liabilities at amortized cost.

Financial assets and liabilities measured at amortized cost include cash, accounts receivable, investments and accounts payable and accrued liabilities.

Investments

Investments are comprised of guaranteed investment certificates and are recorded at amortized cost which approximates fair value.

Inventory

Inventory consists primarily of donated products and is valued at estimated cost to purchase.

Other inventory is recorded at the lower of cost and net realizable value, with cost determined using the first-in, first-out method.

Equipment and Furniture

Equipment and furniture are recorded at cost and are amortized on a straight-line basis over their estimated useful lives at the following annual rates:

Furniture	- 15%
Computers and other equipment	- 25%
Website	- 25%

The above rates are reviewed annually to ensure they are appropriate. Any changes are adjusted for on a prospective basis. If there is an indication that the assets may be impaired, an impairment test is performed that compares carrying amount to net recoverable amount. There were no impairment indicators in 2014.

Deferred Capital Contributions

Externally restricted contributions for the acquisition of capital assets that will be depreciated are deferred and amortized over the life of the related assets. Externally restricted contributions that have not been expended are recorded as part of deferred capital contributions on the balance sheet.

ONTARIO TENNIS ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2014

I. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Revenue Recognition

Membership fees are self-reported by individual member tennis clubs and are recorded as income when this information is received by OTA. Tournament and registration fees are recorded as revenue when the event occurs.

The OTA follows the deferral method of accounting for contributions which include government grants, sponsorships and other contributions.

Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Externally restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Grants approved but not received at the end of an accounting period are accrued. Where a portion of a grant relates to a future period, it is deferred and recognized in that subsequent period.

Sales of merchandise is recognized at the time the merchandise is shipped to the customer.

Advertising and interest income are recorded as earned.

Fund-raising revenues are recorded when received or when the event takes place.

Contributed Materials and Services

Many individuals contribute their time in a variety of ways to the OTA. The value of these contributed services is not recorded in the accounts. Contributed materials are recorded in the accounts at fair value (see notes 12 and 13 for details).

Non-Monetary Transactions

Assets exchanged with other organizations in a non-monetary transaction are recorded at the more reliably measurable of the fair value of the assets given up and the fair value of the assets received.

Use of Estimates

The preparation of OTA's financial statements in conformity with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the year.

Key areas where management has made difficult, complex or subjective judgments, often as a result of matters that are uncertain, include, among others, useful lives for depreciation of equipment and furniture, valuations of contributed materials and assets acquired in non-monetary transactions. Actual results could differ from these and other estimates, the impact of which would be recorded in future periods.

ONTARIO TENNIS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED DECEMBER 31, 2014

2. CASH

Cash at December 31, 2014 includes an amount of \$208,295 (\$211,275 - 2013) in an interest-bearing account yielding 0.88% interest (1.15% - 2013).

3. ACCOUNTS RECEIVABLE

As at December 31, 2014, the carrying amount of impaired receivables totalled \$5,652 (\$8,676 - 2013). These receivables are presented net of an allowance for doubtful accounts of the same amount.

4. INVESTMENTS

Details of investments are as follows:

<i>Face Value</i>	<i>Security</i>	<i>2014</i>	<i>2013</i>
\$ 100,000	Canadian Western Bank GIC - 2.10% due July 25, 2014	\$ -	\$ 100,000
100,000	Equitable Trust Co. GIC - 2.31% due July 27, 2015	100,000	100,000
		\$ 100,000	\$ 200,000

5. EQUIPMENT AND FURNITURE

Details of equipment and furniture are as follows:

	<i>Cost</i>	<i>Accumulated Amortization</i>	<i>Net Book Value</i>	
			<i>2014</i>	<i>2013</i>
Furniture	\$ 22,779	\$ 17,499	\$ 5,280	\$ 1,905
Equipment	92,533	68,614	23,919	17,849
Computers	101,771	86,124	15,647	11,479
Website	16,190	-	16,190	-
	\$ 233,273	\$ 172,237	\$ 61,036	\$ 31,233

Included in general, administrative and payroll costs is amortization of \$15,489 (\$12,594 - 2013).

6. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

Accounts payable and accrued liabilities include government remittances totalling \$13,786 at December 31, 2014 (\$13,329 - 2013).

ONTARIO TENNIS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED DECEMBER 31, 2014

7. DEFERRED CONTRIBUTIONS

The deferred contributions represent funding from government and Ontario Trillium Foundation grants received in the current year related to a subsequent period. Changes in the deferred contributions balance are as follows:

	2014	2013
Balance - at beginning of year	\$ 190,394	\$ 73,557
Add: Amounts received during the year	427,245	397,151
Deduct: Amount recognized as revenue in the year	(491,931)	(280,314)
Amount recognized as deferred capital contribution	(16,190)	-
Balance - at end of year	109,518	190,394

The deferred contributions are as follows:

	2014	2013
Ontario Ministry of Tourism, Culture and Sport:		
Base funding	48,204	50,740
Kids Tennis initiative	17,505	47,654
Sports Priority Funding - Digital Strategy	43,809	-
Ontario Trillium Foundation grants:		
Sunshine Project (note 8(a))	-	41,400
Raise the Net mentorship program (note 8(b))	-	50,600
	\$ 109,518	\$ 190,394

8. THE ONTARIO TRILLIUM FOUNDATION GRANTS

During the year, the Association was approved for the following grants from the Ontario Trillium Foundation:

- \$255,000 over 36 months expiring in October 2016 to implement the Raise the Net mentorship program at 164 community tennis clubs across the province;
- \$211,200 over 36 months expiring in October 2016 to support the Sunshine Project, an after-school tennis program in the northwest region of Toronto; and
- \$190,100 over 36 months expiring in March 2017 to implement the Capital Kids introductory tennis program in priority neighbourhoods in Ottawa for children who are between 6 and 12 years old.

Revenue recognized from the grants for the year ended December 31, 2014 amount to \$224,700 (\$NIL - 2013).

ONTARIO TENNIS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED DECEMBER 31, 2014

9. DEFERRED CAPITAL CONTRIBUTIONS

Deferred capital contributions represent the unamortized amount of contributions received and contributions received that have not been expensed for the purchase of capital assets. The details of deferred capital contributions are as follows:

	2014	2013
Balance - at beginning of year	\$ -	\$ -
Capital contributions received	16,190	-
Balance - at end of year	\$ 16,190	\$ -

10. FEES REVENUE

Details of fees revenue is as follows:

	2014	2013
Membership	\$ 440,776	\$ 455,896
Registrations	94,798	90,446
Tournaments, instructor certification and other fees	374,703	406,028
	\$ 910,277	\$ 952,370

11. ONTARIO GOVERNMENT GRANTS

(a) The grants from the Ontario Ministry of Tourism, Culture and Sport are as follows:

	2014	2013
Base funding grant	\$ 195,348	\$ 205,631
Kids Tennis initiative	71,883	53,632
Sports Priority program (Active)	-	12,500
Quest for Gold program	-	8,551
	267,231	280,314

(b) Other grants are as follows:

Ontario Trillium Foundation		
Sunshine project	70,400	-
Raise the Net	88,000	-
Capital Kids	66,300	-
	224,700	-
City of Toronto - Tennis Annex	-	10,000
	\$ 224,700	\$ 10,000

ONTARIO TENNIS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED DECEMBER 31, 2014

12. RELATED PARTY TRANSACTIONS

The OTA is a member of Tennis Canada and has 37% voting rights. In 2014, OTA received \$209,609 (\$162,788 - 2013) as grants from Tennis Canada. In addition, during the year, OTA received an in-kind donation of Rogers Cup Tickets worth \$14,000 (\$14,000 - 2013) from Tennis Canada.

13. SPONSORS AND ADVERTISING

The revenues from sponsors and advertising include contributed materials in the amount of \$115,629 (2013 - \$118,752). Contributed materials include sports merchandise, Rogers Cup Tickets, etc.

14. FINANCIAL INSTRUMENTS RISK EXPOSURE

The Association is exposed to various risks through its financial instruments. The following analysis provides a measure of the Association's risk exposure at the balance sheet date:

Credit Risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The Association's main credit risks relate to accounts receivable. The Association mitigates credit risk by monitoring the accounts on a regular basis and performing regular review of their credit standing. Management has included adequate provision for doubtful accounts in these financial statements.

Liquidity Risk

Liquidity risk is the risk that the Association will encounter difficulty in meeting obligations associated with financial liabilities. The Association is exposed to this risk mainly in respect of its accounts payable and accrued liabilities and lease and other commitments. The Association expects to meet these obligations as they become due by generating sufficient cash flow from operations.

Market Risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. The Association is not exposed to significant currency, interest rate or other price risk.

ONTARIO TENNIS ASSOCIATION

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED DECEMBER 31, 2014

15. LEASE COMMITMENTS

The Association has entered into a lease with Tennis Canada for office premises at the National Tennis Centre at York University, Toronto, Ontario. The lease expires in 2050 (or earlier under certain conditions), upon the termination of Tennis Canada's head lease with York University. Annual rental payments are (a) basic rent of \$10,500 plus (b) OTA's share of taxes and utilities.

The Association has entered into other operating lease agreements for its equipment and vehicles which expire at various dates to 2017. The minimum annual payments for the next three years are as follows:

Year ended	2015	\$	19,600
	2016		19,600
	2017		6,800
		\$	46,000

16. GUARANTEES AND INDEMNITIES

The OTA has indemnified its past, present and future directors, officers and volunteers against expenses (including legal expenses), judgments and any amount actually or reasonably incurred by them in connection with any action, suit or proceeding, subject to certain restrictions in which they are sued as a result of their involvement with the OTA, if they acted honestly and in good faith with the best interest of the OTA. The nature of the indemnity prevents the OTA from reasonably estimating the maximum exposure. The OTA has purchased directors' and officers' liability insurance to mitigate the cost of any potential future suits and actions.

In the normal course of business, the OTA has entered into agreements that include indemnities in favour of third parties, either express or implied, such as in service contracts, leasing agreements or sales and purchase contracts. In these agreements, the OTA agrees to indemnify the counterparties in certain circumstances against losses or liabilities arising from the acts or omissions of the OTA. The terms of these indemnities are not explicitly defined and the maximum amount of any potential liability cannot be reasonably estimated.

17. CONTINGENCY

OTA together with other parties has been named as a defendant in a slip and fall claim in the parking lot of the Rexall Facility. Management is of the opinion that OTA should not be a party to the claim and has referred the matter to its insurers and that, in any event, the claim is within the limits of the insurance coverage. An estimate of the potential loss, if any, cannot be made at the present time; therefore, no provision has been made in the financial statements.



ONTARIO TENNIS ASSOCIATION

President's Report

Annual General Meeting

April 11, 2015

The OTA is now well into their four-year strategic planning cycle and I am proud to say the organization continues to strengthen its financial commitments to important programs, and to human resources and partnerships needed to lead the growth of tennis in Ontario and across Canada.

Financially, OTA is well positioned, having reached a \$2M budget milestone this past fall when the 2015 budget was finalized by the board. Since 2011, the OTA's budget has increased an incredible 35% thanks to the hard work of OTA's Executive Director Jim Boyce and his staff. During this same period, government grant support has increased an astonishing 98%! None of that success would be possible without the strong support by OTA member clubs who recognize the leadership and benefits OTA brings to tennis in their community and across Ontario.

Volunteerism

The year 2014 was another standout year for volunteerism in the province. Throughout the year the OTA provided over 40 recognition certificates to clubs and regions who honoured outstanding volunteers in communities across Ontario. As we've done for the past 12 years, we saved our highest recognitions for late October with the **Distinguished Services Award** dinner. The award for 2014 went to two deserving recipients: Julio DiCresce from Bolton Tennis Club and Renate Crizzle from Heron Park Tennis Club. Congratulations to both Julio and Renate for their high level of contributions over so many years.

On a larger scale, the OTA hosted the **9th annual Presidents' Day** session during Rogers Cup on August 4th. Club executives from about 90 member clubs attended (200+ participants) and it is our way of recognizing the hard work of all member club board volunteers in the province. A continental breakfast was served, followed by remarks from incoming Tennis Canada CEO Kelly Murumets, and concluding with a short Q&A with special guest and up-and-coming player **Brayden Schnur** of Ontario. Most of the interview was captured and put up on the OTA's YouTube station, so take a look on our website if you haven't already done so.

Fundraising

The OTA participated this year for the first time in the 3rd annual Raonic Race-For-Kids fundraising event organized by Tennis Canada. Our team, the "OTA Future Stars", raised over \$9,000 for the charity, with the total amount raised across 16 teams coming in at \$130,000. Our celebrity team captain was ATP and Canadian Davis Cup tennis star Frank Dancevic, who gave every challenge great energy and enthusiasm. More information can be found at The Milos Raonic Foundation website.

Governance & Risk Management

The OTA continued to progress priorities from our **governance and risk management plan**. A small board committee worked with OTA staff in 2013/14 to develop a draft of a comprehensive **Volunteer Policy including background check requirements** for OTA employees, coaches, officials and volunteers. This initiative forms part of the OTA's overall Risk Management Plan that has been in place since 2009. The policy has been approved and includes details such as the role of the volunteer to the success of tennis in Ontario, volunteer rights and expectations, volunteer training and orientation and volunteer recognition. It also includes new requirements for conducting various levels of **police background checks (PBCs)** for OTA volunteers, employees and other paid positions such as coaches and officials. Background checks take affect Jan 1, 2015 and will be required for all officials and coaches and select volunteers. These and other policies can be found on the **CLUBSTRONG resource centre**.

Tennis Canada / OTA Partnership

The Provincial Tennis Association (PTA) Presidents meet regularly through the **Council of Provinces (COP)** and in 2014 we focused our efforts to continue building a stronger relationship with the provinces and Tennis Canada. For the first time, Tennis Canada met with all the provincial Presidents and their Executive Directors in Toronto in late October to focus discussion on how to best grow tennis participation in Canada. This was an historical first step simply because it was the acknowledgement by all involved that in order for us to succeed we must all have consensus and buy-in to the programs in which we invest. Everyone left the two-day meeting feeling that their ideas mattered and that the action steps identified will make a strong impact to growing tennis participation in Canada over the long term. More meetings of this kind will take place in 2015 including coverage of other important areas such as Marketing and High Performance. This is a new way of working together collaboratively with Tennis Canada and the provinces and I for one am extremely happy we are taking this direction.

As always my praise goes out to all our dedicated board and staff - I am privileged to be working with such skilled and passionate individuals.

Respectfully submitted,

A handwritten signature in blue ink that reads "Scott Fraser". The signature is written in a cursive style with a large initial "S".

Scott Fraser

President

OTA ANNUAL REPORT

Executive Director's Report

2014



In 2014, the OTA achieved major milestones which we never thought we would see all occur in one year. Firstly, the Association generated over 2 million dollars in revenue for the first time ever due mainly to our very successful grant writing team. The exploits of Milos Raonic in Davis Cup and ending the ATP season ranked number 8 in the world for singles was another. Team Ontario won an astounding 75% of all the National Junior Titles available in 2014. The launching of our new Digital Strategy over the next year will put the association in the forefront of social and digital media communication. And finally, the OTA has reached 250 member clubs with over 56,000 individual members. Quite the year for us!

Key 2014 Achievements:

- ❖ New Trillium Grant programs
- ❖ 2014-2016 Digital Strategy program
- ❖ Plan for new OTA training Centre (10 years)
- ❖ 2nd annual U9 Champions tournament
- ❖ OTA player results on the National and International stage.
- ❖ Outreach program (Kids Tennis, Smash Cage and Schools Floor Tennis) results for 2014
- ❖ Distinguished Service Volunteer Awards (DSA) 2014.

New Trillium Grants



The **Raise the Net** program officially launched on April 12th, 2014. We printed 1,050 copies of the Raise the Net Rating Guide and have sent them out to each OTA club. We printed 3,000 of the LTAD booklets and 10,000 of the LTAD/Rating Guide flyers and sent them out to clubs in June. We also booked Raise the Net seminars hosted in Thunder Bay in July and Sudbury in August. The target in 2014 was to reach 52 community tennis clubs in the East, Scarborough, Ottawa (NCTA) and North regions. Our actual results are 114 community clubs touched and 1,430 individuals.

The second component of the program is to educate our community clubs in the “best practices” of how to manage operations and programs within clubs. Our Club Manual was updated and renamed **CLUBSTRONG** for the 2015 season. We will be adding a number of additional programs linked to the LTAD stages that are offered to any club executive.



The approved grant is for **\$255,000** over 3 years expiring in October 2016.

OTA Volunteer Raise the Net Awards

We sent an e-mail blast to all club presidents in 2014 offering to provide volunteer awards to qualified club members. We had over **26** requests which is the largest number ever. Each award can be customized to the club and

individual. We encourage Regional Chairs to contact their clubs and promote the program.



One of the most pleasant surprises of our granting program was the successful application we wrote to the Ontario Trillium Foundation at the regional level called **Capital Kids**. We were notified only after our 2014 operating year had begun which challenged us to get it up and running in only a few short months. However, with the exceptional leadership of John Wins-Purdy (OTA



Ottawa Regional Coordinator), and assistance from Fei Wu (Program Coordinator), the program met all expectations and then some. The year one grant targets were to establish 4 locations, engage 600 child participants, and recruit 6 youth instructors-in-training. Actual results are 4 locations, 770 child participants, and 7 youth instructors.

The OTA is gearing up to launch the second season of **Capital Kids** this summer across the Ottawa region. The program, officially launched in May 2014, is a collaborative effort between the OTA, the National Capital Tennis Association (NCTA) and the City of Ottawa. Through **Capital Kids**, more than 3,750 children aged 6 to 12 will be introduced to tennis through cost-free lessons on community tennis courts. Lessons will take place in various neighbourhoods in which social and economic challenges make tennis an inaccessible sport. There is also a youth training component, in which 18 youth will be hired and trained as Junior Instructors. **Capital Kids** will run for approximately 20 weeks during the summer (May-September) over three years.



free lessons on community tennis courts. Lessons will take place in various neighbourhoods in which social and economic challenges make tennis an inaccessible sport. There is also a youth training component, in which 18 youth will be hired and trained as Junior Instructors. **Capital Kids** will run for approximately 20 weeks during the summer (May-September) over three years.

This initiative represents a shared goal between the OTA and NCTA to provide all children with more affordable and accessible tennis programs. The financial resources provided by the Ontario Trillium Foundation will aid us tremendously in achieving these goals. The approved grant is for **\$190,100** over 3 years expiring in March 2017.



The Sunshine Project began in April 2014 and continues to operate for three consecutive spring seasons, ending in June 2016 through a **\$211,200** Trillium grant. The project is designed to bring subsidized tennis lessons directly to low-income neighborhoods, making this sport a viable after school activity for children ages 6 – 12. By making use of public tennis sites located adjacent to our schools, this project succeeds in breaking down the biggest barriers to tennis: proximity, price, and required equipment to play. Each year the project will move

to new neighborhoods, giving different children a chance to play, totaling 900 in enrolment over three years. Unique to this project, each year the youth, volunteers and local leaders will be provided with the resources required to continue operating tennis lessons at established Sunshine sites in future years.

We are very proud of our players and coaches for their successful 2014 spring season! From learning the proper way to hold a racquet to smashing forehands and serving aces, our players have come a long way in our first year. The coaching teams at our four parks: Firgrove, Gracedale, Sunnydale and Lanyard worked hard during 11



weeks to improve their players tennis skills and fitness level, but most importantly had a great time playing and getting to know the children. There was no better way to celebrate the season than with our final BBQ day and tournament! It's impossible to describe the experience and enthusiasm as kids, coaches, parents, and partners came together at West Humber C.I. to celebrate the success of the Sunshine Project. The program targets of 4 locations, 280 children and 20 coaches were achieved.



OTA Digital Strategy

The Ontario Tennis Association has developed a comprehensive Digital Strategy starting in 2014. The Digital Strategy will link all of our digital tools together into 1 cohesive communications plan. We have made progress in becoming more digital by

creating social media accounts, developing videos, starting the new rankings process with Tennis Canada, and developing a basic online version of Ontario Tennis Magazine. This strategy will enable us to improve our digital communication across all platforms, make better use of financial resources, enhance upon the work we have already accomplished and identify new opportunities to make the largest impact possible.

Each facet of the Digital Strategy will be executed with the overarching goals of:

- (1) Building awareness about the OTA throughout Ontario;*
- (2) Bringing tennis to the forefront of Ontarians of all ages, abilities, and socioeconomic backgrounds; and*
- (3) Driving commitment to the sport of tennis.*

This “commitment” can be measured in many ways such as: buying a racquet, joining a member club, registering as a competitive player, subscribing to receive OTA Spin Newsletter, reading Ontario Tennis magazine online, engaging in discussion about OTA programs on social media, becoming a program volunteer and so on. The Digital Strategy encompasses enhancements in a variety of areas from web, social media, and content creation to enhancing the capacity of OTA member clubs and promoting tennis.

During the spring of 2014 the OTA grant team wrote an application to the Ministry under the Capacity Building category and as result successfully secured **\$100,000** in funding over 2 years to build our Digital Strategy program.

Grant Recognition:

On August 6th, 2014, the OTA had the opportunity to recognize all of its Ontario Trillium Foundation (OTF) granted programs at the 2014 Rogers Cup. The event was a Special Recognition Ceremony on behalf of the OTF in which Raise the Net, Capital Kids, and the Sunshine Project were all recognized on Centre Court. The Toronto Chair of the OTF, Earl Miller, addressed the



crowd, as did James Boyce. Other on-court attendees were comprised of: Scott Fraser, Kelly Murumets, John Wins-Purdy, and Carolynna Gabriel. The OTF presented the OTA with a plaque in commemoration of our recent accomplishments

OTA Training Centre

The OTA Board of Directors formed a committee in 2014 to look into a long range vision and plan to build our own training centre for the future. Anybody who has an interest in the future



development of tennis in Ontario is welcome to join or contribute. We have a 10-year horizon to see the project completed. The plan calls for at least 8-10 indoor courts which will hold training for our youth, host OTA Provincial Championships and coaching seminars and be a centre for club volunteer training.

The Champions Program



The OTA launched the 2nd annual U9 Champions tournament hosting the best U9 competitors across the province. From Windsor to Ottawa, and even Thunder bay players traveled from all over to compete in this prestigious championship.

Competitors:

- ❖ Boys Under 9 = **71**
- ❖ Girls Under 9 = **38**
- Total = 109**

Each player was guaranteed a minimum of three matches during the competition with the tournament offering both main and consolation draws for its competitors. Please find the main draw results below.



Under 9 Champion Results:

- ❖ Boys U9 Champion: Stefan Simeunovic (Ontario Racquet Club)
- ❖ Boys U9 Finalist: Adrian Smith (Timberlane)
- ❖ Girls U9 Champion: Vicoria Mboko (ACE)
- ❖ Girls U9 Finalist: Madison Lee (Ontario Racquet Club)

The Champion of both the boys and girls main draw will receive a coaching grant of \$6000 to be used over a two year period while both finalist will receive a similar grant tallying an amount of \$4000.

Officials:

The OTA was lucky enough to have a number of officials on hand to help with the management of the tournament, while teaching our young athletes the importance of Fair Play.

- ❖ # of Officials: 6



Media:

In coordination with the OTA's "Digital Strategy" the tournament set up included a player media zone where players were interviewed during the course of the tournament posting match results and other tournament related experiences. For more information, please visit twitter.com/TennisOntario. Other media hits included CTV where the U9 Champions event was featured on the six o'clock news showcasing the tournament and one of its competitors.

International and National Singles and Team Results



Our **Davis Cup** team defeated Colombia this month in a Tie held in Halifax, Nova Scotia. 3 members of the team are from Ontario. We are now again in the World Group and will face Japan in Canada next year. Congratulations! Canada will be competing in the World Group amongst the best nations on the globe for a fourth straight year after defeating Colombia 3-2 in the World Group Play-offs in

Halifax last weekend. A Davis Cup semi-finalist in 2013, Canada was required to participate in a play-off this year to keep its World Group position following its first-round loss to Japan back in February.

Our **Federation Cup** team is now in the World Group for the first time which is a major milestone. Canada defeated Slovakia 3-1 in April of 2014. The team features 2 Ontario players, Sharon Fichman and Gaby Dabrowski, who form the top Canadian doubles team.



Additionally, our juniors performed extremely well in Europe and at numerous international team and individual events. Our top performer was Bianca Andreescu who not only won the World Under 14 Championships at Les Petits As in France, but also won the Orange Bowl Under 16 World Singles title in Miami.

Team Ontario

In 2014, Team Ontario consisted of 196 junior athletes who participated in 6 team events capturing National Singles Championships (Outdoor/Indoor). The Association qualified 8 athletes for Ontario *Quest for Gold* funding of \$7,000 per player used for training and travel expenses. 15 training sessions were held at the Rexall Centre for various age groups under the management of the Player Development Manager. Ontario won 75% of the national titles available in 2014 which is a new record for us. In the past we have averaged approximately 60% of junior titles available.



Outdoor Nationals

The OTA submitted a total of 126 entries into the Outdoor Nationals in 2014 (U12, U14, U16 & U18) and in doing so, several athletes captured National titles. The Outdoor Nationals were hosted in Central Canada.

Ontario Open/Roman Cup

The 2014 Sporting Life Ontario Open and Roman Cup was one of the most successful events in Canada. Over 400 competitors competed in 13 events from July 30 - August 4 in Ottawa. The Rideau Tennis Club and the Ottawa Athletic Club were the primary host clubs. The Roman Cup U12-U16 events were also Tennis Canada sanctioned National Qualifying events. As a result, 8 additional players from Ontario qualified for Team Ontario.

- ❖ 2 sites (Rideau Tennis Club and Ottawa Athletic Club)
- ❖ 27 courts
- ❖ \$13,000 in bursary awards

Outdoor Junior Closed Provincial Championships

The OTA's Junior Closed continues to be the largest event in Ontario with over 460 entries! For 2014, the OTA partnered with a new site to co-host the Provincials: University of Toronto, Scarborough Campus hosted the main draw boys U16 & U18. This new site was popular with the players, parents and coaches and will serve as a great option in the future.

OTA Outreach Programs

During 2014, our community outreach programming achieved significant results. See below for the metrics of our touch numbers :

13,500 *Building Tennis Communities*

35,460 *Schools Floor Tennis*

37,200 *Kids' Tennis*

40,000 *Smash Cage*

11,500 *Little Aces*

137,660



Kids' Tennis is through to the second year of the grant, achieving another great year of introducing tennis to kids at public events and schools.

12 schools participated in the Kids' Tennis program during the last month of the school year in June. We were able to link 5 of these schools directly with member clubs, helping them promote club programs into the spring and summer months. There were 1,800 students participating in the program during this time, and 43 teachers and volunteers helping make it a great month leading into the summer. Many of the new resources provided to the teachers helped make their tennis unit easier to run, and gave them confidence to incorporate into next year's curriculum.



The Kids Tennis Nutrition Card has received excellent feedback from the schools that distributed them at the end of the school year, as well as at the large scale events over the summer. This is a critical component of the program which will be continued into the start of the 2014-15 school year.

Kids Tennis has continued delivering programming for children with special needs as well as wheelchair tennis throughout this reporting period. In association with Holland Bloorview Rehabilitation Centre and the



North York Tennis Association, Kids' Tennis has been able to introduce and teach tennis to **75** children with various disabilities. There have also been **32** volunteers helping at these events. These tennis lessons are often a highlight for these children, and a partnership that we will look to continue to grow.



Pizzaville Smash Cage

This was the first full season for Kids' Tennis with the use of the new Smash Cage. It was a highly successful spring and summer that targeted all regions of the province, and surpassed all targets for number of events and participants. The cage was at 12 large scale events 2014, and saw over 40,000 participants step up and test out their serve. Some of the highlights included the World Pride Parade, Ontario

Open, OTA Roadshow events, YMCA Gravenhurst, Ottawa Little Aces Launch, Sunshine Project Launch, Tennis Rocks Festival, and North Burlington TC Grand Opening.



The addition of some new sponsors for the cage dramatically increased our outreach, adding new events and contacts for similar events for the coming year. We will continue to add value to our sponsors by looking for new and innovative ways to brand the smash cage.



Progressive Floor Tennis is considered the most successful and largest participatory program in the OTA program portfolio. Every year the program has grown across the province to new school boards and reached thousands of children in the school environment. Dave Lea the program manger is to be again congratulated on his constant dedication to growing tennis in Ontario. Our numbers for 2013 were 35,200 children, 900+ teachers and 4 new schools boards introduced to tennis.



Distinguished Service Awards (DSA) 2014

The evening was hosted in 2014 at the Cricket Club in honour of Julio DiCresce and Renate Crizzle (46 people invited to dinner). The recipients, their friends and families truly appreciated the celebration. The DSA's are the highest award given by the OTA in honour of volunteers who make tennis popular and available to Ontarians. We now have 31 members of the DSA. *Please take the time to apply on behalf of a volunteer in your region for next year.*

Renate Grizzle - Heron Park Tennis Club



Renate has served on the board of the Heron Park Tennis Club for over 10 years and has been club President since 2006. She inspires teamwork and addresses problems head on in order to get things done.

Heron Park is a vibrant and busy community tennis club, fielding competitive teams within the Scarborough Tennis Federation, the Toronto and Inter-County tennis leagues. The club also runs a house league, senior drop-ins, junior programs and numerous social events.

Renate built a strong working relationship with city staff and was instrumental in getting a new court surface approved for two of Heron Park's five courts. Renate served on the board of the Scarborough Tennis Federation as Vice-President of Leagues for two years and as Secretary for one. She was also a strong supporter of the rebuilding of the Tam Heather winter tennis facility.

As President of Heron Park, Renate is very supportive of junior tennis. The club has hosted OTA tournaments for the past three years including the 2013 OTA Regional Tournament in support of the U9 Championship series.

Julio DiCresce - Bolton Tennis Club



Julio was a founding member of the Bolton Tennis Club, currently in its 31st year of operation. He served as club President for twenty years and has been a mentor to many new board members. He helped write the club's constitution, organized club tournaments and supported junior tennis programs. He was also instrumental in obtaining a Trillium Grant for court resurfacing.

Julio developed an Inter-Club League with ten other clubs in the West Central region. He introduced after school and Saturday morning junior programs in which he still plays an active role. Julio was a member of the Grey Foundation in the Caledon area that helped raise funds to purchase Wilson starter kits for all schools in the area. He also arranged for pros to go into the schools to teach the Physical Education teachers how to introduce tennis to the children.

Julio served on the Ontario Tennis Association's Board of Directors as Chair of the West Central Region for 12 years. During that time he actively promoted tennis in his region.

Please find below the significant outcomes we enjoyed in each Goal area of the OTA Strategic Plan 2013-2016

1. Attract more people to play and support tennis on a sustained basis.

- ❖ Progressive Floor Tennis in elementary schools continues to expand across the province into school boards training teachers who then introduce tennis to their school children in 2014.
- ❖ Our communication tools that support tennis by spreading our message to the citizens of Ontario showed significant increases in their distribution. Our website has increased unique visits to 1.1 Million and hits to 41,500,000 per year.
- ❖ Kids' Tennis in 2014 provided significant new programming in schools and at large events. The Smash Cage attained massive results in 2014 of 40,000 plus participants.
- ❖ We had 6 new clubs join in 2014 which brings our total OTA club membership to 250 which is the largest ever in our history.

2. Provide opportunities for players to improve at every level

- ❖ The NTC program at the Rexall for 10 - 14 athletes continued in 2014 in partnership with Tennis Canada. Bob Brett, who left Tennis Canada, was replaced by Christophe Lambert who is also a top internationally renowned coach.
- ❖ Ontario again hosted an ITF \$50,000 event at the Centre of Excellence called the Tevlin Challenger.
- ❖ The coaching/instructor certification sessions produced 216 new instructors and 45 upgrades in 2014.
- ❖ 18 officials (Umpires) were certified in 2014.
- ❖ The number of players registered to compete in tournaments and become ranked were 2,165 in 2014

3. Encourage and support volunteerism at the provincial, regional and local levels

- ❖ The Club Manual is updated, redesigned and is available on the website for club executives to use.
- ❖ Staff and OTA President attended various regional meeting in 2014 to present and explain current programming.
- ❖ Our annual DSA awards in October of 2014 at the Cricket Club where 2 deserving volunteers were given the Distinguished Service Award. There are now 31 volunteers recognized.
- ❖ Monthly volunteer recognition was given through the E-magazine.
- ❖ Club Volunteer Awards were presented at the 2014 AGM.
- ❖ Raise the Net was introduced in early 2014 and had 114 LTAD club visits

4. Ensure accountability and relevancy of OTA programs and services

- ❖ Our 2014 Audit Opinion is clean with no reservations.
- ❖ Supported various clubs with letters of support for bubble, building permits and a variety of grant applications.
- ❖ Our partnership with Tennis Canada continues to grow through the Little Aces, NTC, Coaching Certification and National Ranking program (VR).

Note: Please find attached the Operation Plan Review for 2014 following the Executive Director Report.

Respectfully submitted,



James Boyce
Executive Director

Ontario Tennis Association Operations Review 2014

Program	Expected Results 2014	Actual Results 2014	Actual Results 2013
PLAYER DEVELOPMENT			
Tournament Player Registration	2,230 Players	2,165 Players	2,151 Players
Sanctioned Tournaments	280 Sites	380 Sites	370 Sites
	3 Referee Certification Clinics	4 Completed	3 Completed
	970 Events	1063 Events	966 Events
	Launch VR Jan 2014	Completed	N/A
Rogers Rookie Circuit	45 tour stops/ 800 players	56 tour stops/1,100 players	45 tour stops/1,100 players
All Stars	40 Athletes	46 athletes	46 Athletes
Provincial Championships	1,300 participants	1,350 athletes	1,255 participants
	14 certified umpires	18 certified umpires	26 certified umpires
	8 Media Exposures	20 Media Exposures	7 Media Exposures
Team Ontario	6 National Junior Singles Champs.	8 National Champs	7 National Champs
	185 Team members	196 Team Members	191 Team members
	4 Team Events	4 Team Events	4 Team Events
	8 Quest for Gold athletes	8 G4G Athletes	8 Quest for Gold athletes
	24 Training Sessions (NTC)	24 Training Sessions	23 Sessions (NTC)
	Canada Games Team Gold	N/A	Team Gold Won
	20 Coaches Involved	23 Coaches Involved	20 Coaches Involved
TDC's	24 TDC's Annual	24 TDCs	20 TDC's
U9 Champions	80 Players	109 Players	72 Players
	5 Media Exposures	7 Media Exposures	5 Media Exposures
	\$23,000 Funding	\$23,000 Funding	\$23,000 Funding
Coaching Certification	195 New Instructors	216 New Instructors	223 New Instructors
	45 Upgrades	45 Upgrades	68 Upgrades
Program	Expected Results 2014	Actual Results 2014	Actual Results 2013
MEMBERSHIP & REGIONAL DEVELOPMENT			
Club Insurance	135 L/100DNO	145 L/116 DNO	140 L/108 DNO
Merchant of Tennis Day	2 Locations	2 Locations	2 Locations
	820 Members	675 Members	797 Members
Membership Solicitation	5 New Clubs	5 New Clubs	24 New Clubs
Tennis Tour (Tennis Fair)	50 club visits	54 club visits	N/A
	2 club workshops	2 club workshops	N/A
	Tours: 10 clubs GTA; 15 clubs outside GTA	Tours: 4 GTA; 13 outside GTA	40 clubs booked
	1,500 People	1,500 People	1,100 People
Schools Program (Floor Tennis)	25,000 Participants	35,460 Participants	41,200 Participants
	30 Inner City Schools	44 Inner City Schools	33 Inner City Schools
	Introduction to 2 New Boards	4 New Boards	2 New Boards
	Introduction to 400 New Teachers	900 New Teachers	460 New Teachers
Kids' Tennis (Tennis Pathways)	Hire 2 Regional Coordinators	2 Hired	2 Hired
	30,000 participants (TRY)	33,500 participants (TRY)	44,200 participants (TRY)
	3,500 participants (LEARN)	3,700 participants (LEARN)	3,800 participants (LEARN)
Raise the Net	52 LTAD club visits	114 LTAD club visits	N/A
	Program website launched	Program website launched	N/A
Sunshine Project	4 Locations	4 Locations	N/A
	280 Participants	278 participants	N/A
	20 Instructors; (incl 8 youth)	20 Instructors; (incl 8 youth)	N/A
Capital Kids	4 Locations	4 Locations	N/A
	600 Participants engaged	770 Participants engaged	N/A
Program	Expected Results 2014	Actual Results 2014	Actual Results 2013
MARKETING & COMMUNICATION			
OT Magazine	Advertising \$65,000	Advertising \$70,550	Advertising \$64,133
	32,000 Direct Mail Distribution	22,000 Direct Mail Distribution	21,100 Distribution
	32,000 Bulk Distribution	24,500 Bulk Distribution	23,400 Bulk Distribution
Canadian Open Booth and Promotion	1 Week	1 week	1 week
Sponsorship (Net)	\$85,000 Cash	\$98,101 Cash	\$ 85,858 Cash
	\$47,000 Product	\$44,025 Product	\$ 41,147 Product
Tennisontario.com	40,000,000 hits per /year	41,670,000 hits per /year	41,500,000 hits per /year
	1,200,000 unique visits/year	1,200,000 unique visits/year	1,100,000 unique visits/year
Branding	Presence at 12 events	18 events	12 events
	12 Media hits with logo	25 Media hits with logo	25 Media hits with logo
E-Magazine	12 Issues	12 Issues	12 Issues
	6,500 database	6,500 database	6,415 database
Weekly E-News Release	42 Issues	42 Issues	42 Issues
	6,500 database	6,500 database	6,415 database
Smash Cage (Rogers)	5 Sites	15 Sites	5 Sites
	30,000 People	40,000 People	20,000 People
Tennis Matters	\$37,500	\$46,353	\$36,247
Program	Expected Results 2014	Actual Results 2014	Actual Results 2013
FINANCE & ADMINISTRATION			
2014 Budget Target	\$ (8,062)	\$ (5,485.00)	(\$3,780)
Accounting System	Investigate update to Great Plains software	In Progress	Unaudited
	Upgrade Quickbooks to latest version	Done	Done
	Policy & Procedure update to staff	Done	Done
Quality Management	Statement of Operation	Done	Done
	Staff week held in October	Done	Done
	Semi-Annual Staff Review	Done	Done
Volunteer Base	1,850 Volunteers	2,120	2,035
	2 DSA Awards	2 DSA	3 DSA
	Host Annual DSA night	Done	Done
Upgrade Client Services	\$520,000 Online Payments	\$526,212	\$580,769



March 16, 2015
Mr. Jim Boyce
Executive Director
Ontario Tennis Association
1 Shoreham Drive Suite#200
Toronto, Ontario
M3N 3A7

Dear Jim,

Nominations for the Board of Directors of the Ontario Tennis Association

On behalf of the Nominating Committee, I am pleased to submit the following nominees to be presented for election to the Board of Directors at the Annual General meeting of the members of the Ontario Tennis Association on April 11th, 2015.

OFFICERS

President	Scott Fraser
Past President	Michel Lecavalier
Vice-President, Finance & Administration	Rob Nicholls
Vice-President, Membership & Regional Development	Dave Gervan
Vice-President, Player Development	Tom Kern
Vice-President, Marketing & Communications	Dianne Weatherby

DIRECTORS

The following individuals have been elected regional chairpersons at their respective annual general meetings, and are presented for election to the Board of Directors of the Ontario Tennis

East Region	Scott Bartley
NCTA	Philip Johnson
NYTA	Diane Kriksciunas
North Region	Miro Ejem
Scarborough Tennis Federation	Natalie Wong
South West Region	Wayne Saigeon

West Region

Ed O'Shaughnessy

Tennis Toronto


Alan Maguire

West Central Region

Adrian Grice

The By-Laws of the Association provide that additional nominations for the offices of Vice-President may be made by two Full Members, provided such nominations are filed with the Association at least 15 days prior to the Annual General Meeting.

Respectfully submitted,

A handwritten signature in black ink that reads "Michel Lecavalier". The signature is written in a cursive style with a large initial 'M'.

Michel Lecavalier
*Past President and
Chair of the Nominating Committee*



ONTARIO TENNIS ASSOCIATION

1 Shoreham Drive, Suite 200
Toronto, ON M3N 3A7

Tel: 416.514.1100 or Toll Free: 1.800.387.5066

Fax: 416.514.1112

Email: ota@tennisontario.com

www.TENNISONTARIO.com