



2016-2017

# ANNUAL REPORT

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# ABOUT TENNIS BC



*Committed to growing the game we love.*

Tennis BC is the official governing body for tennis in British Columbia. We are a non-profit organization and our main goal behind everything we do is to inspire and enable tennis throughout the province.

For more information on Tennis BC, please visit our website at [tennisbc.org](http://tennisbc.org).

77

member clubs

10,000+

individual members

21,750

event participants

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# PRESIDENT & CEO MESSAGE

It is such a thrill to see how quickly and enthusiastically tennis continues to grow in both this province and across the country. Every day we hear from new and existing tennis players who want to get involved and participate in the growth of our sport. The amazing teamwork and cooperation we receive from our board, coaches, our member clubs and their management teams, volunteers, officials, parents and sponsors reflects the power of our combined efforts.

We are grateful to all our partners who help support Tennis BC and our players. The support we get from ViaSport, the Province of British Columbia, our municipal governments and our national partner, Tennis Canada, is critical in achieving our mandate “to inspire and enable tennis throughout communities in British Columbia.”

In particular we acknowledge the great Tennis Canada team who encourage and nourish the Provincial Tennis Associations to work together in developing new national programs, improved consistency and standards of excellence through shared practices. This approach will further develop our sport and the high levels of play that our men and women are achieving internationally.

At the end of the year, with the incredible leadership and support of past president Peter Jackson, we launched the Community Youth Tennis Fund within the Vancouver Foundation. This legacy fund will support grassroots tennis by allowing children who might not otherwise have the means, the opportunity to play. We encourage all our members and community to make a tax deductible donation to this great cause.

This past year we continued to develop existing programs and implement strategic initiatives that our staff and board identified within our current 3-year plan:

- Further developed our financial stability and balance sheet
  - Enhanced our relationships with our financial partners and sponsors
  - Enhanced the planning processes with Tennis Canada and consistent standards between all Provincial Tennis Associations
  - Further developed our branding approach to our business with improved signage, materials, packages and operational standards
  - Created more participation with a new junior 2 star tour allowing players to continue to develop their game at an appropriate level for new players
  - In partnership with Tennis Canada, launched the junior team tennis program
-

- Initiated new board committees with strategic goals and initiatives including:
  - an in-depth year-long review of our membership structure
  - a complete update of our bi-laws, policies and governance documents
  - launch of the Community Youth Tennis Fund

We welcomed three new Tennis BC members this year, the beautiful Bear Mountain Tennis Centre where our recent Miele Men's League Championships were held, Mission Tennis Club and Lohas Tennis Club.

Looking forward, the board and management will be focusing on the following initiatives:

- Increased support of new indoor facility development as well as working with Tennis Canada to create our own National Tennis Centre
- Further development of our kids **team tennis** brand with a focus on a province wide program
- Further develop our "Tennis BC Foundations" such that we are able to provide legacy programs for high performance players
- Create new high performance development programs, structures and events.

Finally, John McMurchy will be retiring from the board this year and it is hard to imagine a board meeting without John's involvement. He has enthusiastically served our tennis community since 2006 in a host of positions, including president. Over the years he has been an invaluable resource to past presidents, board members and staff. Rick and I, want to thank John for his countless hours of support, unwavering ethical values, incredible humbleness and selflessness as well as his vast knowledge of sport leadership in this province.



**RICK HASTINGS**  
President, Tennis BC



**MARK ROBERTS**  
CEO, Tennis BC

# BOARD OF DIRECTORS

<b>RICK HASTINGS</b>	President
<b>ROGER SKILLINGS</b>	Past President
<b>WINSTON PAIN</b>	1st Vice-President
<b>KAREN CLARKE</b>	2nd Vice-President
<b>PATRICK CAFFREY</b>	Treasurer
<b>MARK J. BRAIDWOOD</b>	Secretary
<b>JOHN McMURCHY</b>	Director
<b>YEVGENIY MESHCHERKOV</b>	Director
<b>DENISE WONG</b>	Director
<b>GRAEME WHITE</b>	Director

# TENNIS BC STAFF

<b>MARK ROBERTS</b>	CEO
<b>SARAH KADI</b>	Director of High Performance
<b>JEANNIE ROHR</b>	Director of Community Development School Program, Miele League Coaching Certification
<b>ANA-MARIA ENESCU</b>	Marketing, Communications and Business Development
<b>ANISSA CHUNG</b>	Sanctioning, Ranking Future Stars
<b>KATEY CONWAY</b>	Membership Services & Events
<b>CHLOE SHER</b>	Schools Program, Miele League Coaching Support
<b>CHEE NG</b>	Director of Finance

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# 2017 TENNIS BC EXCELLENCE AWARDS

The Tennis BC Excellence Awards acknowledge the incredible contributions made by communities, coaches, clubs, officials, volunteers and players in helping to grow the game.

Congratulations to the 2017 recipients!

**MALE PLAYER OF THE YEAR**

Filip Peliwo

**FEMALE PLAYER OF THE YEAR**

Rosie Johanson

**JUNIOR FEMALE PLAYER OF THE YEAR**

Alexandra Vagramov

**JUNIOR MALE PLAYER OF THE YEAR**

Jack Davis

**HIGH PERFORMANCE COACH OF THE YEAR**

Nick Coutts

**COMMUNITY COACH OF THE YEAR**

Brenda Dean

**EXCELLENCE IN OFFICIATING**

Ute Buffotot

**CONTRIBUTION TO SENIORS TENNIS**

Lee Foster

**VOLUNTEER APPRECIATION**

Darlene Lim

**CONTRIBUTION TO COMMUNITY TENNIS**

North East Tennis Society

# MEMBERSHIP

Each year, the sport of tennis in BC continues to expand its reach and with that, new members join our community.

Tennis BC would like to thank and applaud all 77 member clubs for their consistent support and contribution to the growing the game of tennis in our province.

Tennis BC provides a variety of programs, events, certifications, and workshops in educating and engaging our members, coaches, officials, and volunteers. With your help, we collaborate with and collectively service 21,750 participants in these aspects. Tennis BC values the opportunity to work with our many stakeholders such as Tennis Canada, ViaSport, International Federations and government, corporate, media and community partners, who are all catalysts in the success towards the growth and exposure of this great game!

As a member of Tennis BC, there are a variety of benefits that are associated with your membership. We offer preferred rates on club insurance and tournament software support, as well as Rogers Rankings and access to Coaching & Officiating certification courses. Stay up to date with the latest news about rising stars in the community, tournament results, and special offers all in our e-newsletter; the Tennis BC Insider by signing up today at [tennisbc.org](http://tennisbc.org).





# 2016-17 MEMBER CLUBS

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## **GOLD / FULL CLUBS**

BC Wheelchairs Sports Association  
Burnaby Tennis Club  
Campbell River Tennis Club  
Capilano Tennis Club  
Chilliwack Tennis Society  
Comox Valley Tennis Club  
Great West Fitness and Tennis Club  
Hazelmere Golf and Tennis Club  
Hollyburn Country Club  
Jericho Tennis Club  
Kamloops Tennis Association  
Langford Tennis Club  
Merritt and District Tennis Club  
Murdo Frazer Tennis Club  
North Shore Winter Club  
Oak Bay Tennis Club  
Peninsula Tennis Club  
Richmond Country Club  
Saanich Tennis Club  
Shaughnessy Golf and Country Club  
Stanley Park Tennis Club  
Sunshine Hills Tennis Club  
Tsawwassen Tennis Club  
Vancouver Lawn Tennis & Badminton Club  
Vancouver Tennis Association  
Victoria Tennis Club

## **FACILITY CLUBS**

Arrowsmith Tennis Club  
Bear Mountain Tennis Centre  
Coquitlam Tennis Club  
Delta Town & Country Tennis Club  
Global Fitness Centre  
Kaslo Tennis Club  
Kitsilano Beach Tennis Club  
Ladner Tennis Club  
Lakeshore Racquets Club  
Mission Tennis Club  
Nelson Tennis Club  
New Westminster Tennis Club  
Okanagan Mission Tennis Club  
Penticton Tennis Club  
People's Courts / Global Tennis Academy  
Prince George Tennis Club

Richmond Tennis Club  
Salmon Arm Tennis Club  
Salt Spring Tennis Association  
Suncoast Racquet Club  
Surrey Tennis Centre  
Tennis Yukon  
The Arbutus Club  
UBC Tennis Centre  
West Vancouver Tennis Club  
Whistler Racquet Club  
White Rock Tennis Club

## **RECREATION CLUBS**

Cedar Hill Recreation Centre  
False Creek Tennis Club  
Kimberley Indoor Tennis Club  
Lakeview Heights Tennis Club  
Maple Ridge Tennis Club  
Mill Bay Community Tennis  
North Vancouver Tennis Centre  
Panorama Recreation Centre  
Port Coquitlam Tennis Club  
Recreation Oak Bay  
Shuswap Lake Estates Tennis Club  
South Cowichan Lawn Tennis Club  
Steveston Community Centre  
The River Club  
Vernon Tennis Association

## **TENNIS ASSOCIATIONS**

BC Secondary Schools Tennis Association  
BC Senior Women's Tennis Association  
Lohas Tennis Club  
Mayne Island Tennis Association  
Senior Tennis Association of North Shore  
Senior Tennis Association of Maple Ridge  
Society For Kids At Tennis  
South Island Tennis Association - SITA  
South Island Tennis League - SITL

## **NEW MEMBER CLUBS**

Lohas Tennis Club  
Mission Tennis Club  
Bear Mountain Tennis Centre

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# TENNIS DEVELOPMENT

As the official governing body for tennis in British Columbia, Tennis BC's main goal is to inspire and enable tennis throughout the province. Growing our community and encouraging people to play the sport continued to be a focus for 2016-2017. With grassroots, recreational and competitive programs in place, we hoped to reach everyone from kids just starting out to adults looking to continue playing in social leagues.

# COMMUNITY & KIDS TENNIS

Tennis BC community programs and partnership highlights from the 2016-17 year.

## **SCHOOLS PROGRAMS**

Over 10,000 children took part across the Province in a combination of In-school programs, “First Hit” try days, After-School programs, kids team tennis and camps implemented by Community Champions, Coaches and Volunteers.

## **KIDS TEAM TENNIS**

With funding support from viaSport, Tennis BC was able to grow the kids team tennis initiative from 400 kids in 2015-16 to 800 kids participating over the 2016-17 year. Team tennis was successfully received in communities such as Coquitlam, Surrey, Kelowna, Comox Valley, Nanaimo, Saltpring Island, Victoria, Vancouver, Burnaby Rossland and Fernie. This will continue to be an area of focus and growth for the 2017-18 year.

## **GIRLS IN ACTION**

Partnership with Surrey School District targeting “at risk” youth. Focused on introducing girls to tennis in a safe environment, provided female coaching and mentoring. Over the 2016-17 year the program expanded to weekly and included a social and emotional resiliency-building components to improve positive self-talk. A total of 4 inner-city schools and 125 girls participated in spring break camp with on going Saturdays all girls team tennis program held at Queen Elizabeth Secondary.

## **CAN**

Tennis BC partnered with the Canucks Austim Network to bring together coaches and children with Autism in a “train and try it” day to teach coaches how to work with children living with Autism. Canucks Autism Network summer camps were held in Vancouver, Surrey and Coquitlam.

## **YMCA**

Tennis BC continued its partnership with the YMCA and increased its tennis programs to 4 locations in 2016.

## **SOAR PROGRAM**

A program delivered in partnership with Golf BC and Curling BC. Six train the trainer events were held in Northern and Aboriginal Communities in BC including Prince George, Lax Kw’alaams, and a Musqueam Family Day.

## **55+ WOMENS**

A multi-raquet program delivered in partnership with Maple Ridge Leisure Services designed to bring women over the age of 55 back into sport in a safe setting. 20 women participated in the program.

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## ROGERS ROOKIE TOUR U8 - U16

The Rogers Rookie Tour is a national program designed to bridge the gap between entry-level tennis and the provincial competitive junior circuit. The matches are played with slower red, orange and green balls on smaller courts, offering play opportunities for boys and girls U8 to U16. Over the 2016-17 year there have been a total of 669 participants in 34 events.

## FUTURE STARS TOUR U9 & U10

Through a healthy and positive competitive environment, the aim of the Future Star Tour is to create a competitive opportunity for more advanced U9 and U10 junior tennis players who have gone through at least 3-5 U8 / U10 Rogers Rookie Tour events. Over the 2016-17 year there have been 807 participants in 54 events.

Over the past year the Future Stars Tour continued its segmentation approach with the 2 Star and 3 Star tournaments to help improve the progression and development of players to the high performance stream.

The 2 Star tournaments were very successful with 46 events held over the 2017 spring and summer season, compared to 10 held the year before. A total of 767 players were engaged in these events.

For the 3 star tournament stream 32 events were held this year with 729 participants.

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# COMMUNITY CHAMPIONS

## **BUILDING TENNIS COMMUNITIES (BTC)**

The Building Tennis Communities Strategy introduced a new multi-tiered funding structure in 2016, allowing past Community Champions to continue receiving support for their efforts in growing tennis in communities. The BTC initiative continues to grow with 12 Community Champions promoting Tennis participation across the Province of BC.

## **THE COMMUNITY CHAMPIONS TEAM**

Sy Silverberg | Victoria

Brenda Dean | Comox Valley

Kazue Fujiki | Nanaimo

Marietje Duplessis | Salmon Arm

Charlotte Willis | Fernie

Rico Cornejo | Surrey

Marianne Banman | Salt Spring Island

Matin Badahori | Vancouver

Kiyo Breiting | Coquitlam

## **WELCOME TO OUR NEWEST COMMUNITY CHAMPIONS**

Zoe Nunes | Prince George

Joe Kcosis | Penticton

Matt Martin | Nelson

## **CONGRATULATIONS TO SY SILVERBERG**

Sy is the recipient of Sport BC's President Award for outstanding contribution to Volunteerism in Community Sport.



# JUNIOR HIGH PERFORMANCE

It was a great year for BC junior high performance with a full calendar of events that included travel within and outside of BC.

Event highlights include **Provincial Championships** hosted by Van Lawn Tennis and Badminton Club, Richmond Country Club, Surrey Tennis Centre and Burnaby Tennis Club, PTC Try Out, **Girls Under 10** initiative in partnership with Tennis Canada and ivivva, invitation to **Le Blanc Cup**, an international Under 12 Team Event, and **National Junior Open Series** held at Stanley Park.

Tennis BC once again hosted **2 ITF level events** with the Silex Canada Junior ITF Indoor Championship a Grade 5 Event at North Vancouver Tennis Centre and the Davis Trading Junior ITF Grade 3 Event at Stanley Park.

BC players had memorable wins at the 4th Annual **AB vs BC team Event** held at the Kamloops Tennis Centre and at the **USTA Team Event** held at Darling Tennis Centre in Las Vegas, which included competition against teams from Oklahoma, Washington State and Las Vegas.

Team BC also represented at the **Canada Games**, where eight BC tennis players combined for a team silver in the mixed team event and the men's and women's doubles teams each took bronze. Members of Team BC included 4 girls and 4 boys. The team roster included: Aaron Diemer, Jack Davis, Jovan Sihota, Stefan Mitrovic, Jessie Gong, Sasha Vagramov, Sophia Ho, Yasmin Mansouri.



## 2017 DAVIS TRADING JUNIOR TOUR

In spring 2017 we welcomed a new partner for the Junior Tour, Davis Trading. The Junior Tour is part of the high performance pathway, which prepares junior players for a career in tennis, while growing the sport across the province and inspires young people to maximize their personal and athletic potential.

The Davis Trading Junior Tour Consists of:

- U12, U14, U16, U18 Indoor Provincial Championships
- U12, U14, U16, U18 Outdoor Provincial Championships
- U18 Davis Trading Canada ITF G3 at Stanley Park
- U18 Davis Trading Junior ITF G5 at North Vancouver Tennis Centre

## THANK YOU SILEX CANADA

We thank Silex Canada including Mendel, Joel and the rest of the team for their support of high performance tennis over the past years. Their support in building and establishing the junior tour has been tremendous.

## NATIONALS

Tennis BC was represented in the Under 12, 14, 16 and 18 categories at Nationals.

For the **Under 12** category, Tennis BC took a team of 9 players to Mont Tremblant. Aaron Pilbart made the singles finals Lachlan Robertson finished in 3rd place. Henry Ren & Christopher Radloff and made the doubles finals.

For the **Under 14** category 14 players represented BC in Mont Tremblant. Jovan Sihota was the Boys Singles Champion and Hana Cho was a Finalist in the Girls Doubles event.

In the **Under 16** category, 11 players played in Ottawa. BC showed strong results with Sasha Vagramov as a finalist in both the girls singles and doubles events. Luka Vukovic and Jerry Huang were the doubles finalists and finished 3rd and 4th respectively in singles.

In the **Under 18** event in Toronto, Jack Davis took the doubles champion title.

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## COACHING

Over the 2016-17 year BC has certified 78 new instructors and 11 new Club Pro 1 coaches. We also have several workshop and development opportunities such as a Wheelchair Instructor Course, Adult FAST Workshop, Community Volunteer Workshop and Canucks Autism Network - Coach Train and Try it Workshop.

Over 100+ Coaches participated in a variety of development opportunities such as Enhancing your Summer Camp with Team Tennis workshop series held in Victoria, Kelowna and Vancouver, featuring Andy Sutton and Alan Ma from Tennis Canada and our own Michael Loomer.

The Tennis BC 2016 Coaching Conference, presented by TPA, was held in October at the Richmond Country Club, featuring guest speaker Brazilian former professional tennis player, Carlos Kirmayr and Daniel Rosenbaum. The conference also featured presentations by Tennis Canada's Director of High Performance, Jocelyn Robichaud, Nicolas Perrotte and Sergey Nazarov.

## VOLUNTEERS

We would like to recognize all the volunteers for their commitment and enthusiasm throughout the year. On behalf of Tennis BC and the tennis community in BC, thank you for your time and dedication to helping us put on the best programs and events possible.

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# MIELE TEAM TENNIS LEAGUE

**NUMBER OF PLAYERS** 3,691

Lower Mainland: 3,141 | SITL: 449 players | Interior: 101 players

Tennis BC's goal for 2016-17 was to continue growing league play throughout the province. With the addition of the South Island Tennis League (SITL) and the Okanagan league to the provincial league and tenniscodes.com online league home in 2016, the total number of league players continued to grow reaching over 3,000 participants this past year with 100 ladies teams and 47 men's teams in the Lower Mainland.

Once again Tennis BC hosted both the Men's and Ladies 2016 Provincial League Championships and thanks to our partners including title sponsor Miele, the Whistler Tennis Association and Bear Mountain Resort, both events were a huge success. We will be looking forward to wrapping up the 2017 season this fall with the Celebration of Champions dinner,

## **MIELE TEAM TENNIS PROVINCIAL INVITATIONAL CHAMPIONSHIPS**

**LADIES 3.5** Champions: NWTC Dare Doubles | Finalists: Coquitlam

**LADIES 4.0-4.5** Champions: VLTBC White | Finalists: Westwood Spare Us

**MENS 3.0-3.5** Champions: Kamloops Tennis Association | Finalists: Sunshine Hills

**MENS 3.5-4.0** Champions: Okanagan Mission | Finalists: Beacon Hills Boys



# 2016-17 EVENTS



# LEITH WHEELER STANLEY PARK OPEN



The 2017 Leith Wheeler Stanley Park Open was again successful in its 86th year, held at the iconic Stanley Park Tennis Courts. With 17 days of gorgeous west coast weather, the tournament ran smoothly due in part to all the help and efforts from the volunteer team, staff, officials, and all stakeholders involved.

Two new events were added to the tournament this year, an inaugural U9/U10 Team Championships and a Parent/Child event, which brought great fun for all involved. The Davis Trading Junior ITF Championships highlighted some of the top junior international players in the world, and the flagship Open events brought together the tennis community to support and cheer. Over 1,400 people took part in over 90 events part of the tournament.

Leith Wheeler, title sponsor for the event, took their support to a new level with their help in kickstarting the Community Youth Tennis Fund.



# OPEN SUMMER SERIES

Thank you to all 7 clubs and tournament organizers for once again putting on a great Summer Series. A total of 1,305 players participated over all the Summer Series events which included the Delta Open, Burnaby Open, Richmond Open, Clay Court Championships, Interior Open, Island Open and the Coquitlam Open.

# SENIOR EVENTS

The senior tennis players community in British Columbia continues to grow annually. We are honored to support and facilitate Tennis BC, Tennis Canada, and ITF sanctioned tournaments throughout the province for our Seniors players. These tournaments provide players with a chance to compete for national and international ranking points, display their skills, forge friendships and create everlasting memories on and off the court.

We thank all the host clubs for their hospitality and their contribution to the sport in making events possible for our Senior members in BC to compete in.

Senior events held in BC in 2017 included:

## **2017 VANLAWN MASTERS**

Vancouver Lawn & Badminton Club

## **2017 MIELE BC SENIOR PROVINCIALS**

*presented by BlueShore Financial*

Hollyburn Country Club

## **2017 STEVE STEVES SENIOR OUTDOOR NATIONALS**

Vancouver Lawn & Badminton Club

The Arbutus Club

Jericho Tennis Club

Shaughnessy Country Club

Richmond Country Club



# PARTNERSHIP

Thank you to the Tennis BC partners and sponsors for their generous and sustained support throughout 2016-17. Their belief and commitment to our mission is a driving force behind our success.



# VANCOUVER FOUNDATION

## TENNIS BC COMMUNITY YOUTH TENNIS FUND

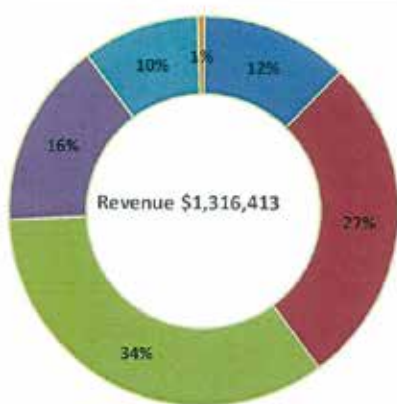
This legacy fund was created to help support programs and ensure that they will be sustainable and impactful long into the future.

The Community Youth Tennis Fund supports the development of youth tennis at the community and neighbourhood level. The fund provides youth who otherwise would not have the means to participate, the opportunity to enjoy youth tennis programs.

If you are interested in supporting, donations and contributions to the fund can be made at: [vancouverfoundation.ca/tennisbc](http://vancouverfoundation.ca/tennisbc).

2016-17  
FINANCES

# OPERATION REVENUES & EXPENSES



- TENNIS CANADA GRANT 12%
- GOVERNMENT GRANT 27%
- PROGRAM AND SUPPORT FEES 34%
- MEMBERSHIP 16%
- SPONSORSHIP 10%
- MERCHANDISE AND OTHERS 1%



- SALARIES, CONTRACTS AND BENEFITS 43%
- PROGRAM SPECIFIC COSTS 41%
- OFFICE ADMINISTRATION 16%
- MERCHANDISE 0%

# FINANCIAL STATEMENTS

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## INDEPENDENT AUDITOR'S REPORT

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To the Members of  
Tennis BC

### Report on the Financial Statements

We have audited the accompanying financial statements of Tennis BC which comprise the statement of financial position as at March 31, 2017 and the statements of changes in net assets, operations 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 Association'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 Association'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 in our audit is sufficient and appropriate to provide a basis for our unqualified audit opinion.

### Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Tennis BC as at March 31, 2017, and the results of its operations 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

As required by the British Columbia Societies Act, we report that the accounting principles used in these financial statements have been applied on a basis consistent with that of the preceding year.

The comparative figures for the year ended March 31, 2016 were reported on by another firm of chartered professional accountants who expressed a unqualified opinion thereon in their report dated June 22, 2016.

*Josephine Wozny, Miller & Co.*

Vancouver, Canada  
June 17, 2017

Chartered Professional Accountants



## STATEMENT OF FINANCIAL POSITION

As at March 31

	2017	2016
	\$	\$
<b>ASSETS</b>		
<b>Current</b>		
Cash	297,978	201,725
Term deposits [notes 3 and 7]	410,004	407,920
Accounts receivable [note 4]	20,208	21,877
Inventory	1,105	1,739
Prepaid expenses and deposits	30,718	40,091
<b>Total current assets</b>	<b>760,013</b>	<b>673,352</b>
Capital assets [note 5]	17,641	17,306
	<b>777,654</b>	<b>690,658</b>
<b>LIABILITIES</b>		
<b>Current liabilities</b>		
Accounts payable and accruals [note 6]	84,751	81,378
Deferred revenue [note 7]	393,391	350,596
<b>Total liabilities</b>	<b>478,142</b>	<b>431,974</b>
<b>Net assets</b>		
Invested in capital assets	17,641	17,306
Unrestricted	281,871	241,378
<b>Total net assets</b>	<b>299,512</b>	<b>258,684</b>
	<b>777,654</b>	<b>690,658</b>

Commitments [note 10]

See accompanying notes to the financial statements

On behalf of the Board

Director

Director

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## STATEMENT OF CHANGES IN NET ASSETS

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Year ended March 31

	Invested in Capital Assets	Unrestricted	Total
	\$	\$	\$
<b>2017</b>			
Balance, beginning of year	17,306	241,378	258,684
Excess of revenues over (under) expenses	(4,914)	45,742	40,828
Investment in capital assets	5,249	(5,249)	—
<b>Balance, end of year</b>	<b>17,641</b>	<b>281,871</b>	<b>299,512</b>
<b>2016</b>			
Balance, beginning of year	22,105	157,289	179,394
Excess of revenues over (under) expenses	(6,713)	86,003	79,290
Capital lease repayments	1,914	(1,914)	—
<b>Balance, end of year</b>	<b>17,306</b>	<b>241,378</b>	<b>258,684</b>

*See accompanying notes to the financial statements*

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## STATEMENT OF OPERATIONS

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Year ended March 31

	2017	2016
	\$	\$
<b>REVENUE</b>		
Program and support fees	453,355	440,668
Government grants	222,928	175,428
Membership fees	203,972	187,549
Tennis Canada grants	161,448	181,781
Gaming grant	139,000	139,823
Sponsorship <i>[note 8]</i>	127,796	121,577
Merchandise	6,232	11,069
Other	1,682	1,577
	<b>1,316,413</b>	<b>1,259,472</b>
<b>EXPENSES</b>		
Salaries, contracts and benefits <i>[note 12]</i>	545,138	488,032
Program specific costs <i>[note 8 and 11]</i>	424,062	420,267
Office	106,345	82,044
Coaching	98,604	83,143
Rent	74,244	72,393
Professional fees	14,743	15,002
Amortization of capital assets	4,914	6,713
Dues and memberships	4,100	4,100
Merchandise	3,435	8,488
	<b>1,275,585</b>	<b>1,180,182</b>
<b>Excess of revenue over expenses for the year</b>	<b>40,828</b>	<b>79,290</b>

*See accompanying notes to the financial statements*

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## STATEMENT OF CASH FLOWS

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Year ended March 31

	2017	2016
	\$	\$
<b>OPERATING ACTIVITIES</b>		
Excess of revenue over expenses for the year	40,828	79,290
Amortization of capital assets	4,914	6,713
Changes in other non-cash working capital items		
Accounts receivable	1,669	6,909
Inventory	634	1,541
Prepaid expenses and deposits	9,373	(5,542)
Accounts payable and accruals	3,373	2,157
Deferred revenue	42,795	13,535
<b>Cash provided by operating activities</b>	<b>103,586</b>	<b>104,603</b>
<b>INVESTING ACTIVITIES</b>		
Purchase of capital assets	(5,249)	—
Purchase of term deposits (net)	(2,084)	(102,025)
<b>Cash used in investing activities</b>	<b>(7,333)</b>	<b>(102,025)</b>
<b>FINANCING ACTIVITIES</b>		
Capital lease repayments	—	(1,914)
<b>Cash used in financing activities</b>	<b>—</b>	<b>(1,914)</b>
<b>Increase in cash for the year</b>	<b>96,253</b>	<b>664</b>
Cash, beginning of year	201,725	201,061
<b>Cash, end of year</b>	<b>297,978</b>	<b>201,725</b>

See accompanying notes to the financial statements

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## NOTES TO FINANCIAL STATEMENTS

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March 31, 2017

### 1. NATURE OF THE ORGANIZATION

Tennis BC (the "Society") is a non-profit organization incorporated pursuant to the Societies Act of British Columbia on September 2, 1980.

The Society is the Provincial Sport Organization (PSO) for Tennis in the province of British Columbia.

The purpose of the Society is to promote and foster the game of tennis; to adopt, uphold and enforce the rules of the game of tennis and the regulations for the management of tennis competitions as established from time to time by Tennis Canada; to promote, sanction and supervise the holding of tennis competitions in British Columbia; and to select players for and assist players in tennis competitions.

The Society is exempt from income taxes, as long as certain criteria continue to be met. The Society appears to continue to meet those criteria.

### 2. SIGNIFICANT ACCOUNTING POLICIES

The financial statements were prepared in accordance with Canadian accounting standards for not-for-profit organizations ("ASNPO") and include the following significant accounting policies:

#### Use of Estimates

The preparation of financial statements in conformity with Canadian ASNPO requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the amounts of revenues and expenses reported during the year. Significant areas requiring the use of management estimates relate to the determination of net recoverable value of assets, in particular as it relates to useful lives of capital assets and deferred revenue. Actual results could differ from these estimates.

#### Revenue Recognition

The Society follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenditures are incurred. 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.

Revenues received during the year which relate to programs or events that take place subsequent to the year end are recorded as deferred revenue.

Program and support fees revenue is recognized when the respective program or service is provided.

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## NOTES TO FINANCIAL STATEMENTS

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March 31, 2017

### 2. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

#### Revenue Recognition (cont'd)

Membership fees and sponsorship revenue are recognized as revenue in the period in which they are earned.

Sponsorship in kind is recorded as revenue recorded at fair value, if independent evidence is available to support the fair value.

Merchandise revenue is recognized when goods are received by the purchaser and collection of the sales amount is reasonably assured.

Interest income is recognized in accordance with the terms of the underlying investment which is generally with the passage of time.

#### Measurement of Financial Instruments

The Society initially measures its financial assets and financial liabilities at fair value. The Society subsequently measures all its financial assets and financial liabilities at amortized cost, except for investments in equity instruments that are quoted in an active market, which are measured at fair value. Changes in fair value are recognized in net income.

Financial assets measured at amortized cost include cash, term deposits and accounts receivable.

Financial liabilities measured at amortized cost include accounts payable and accruals.

Financial assets measured at cost are tested for impairment when there are indicators of impairment. The amount of the write-down is recognized in net income. The previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in net income.

#### Cash

Cash is defined as cash on hand and cash on deposit, net of cheques issued and outstanding at the year-end.

#### Statement of Cash Flows

The statement of cash flows is prepared on a net cash basis and cash flows from operating activities are reported using the indirect method.

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## NOTES TO FINANCIAL STATEMENTS

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March 31, 2017

### 2. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

#### Inventory

Inventory, consisting entirely of tennis balls is stated at the lower of cost (average cost) and net realizable value. Cost is defined as purchase price plus freight in. The net realizable value is the estimated selling price in the ordinary course of business.

#### Capital Assets

Capital assets are recorded at cost, less accumulated amortization.

Amortization of capital assets is recorded at the following rates:

- |                                  |                       |
|----------------------------------|-----------------------|
| • Computer hardware and software | 30% declining balance |
| • Furniture and equipment        | 20% declining balance |
| • Leasehold improvements         | 7 years straight-line |

One-half of the normal rate is applied in the year assets are acquired.

#### Deferred Revenue

Program and fees collected but not yet earned are recorded as unearned revenue. Revenues received from pre-registration for events occurring subsequent to the year end are also recorded as unearned revenue.

#### Contributed Services

Volunteers contribute their time to assist the Society in carrying out its activities. Due to the difficulty in determining the fair value of such services, the value of the contributed services is not recognized in these financial statements.

### 3. TERM DEPOSITS

Term deposits have interest rates varying from 0.68% to 0.85% and maturity dates ranging from April 2017 to December 2017 (see note 7).

## NOTES TO FINANCIAL STATEMENTS

March 31, 2017

### 4. ACCOUNTS RECEIVABLE

	2017	2016
	\$	\$
Operations	20,782	22,876
Government receivable - GST	425	—
	21,207	22,876
Allowance for doubtful accounts	(999)	(999)
	<b>20,208</b>	<b>21,877</b>

### 5. CAPITAL ASSETS

	Cost	Accumulated Amortization	Net Book Value
	\$	\$	\$
<b>2017</b>			
Computer hardware and software	50,410	41,961	8,449
Furniture and equipment	41,500	34,288	7,212
Furniture and equipment under capital lease	8,057	6,077	1,980
Leasehold improvements	41,877	41,877	—
<b>Totals</b>	<b>141,844</b>	<b>124,203</b>	<b>17,641</b>
<b>2016</b>			
Computer hardware and software	46,521	39,176	7,345
Furniture and equipment	40,140	32,655	7,485
Furniture and equipment under capital lease	8,057	5,581	2,476
Leasehold improvements	41,877	41,877	—
<b>Totals</b>	<b>136,595</b>	<b>119,289</b>	<b>17,306</b>

### 6. ACCOUNTS PAYABLE AND ACCRUALS

	2017	2016
	\$	\$
Operations	83,508	77,027
Government remittances - GST	—	3,114
- PST	154	114
- WorkSafeBC	1,089	1,123
	<b>84,751</b>	<b>81,378</b>



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## NOTES TO FINANCIAL STATEMENTS

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March 31, 2017

### 7. DEFERRED REVENUE

Deferred revenue includes \$250,000 of funds received during the 2014 fiscal year from the Province of British Columbia ("the Province"). The funding was received for the general purpose of supporting Tennis BC and Tennis Canada in their efforts to obtain an Association of Tennis Professionals ("ATP") event to be hosted in Vancouver on an annual basis or to be used towards the construction of a Western Canadian Tennis Centre.

The \$250,000 has been invested in a term deposit and including accrued interest, totals \$257,226 (2016 - \$256,237) at March 31, 2017 (see note 3) .

### 8. IN-KIND SPONSORSHIP REVENUE

Included in sponsorship revenue are in-kind sponsorships with a value of \$11,510 (2016 - \$5,431). An offsetting amount has been recorded in program specific costs.

### 9. FINANCIAL INSTRUMENTS

The Society is exposed to various risks through its financial instruments. The following analysis presents the Society's exposures to significant risk as at March 31, 2017.

#### 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 Society is exposed to credit risk with respect to its cash, term deposits and accounts receivable. The Society assesses, on a continuous basis, accounts receivable on the basis of amounts it is virtually certain to receive. The Society's cash and term deposits are invested with a large financial institution.

#### Liquidity Risk

Liquidity risk is the risk of being unable to meet cash requirements or fund obligations as they become due. It stems from the possibility of a delay in realizing the fair value of financial instruments.

The Society manages its liquidity risk by constantly monitoring forecasted and actual cash flows and financial liability maturities, and by holding assets that can be readily converted into cash.

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## NOTES TO FINANCIAL STATEMENTS

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March 31, 2017

### 9. FINANCIAL INSTRUMENTS (CONT'D)

#### Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The Society is exposed to interest rate risk on its term deposits in so far that the initial rate may be higher than the current interest rate obtained on maturity and renewal.

### 10. COMMITMENTS

i) The Society leases office space under an operating lease expiring on March 31, 2018. The Society is jointly and severally liable with two co-tenants to make minimum annual base rent lease payments of \$83,646 for the next year.

In addition, the co-tenants are obligated to pay for operating expenses and property taxes under the operating lease.

Under an arrangement with the co-tenants, the Society is obligated to pay only a portion of the above minimum base rent lease payments and operating expenses and property taxes under the above operating lease equal to the square footage occupied by the Society relative to the total square footage leased. Under this arrangement the Society estimates that it is obligated to make the minimum annual base rent lease payments of approximately \$35,131 for the next year.

ii) The Society is also committed under a partnership agreement to use a specific brand of tennis balls exclusively at all Tennis BC provincial events.

### 11. RELATED PARTY TRANSACTIONS

a) As at March 31, 2017, accounts payable and accruals includes \$893 [2016 - \$4,100] which is due to a company owned by a director of the Society.

b) For the year ending March 31, 2017, program specific costs includes \$38,629 [2016 - \$18,706] of expenses for t-shirts paid to a company owned by a director of the Society.

c) For the year ending March 31, 2017, program specific costs includes \$5,623 [2016 - \$8,785] of expenses for food supplies for the Stanley Park Open paid to a company owned by the Chief Executive Officer of the Society.

The above amounts are in the normal course of business and are measured at the exchange amount, which is the amount of consideration established and agreed to by the parties.

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## NOTES TO FINANCIAL STATEMENTS

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March 31, 2017

### 12. SALARIES, CONTRACTS AND BENEFITS

Pursuant to the British Columbia Societies Act, the Society is required to disclose employees and contractors who are paid \$75,000 or more during the fiscal year. 2017 salaries, contracts and benefits expense includes \$132,908 paid to one contractor.

### 13. COMPARATIVE FIGURES

The comparative figures for the year ended March 31, 2016 were reported on by another firm of chartered professional accountants who expressed an unqualified opinion thereon in their report dated June 22, 2016.

Certain of the comparative figures have been reclassified to conform with the current year's financial statement presentation.

### 14. BRITISH COLUMBIA YOUTH TENNIS FOUNDATION ENDOWMENT FUND - VANCOUVER FOUNDATION

The Society has agreed to become the Fund Advisor for the British Columbia Youth Tennis Foundation Endowment Fund ("Fund") administered by the Vancouver Foundation.

The capital in the Fund as at March 31, 2017 totaled \$37,416.

**TENNIS BC**

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