

UBTI AGM	Minutes of 86th UBTI AGM Meeting Held 7.30pm Wednesday 26th February 2020 @ House of Sport, Belfast
Present:	Willie Noteman (BBC) George Stevenson (Bangor) Oliver Petersen (Portadown) Greg O’Rawe (Windsor) Rosamund Thompson (Windsor) Anna McCartan (Downpatrick) Letty Lucas (Downshire) Stephen Reid, Richard Fahey (TI) Nigel Bothwell (Downshire) Ashley McVeigh (Hawarden) Ross McCarey (Downshire) Kathryn Connor (Hilden) Trevor Octave (Donaghadee) Alistair Dunn (Cloughey) Lisa McClurg (CIYMS) Michael McClurg (CIYMS) Shane Cooke (TI) Charlotte McCann (BBC) Carlos Miranda (BBC) Gordon Boal (Bangor) David Smith (Ballyclare) Paul O’Sullivan (TI)
Apologies	Mary McGeown (Warrenpoint) Wendy Cree (Hawarden) Valerie Rowan (Omagh) John Maguire (Irvinestown) John Lee (Cloughey)

		Action	Responsibility	Time-scale
1	<p><u>Introduction</u></p> <ul style="list-style-type: none"> • GOR opened welcoming all for their attendance. • GOR introduced the TI CEO Richard Fahey, TI President Shane Cooke & TI Sponsorship & Partnership Manager Paul O’Sullivan and welcomed all to the meeting • Apologies advised as above 			
2	<p><u>Minutes of the 85th Annual General Meeting- 27th February 2019</u></p> <ul style="list-style-type: none"> ▪ GOR asked for formal approval of the 2019 AGM minutes. ▪ Approval proposed by RT and seconded by LL ▪ No votes against 			
3	<p><u>Adoption of Reports</u></p>			
3.1	<p><u>Honorary Secretary’s, Junior Development & Veterans</u></p> <ul style="list-style-type: none"> • See Reports 			

3.2	<p><u>Development Managers Report</u></p> <ul style="list-style-type: none"> • See Report • Stephen presented his report • Club Numbers – Tennis club members numbers to date for 2020 returns will be similar or slightly below 2019 (projected figure for 2020 4254) Sport NI the main funder of Ulster Tennis sets KPI's and the current figures falls well below the expected figure of 5k. • Clubmark – see report Nigel Bothwell referred to TI AGM Report 2019 where there were 16 Ulster Clubs accredited and queried how there were only 6 currently with a 7th club nearing completion.SG advised that other clubs accreditation had lapsed as they have to be renewed 3 yearly. NB asked if clubs still need to have a TI qualified and licensed coach to attain clubmark accreditation. SG confirmed that this is correct. NB asked if PTR coaches can be TI licensed and SG said no. • Coaches/Coach Developers SG advised that 18 coaches had just finished the TI Level 1 course, the first in Ulster for 10 years, 12 of which were PTR coaches and were assimilating. NB mentioned that he knew of a PTR coach who had great experience at a performance level who had seen a job opportunity in a club in the ROI but did not apply as the job advertisement required a TI Licensed coach. RF advised that he was aware of the job in question and that it was a requirement from that particular club. SG said that a Tennis Ireland Level 1 Course is 100 hours contact time as opposed to a PTR coach which is 30 hours and that the examination process is more demanding than that of the PTR course. • Alistair Dunn said that in a smaller club such as his, it is very difficult to get the services of a TI qualified coach. AD also said that Lauren Smythe had agreed to supervise their coaches in order to achieve Clubmark. • SG said that perhaps Tennis Ireland should consider a lower level course as the TI Level 1 is equivalent to the LTA Level 3 course. • GOR requested that we move on and congratulated the 18 coaches taking the course. 			
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3.3	<p><u>Finance Report</u></p> <p>OP presented his report and highlighted the notes on page 1 OP advised that the grant income was reduced due to the change in staff Squad Income reduced also due to no regional squads and income received in 2019 has been allocated to 2020. The overall deficit needs to be addressed and more income needs to be generated for each programme run by Ulster Tennis. OP advised that expenses for tournaments showed an increase due to the fact that we hosted the Junior Interprovincials in 2019. Michael McClurg asked was there a committee or a plan to reduce the deficit. OP advised that it was the responsibility of the branch to combat and that the plan was to ensure that squads break even, increase tournaments and sponsorship. NB asked if there was still a reserve in place. OP advised that yes it was and he did not have the exact figure to hand but we need to build it up further to protect ourselves in the event of future funding cuts.</p>			
4	<p><u>Tennis Ireland President</u></p> <ul style="list-style-type: none"> • Shane Cooke TI President thanked Ulster Tennis for all the hard work during the year and extended this to all the clubs and volunteers • SC welcomed Stephen Garvin and Carlos Miranda and congratulated them on the good work they are doing and are planning to do. • SC said it was great to see a TI Level 1 course taking place in Ulster • SC congratulated Peter Bothwell on his selection and participation in the Davis Cup and the contribution to their promotion. • SC acknowledged Sam Bothwell's move into coaching following his mother's footsteps. SC also thanked NB for his continued support and in particular at the Davis Cup event. • SC acknowledged the work of the Veterans committee and volunteers and in particular Letty Lucas, Willie Noteman and Ashley McVeigh for the successful veterans events. • SC also thanked Windsor TC for the use of their courts for the Junior ITF • SC also congratulated Dylan Leeman U16 and Reese McCann U12 who achieved National No 1's in their age categories. 			

5	<p><u>Notice of Motions</u></p> <ul style="list-style-type: none"> • None presented 			
6	<p><u>Election of Members of Ulster Branch Council 2020</u></p> <ul style="list-style-type: none"> • GOR asked that Current Branch Members be re-elected and agreement to co-opt Dean Lee of Cavehill TC Wendy Cree of Hawarden TC was also elected. GOR advised that Stephen Reid had stepped down and thanked him for his commitment to Ulster Tennis and Tennis Ireland roles. GOR advised that Valerie Rowan former President of Ulster Tennis was also stepping down and thanked her for her contribution. GOR advised that Philip Weir was also stepping down and thank him for his contribution. • All Agreed to the new branch members to be elected for 2020 			

7

- **Tennis Ireland Report**
- Richard Fahy presented the Tennis Ireland Report – see attached
- RF thanked GOR and WN for the invitation and commended the Ulster Branch for their commitment to tennis. RF welcomed Stephen Garvin as the new Development Manager and commended him on becoming a Coach Developer/Tutor in Ulster. RF welcomed Carlos Miranda as the Performance Director.
- RF said that following the recruitment of James Cooney as the Competitions Manager, the number of tournaments has increased.
- RF advised that funding from Sport Ireland had increased significantly but in Ulster funding had been reduced.
- As per the slides RF advised that governance of the company has improved and that there was now better insight into the financial activity over all 4 provinces.
- RF reviewed the Strategic Plan as per the report
- RF referred to the new Performance Strategy/Support model for tennis players with increased funding and support to them
- RF said that Grainne O’Neill has been appointed National Co-ordinator Woman in Tennis Programme.
- RF advised that Dave Hilliard has been appointed as Accounts Assistant with responsibility for the collection of membership affiliation fees and the review of the process
- RF advised that TI are researching a new sports management software called Clubspark which the LTA and other tennis governing bodies currently use and it was hopeful this could be run out to clubs later this year.
- RF advised that Paul O’Sullivan was appointed Commercial & Partnership Manager in 2019
- **Commercial Report**
- Paul O’Sullivan explained his role in developing partnerships with companies for sponsorship and also to pass on benefits to clubs and examples as per the report i.e. AON Insurance. NB asked if this sports insurance covers bubble structures and POS advised yes it did.
- POS advised that he was also looking at the branding and communication systems currently used and that there needed to be improvements to make it a more functional system and mentioned the Clubspark platform which covers not only membership but also website functionality

8	<p><u>AOB</u></p> <ul style="list-style-type: none"> • NB asked RF about the annual trading figures and the overall loss recorded in 2017 and 2018 and was there a plan in place to stop haemorrhaging monies from the reserves. RF advised that in the past TI have had limited visibility of the provinces accounts until audits were carried out just prior to the AGM. With better governance in place the organisation as a whole working with the same financial software has improved visibility and there are better controls in place. In the past few years with increased income from Sport Ireland, the improvement of collection of fees, more tournaments and the increase of tournament capitation fees will help, however it takes time for revenue to come through. • NB asked if there was an Ulster Representative on the Senior Selection Committee. RF advised that Lynsey McCullough was on the committee. 			
9	<p><u>Closing</u></p> <ul style="list-style-type: none"> • GOR thanked all for attending and all the contributions and reports submitted • GOR advised that 2 Ulster Players achieved Irish No 1 places for their age category in 2019. Dylan Leeman U16 who received his award and Reese McCann U12 who was here tonight to receive his award. GOR asked SC to present the award to Reese. • RT mentioned that Reese had worked hard to reach No 1 and that he was a great player and a pleasure to work with. 			