

# Herts Club Forum - Autumn 2017

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# Agenda:

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1. Welcome (Herts Tennis)
2. LTA National Updates
3. Herts Tennis Update
4. Cluster groups breakout session
  - Charity Cluster Team Challenge
  - TBTT Opportunities
  - Future engagement - Questionnaire
  - Networking and feedback
5. Close (Herts Tennis)

# LTA National Update

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# 2017 Highlights – just some of the successes



**53k** participants attended  
**1,622** GBTW events  
**33** attendees per event

**Facility Funding:**  
**£822k** grants & **£2.1m** loans  
invested into **67 projects** (12%  
more projects than 2016)



**8,900** new participants  
(62% more than 2016)  
**61** projects  
**£134k** invested



**22,430** kids signed up (60% more than 2016)  
**2,400** courses delivered @ 900 venues  
**1,000** coaches recruited & trained



**7,300** players have taken part  
**409** completed events  
**550+** clubs have taken part



**1,100** venues took part  
**26k** players  
**6,160** teams

# Tennis Participation is Growing!!!

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**July 2016**  
1.72m Players

**July 2017**  
1.85m Players





# LTA Programmes for 2018



# Transforming British Tennis Together

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- £100m LTA investment into improving tennis facilities over the next 10yrs
- Intends to support the creation of Community Tennis Networks to develop the right mix of tennis facilities to service the community.

## *Criteria*

- Two or more venues working together to increase indoor and/or floodlit tennis provision
- Must be financially sustainable & use online court booking & gate entry systems
- LTA will fund up to 50% of each bid

## *Next Steps*

- Find out more & express your interest here: [www.lta.org.uk/tbtt](http://www.lta.org.uk/tbtt)
- 2017/18 funding round deadlines are:
  - Funding round 1 = 31<sup>st</sup> October 2017
  - Funding round 2 = 28<sup>th</sup> February 2018
  - Funding round 3 = 28<sup>th</sup> September 2018





# Growing the Game Fund



- £25m LTA investment into improving tennis facilities over the next 10yrs
- To support individual venues who can't be part of a Community Tennis Network.

## *Criteria*

- Focused on supporting projects that can grow participation
- We won't fund indoor projects through this stream
- Needs to be financially sustainable & have online court booking & gate entry systems
- We will fund up to 50% of a project mainly in interest free loans

## *Next Steps*

- Find out more & express your interest here: [www.lta.org.uk/tbtt](http://www.lta.org.uk/tbtt)
- It is always open for applications – no funding round deadlines

## **COUNTY SUPPORT –**

- Small Facility Grants up to £1,000
- Interest Free Loans of up to £5,000 available





# Tennis for Kids

- 2017 was another great year for TFK with over **22k kids** new to the game playing at over **900 venues**.
- We are keen to continue improving TFK & there will be a few changes in 2018 based on feedback from coaches & clubs.

## *Key Changes:*

- We will be giving more flexibility for venues & coaches to use TFK as a promotion when they want, rather than just in the Summer.
- Introduction of a charge for participants to help sustainability & retention
- We will be developing a range of structured follow-on courses to help provide a smooth follow-on after the TFK course finishes.



**These changes are being finalised & will be communicated in more detail in due course.**

# Great British Tennis Weekend



- ❖ Two national GBTW weekends with dedicated national marketing support.
- ❖ Venues can hold a GBTW open day on any date between April to September
- ❖ Venues register & sign-up for GBTW through ClubSpark & receive a promo pack
- ❖ Venues need to sign up at certain points in order to receive their promo pack
- ❖ Venues will be asked to confirm a follow-on offer to help retain new participants.

## *Key Timings:*

- January 2018 = GBTW registration & sign up opens on ClubSpark
- **12<sup>th</sup> & 13<sup>th</sup> May 2018** = GBTW national weekend 1
- **21<sup>st</sup> & 22<sup>nd</sup> July 2018** = GBTW national weekend 2

## *Resources Provided:*

- Marketing materials (can be tailored through My Tennis Toolkit)
- GBTW T-Shirts for volunteers at the venue
- Organisers Guide
- National marketing campaign

## **COUNTY SUPPORT**

Match Funding Grants of up to £200 available for marketing/advertising



# Great British Tennis Weekend – Herts 2017



- 36 Venues
- 59 Events
- 1901 Session Bookings
- 1877 Unique Users
- Attendance feedback 47%
- 31.81 Average Unique Users Per Event





# LTA Competitions for 2018



# Competitions – Sign Ups 2018



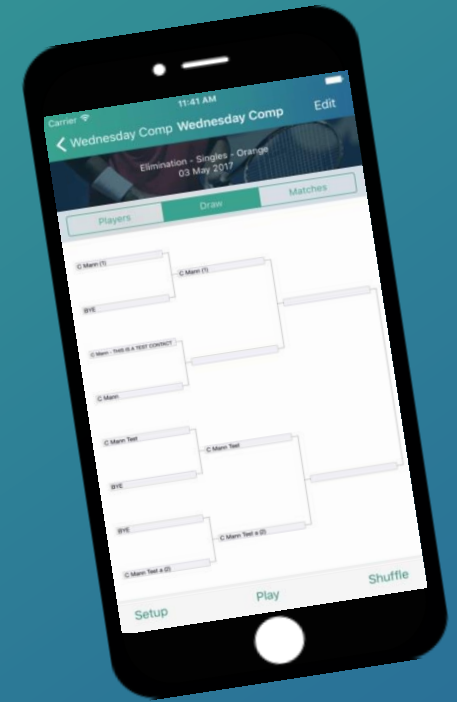
HSBC ROAD TO  
WIMBLEDON



Competition	Entries	Competition
Benenden Tennis Festivals	December /January	Dates for 2018 TBC
Quorn Family Tennis Cup (Red Ball)	December /January	March / April / May
Road to Wimbledon	December /January	April / May / June
Team Tennis	December /January	April / May / June
Team Challenge	Year Round	Year Round
Local Tennis Leagues	Year Round	Year Round

# ClubSpark LTA Competitions App

- Create Competitions
- Lookup British Tennis Members
- Create Draws
- Results Manager
- Share Draws
- Submit results for British Tennis Ratings
- Available for Android or iOS



[www.LTA.org.uk/ClubSparkCompetitionsApp](http://www.LTA.org.uk/ClubSparkCompetitionsApp)

# LTA Updates for 2018



# Venue Registration – Future Changes

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From Autumn 2018 we are making a no. of changes to improve Venue Registration:

- ❖ New online system that is more user friendly & a lot less time-consuming.
- ❖ All venues will need to meet Minimum Requirements in order to Register. These requirements are aimed at ensuring all venues are legally compliant organisations.
  - Tennismark as a result will cease to exist
- ❖ Additional benefits & support for registered venues, including:
  - An online shop providing venues with discounts of 50%+ on a range of items
  - An online support tool that helps clubs identify their strengths/ weaknesses & establish effective club development plans linked to useful resources & tools.
- ❖ New registration tier for community venues (only for parks, leisure centres etc) but does not permit their players free access to BTM and the British Tennis Wimbledon Ballot.



# Venue Registration – Min. Requirements

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To Register from autumn 2018 venues will need to have in place the following:

- A diversity & inclusion policy
  - A safeguarding & vulnerable adults policy
  - An appointed welfare officer that has undertaken the necessary training
  - A Criminal Records Check undertaken for relevant roles at the club that is renewed every 3 yrs.
  - First Aid kit on site
  - Risk Assessments
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- A self-declaration process for venues to confirm that they meet the requirements.
  - A false declaration will invalidate the venues public liability insurance through the LTA.
  - We will provide guidance to venues to help you meet the minimum requirements – but don't leave it to the last moment!

# British Tennis Membership



## *Venue Incentive Scheme*

- ❖ Financial incentive for venues who encourage their Lite Members to upgrade to Team Membership
- ❖ Deadline extended until 31<sup>st</sup> Dec 2017
- ❖ Commercial clubs are excluded

Venue Size	Required Conversion (%)	Number of prizes	Financial Reward
Small	30%	150	£500
Medium	30%	75	£1,000
Large	30%	50	£2,000

## *Process*

- ❖ Centrally monitored each week
- ❖ When a club hits their conversion and sustains it for 2 weeks, a letter congratulates the venue and invites them to accept the grant
- ❖ The venue then completes a short application to show how they intend to spend the money on improving facilities or social areas
- ❖ The venue will receive payment up to 4 weeks after submitting the application



# Team Membership: New Exclusive Benefits

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Digital magazine available up to 6x a year on desktop or via the app for tablets and smartphones



Personal accident cover including £250 of physiotherapy treatment



Monthly flash sales with up to 90% off equipment and clothing on tennis.net. The average saving is £50.



Monthly competitions where prizes include meeting top players, holidays , kit, hospitality packages and more.

# LTA Club Development Workshops

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- New Club Development Workshops to help club volunteers.
- Subject-specific workshops on topics relevant to running & managing tennis clubs.
- 3hr workshops delivered by external specialists in their particular field. Each workshop has been quality assured by the LTA to ensure it's fit-for-purpose and appropriate for tennis clubs.
- £10 to attend each workshop, organised by the LTA Regional Team & are booked through the LTA website.

**Club Development Planning**

**Club Governance**

**Social Media & Digital Promotion**

**Club Funding & Fundraising**

**Club Marketing**

**Recruiting & Retaining  
Volunteers**



# Open Your Doors & Disability Tennis

## ❖ Open Your Doors Workshop

Simple & sensible suggestions all clubs can adopt to be more open, welcoming and inclusive to attract disabled participants into tennis at your venue.

## ❖ Disability Tennis

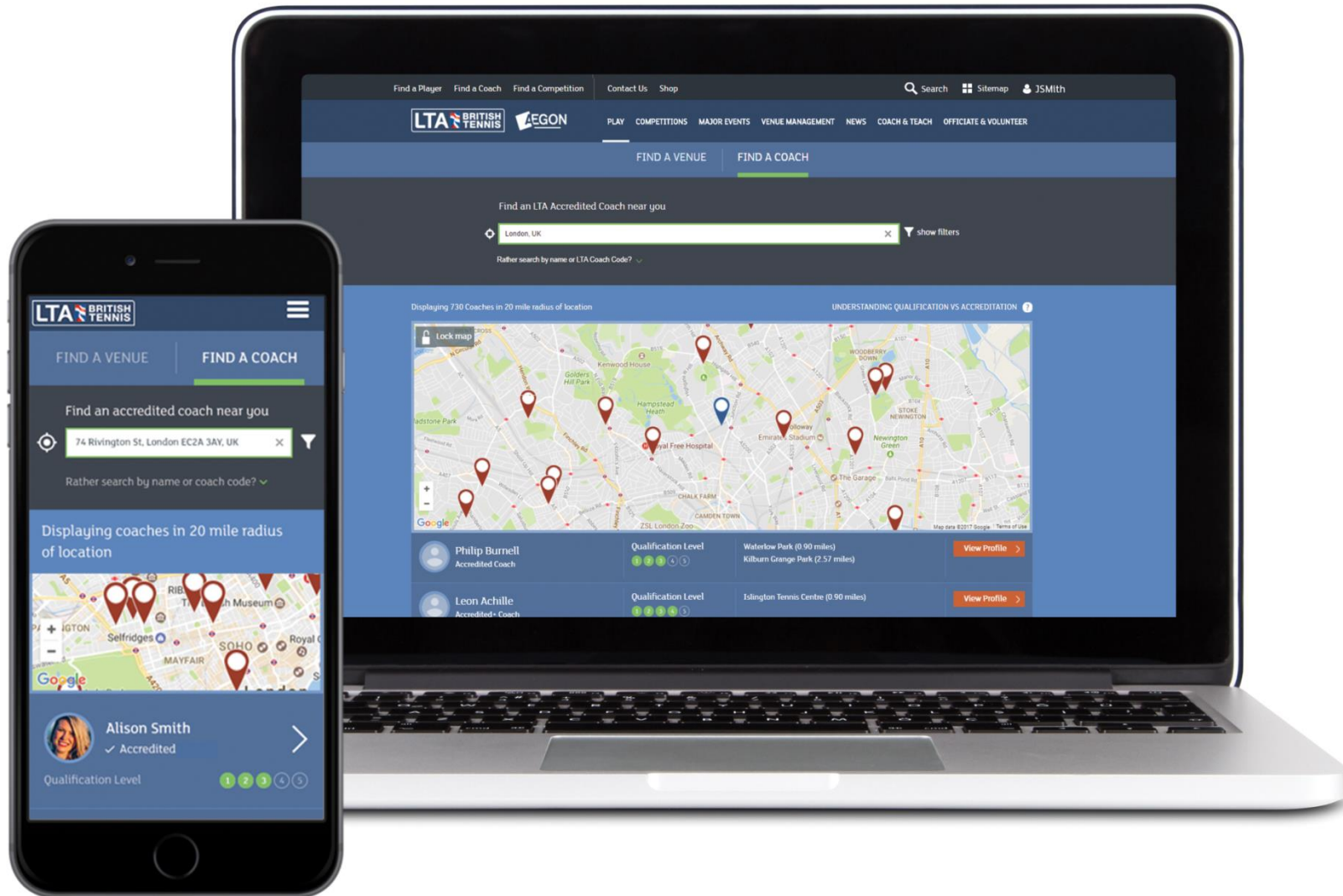
Tennis Foundation supports 350+ venues to offer disability tennis such as: Wheelchair Tennis, Learning Disability Tennis, Deaf Tennis and Visually Impaired Tennis. We help with:

- Funding & equipment support
- Workforce development for coaches & volunteers
- Guidance on a range of topics relating to disability tennis

## ❖ *Resources:*

- Open your Doors guidance resource: <https://www.tennisfoundation.org.uk/drive-tennis/inclusive-tennis-venue/>
- To book on to a workshop contact your LTA Regional Team or email [info@tennisfoundation.org.uk](mailto:info@tennisfoundation.org.uk)
- Info about disability tennis: [www.tennisfoundation.org.uk/drive-tennis/](http://www.tennisfoundation.org.uk/drive-tennis/)
- Email [info@tennisfoundation.org.uk](mailto:info@tennisfoundation.org.uk) to find out more how we can support your club to be more inclusive & how to get involved in the Disability Programme.
- **COUNTY SUPPORT AND FUNDING AVAILABLE**

# What is new with LTA Coach Accreditation?



*Image: Find a Coach -The UK's first live directory of all LTA Accredited Coaches in the UK*

# LTA Coach Accreditation

Being Accredited means a coach is:

- ✓ Qualified
- ✓ Insured
- ✓ First Aid trained
- ✓ Safeguarding trained
- ✓ Criminal Records Checks



# British Tennis Awards 2017



Date	Event	Key information
15 <sup>th</sup> Sept	Nominations open	Nominate online: <a href="http://www.lta.org/britishtennisawards">www.lta.org/britishtennisawards</a> (or in main “news” section) OR email <a href="mailto:hertstennis@gmail.com">hertstennis@gmail.com</a> 25% BTM discount with every completed nomination
Various (to Nov)	Nominations close	Hertfordshire closes on 30 <sup>th</sup> November 2017
10 <sup>th</sup> MARCH 2018	County winners announced	<b>Shortlisted nominees will be invited to the Awards Dinner where winners will be announced.</b> <b>Prizes:</b> £25 voucher, county gift and certificate
March- April	Regional winners	<b>Prizes:</b> Regional trophy, letter from LTA President, Wimbledon volunteering opportunity (Regional young volunteer winners)
June- July	National winners	<b>Prizes:</b> National trophy; Wimbledon ceremony and tickets; <b>£5k for club</b> , education, community; More to be announced

## Resources to help you promote in your venue:

- Club posters (printed and digital) 3 short videos
- Digital assets (logo, email footer, website banner)

To access these resources please email [Awards@LTA.org.uk](mailto:Awards@LTA.org.uk)



# Herts Tennis Update

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# How Can Herts Tennis Help?



HERTS **TENNIS**



WE ARE HERE TO HELP!



[hertstennis@gmail.com](mailto:hertstennis@gmail.com)



Carole Draper 01707 393372

[www.hertstennis.co.uk](http://www.hertstennis.co.uk)

## **FUNDING SCHEMES**

- GREAT BRITISH TENNIS WEEKEND & OPEN DAYS
- GIRLS IN TENNIS/WOMEN INTO COACHING
  - DISABILITY PROGRAMMES
  - SCHOOL-CLUB LINK PROGRAMMES
  - INTEREST FREE LOANS UP TO £5,000
- SMALL FACILITY IMPROVEMENT GRANTS
- **ADVICE AND SUPPORT FOR VENUES, COACHES & PLAYERS**
  - HERTS COACHES WORKING GROUP
  - CLUB/VENUE DEVELOPMENT
- PLANNING & LOCAL AUTHORITY GUIDANCE
- SEE OUR WEBSITE FOR MORE DETAILS OR CALL/EMAIL US FOR DETAILED INFORMATION



WORKING TOGETHER

## What Can We Help You With?

Your County Association Management Committee work hard year round to provide comprehensive support for Hertfordshire clubs, coaches, players, officials, schools and community venues. We have a range of funding opportunities available to registered venues and a staffed county office for guidance and advice on a wide range of matters. We also hold regular cluster meetings and venue forums to enable local clubs to engage with each other and to share best practice; contact us to find your local cluster and for more information.

If you would like to find out more about what we can help your club with or would like us to meet with your committee, please contact Carole Draper at [hertstennis@gmail.com](mailto:hertstennis@gmail.com) or on 01707 393 372.

### Bi-annual Venue Cluster Meetings

These meetings offer an opportunity to gain local information and to share good practice with other clubs in your area.

### Great British Tennis Weekends and Open Days

You can claim half the cost of promoting the event and any equipment purchased specifically for the event up to a total of £200. To apply, please contact us at [hertstennis@gmail.com](mailto:hertstennis@gmail.com)

### Girls in Tennis/Women Into Coaching

Grants and funding are available for clubs to promote both playing tennis and coaching to females. \*

### Disability Programmes

Grants of up to £1,000 are available for clubs promoting tennis to disabled groups. \*

### Interest Free loans of up to £5,000

We can provide interest free loans to clubs wishing to upgrade their facilities and/or equipment. \*

### Small Facility Improvement Grants

Aimed at smaller clubs/venues, usually with 4 courts or fewer, we can offer a grant of up to £1000 for refurbishment of facilities and purchase of equipment. \*

### Funding for school-club links

Funding of £200 is available to tennis clubs to promote mini tennis and to build an on-going programme with a local school. \*

### Coaches Working Group Information

Working to offer Herts coaches relevant and important CPD courses & workshops and connecting our coaching workforce.

\*Terms and conditions apply; please ask us for more details.

# Cluster Groups Breakout Session

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## 1. Charity Cluster Team Challenge

- a. Suggested timing – March 2018
- b. Indoor venue
- c. Teams from each of the cluster areas, ages 8-80!
- d. Clubs/clusters nominate charities – could rotate on an annual basis?

Mid-Herts

East Herts

South East  
Herts

North Herts

South Herts

2. Follow up on any Transforming British Tennis Together potential projects
3. Club/venue engagement going forward (questionnaire)
4. Networking and feedback

# That's All Folks, Thanks For Coming!

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1. Presentation content will be distributed to all of you over the next few weeks, together with feedback from the breakout session

2. Don't forget to nominate



30<sup>th</sup> November

3. Herts AGM 7<sup>th</sup> December, 8pm – the future of the Herts league!

4. Watch out for the Charity Team Cluster Challenge next Spring

**HERTS** TENNIS

