



MINUTES of the

ITF LIMITED
(trading as the International Tennis Federation)

ANNUAL CONFERENCE & GENERAL MEETING
2017

Held at the

Intercontinental Saigon,
Ho Chi Minh City

4 August 2017

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Attendance List for the ITF AGM on 4 August 2017

President	Mr David Haggerty
Vice Presidents	Ms Katrina Adams Mr Anil Khanna Mr René Stammbach
Board of Directors	Mr Martin Corrie Mr Sergio Elias Mr Ismail El Shafei Mr Bernard Giudicelli Mr Jack Graham Mr Thomas Koenigsfeldt Ms Celia Patrick Ms Mary Pierce Mr Aleksei Selivanenko Mr Mark Woodforde
Honorary Life Vice-President	Dr Heinz Grimm (2 nd Swiss delegate)
Honorary Life Counsellors	Mrs Lucy Garvin Mr Franklin Johnson Mr Stuart Smith (Parliamentarian)

Class B Member National Associations (with voting rights) were represented by:

ALG - Fédération Algerienne de Tennis Mr Bessaad Mohamed	CHN - Chinese Tennis Association Mr Wenbin Liu
ARG - Asociación Argentina de Tenis Mr Armando Cervone Mrs Alicia Masoni	Mr Mingxin Liu
ARM - Armenian Tennis Federation Mr Vahe Avetisyan	COL - Federación Colombiana de Tenis Mr David Samudio-Gomez
AUS - Tennis Australia Mr Bruce Osborne Mr David Roberts	Mr Gabriel Sanchez-Sierra
AUT - Osterreichischer Tennisverband Mrs Marion Maruska	CRC - Federación Costarricense de Tenis Mr Carlos Bravo
BAN - Bangladesh Tennis Federation Mr Golam Morshed	CRO - Croatian Tennis Association Mr Predrag Stojcevic Mr Miroslav Zecic
BAR - Barbados Tennis Association Inc. Dr Raymond Forde	CYP - Cyprus Tennis Federation Mr Stavros Ioannou
BEL - Fédération Royale Belge de Tennis Mr Gijs Kooken	CZE - Czech Tenisova Asociace Mr Jaroslav Balas Mr Ivo Kaderka
BLR - Belarus Tennis Association Mr Anton Yuspa	DEN - Dansk Tennis Forbund Mr Henrik Charles Maris Mr Henrik Thorsoe Pedersen
BOT - Botswana Tennis Association Dr Khaulani Fichani	DJI - Fédération Djiboutienne de Tennis Mr Mohamed Houmed Houssein
BRA - Confederação Brasileira de Tenis Mr Rafael Westrupp	DOM - Federación Dominicana de Tenis Mr Rubén Tejada
BRN - Bahrain Tennis Federation Mr Fuad AlRowaie	ECU - Federación Ecuatoriana de Tenis Mr Danilo Carrera Drouet
BUL - Bulgarian Tennis Federation Mr George Krumov	EGY - Egyptian Tennis Federation Mrs Israa ElSanhoury
CAM - Cambodia Tennis Federation Mr Phalkun Mam Mr Rithivit Tep	ESP - Real Federación Española de Tenis Mr Jose Antonio Senz de Broto
CAN - Tennis Canada Mr Derrick Rowe	EST - Estonian Tennis Association Mr Allar Hint Mr Enn Pant

FIN - Suomen Tennisliitto
Mr Toni Pokela

FRA - Fédération Française de Tennis
Mr Hughes Cavallin
Mr Alain Fischer

GBR - The Lawn Tennis Association
Mr David Rawlinson

GER - Deutscher Tennis Bund EV
Mr Klaus Eberhad
Mr Ulrich Klaus
Dr Eva-Maria Schneider

GRE - Hellenic Tennis Federation
Mr Spyros Zannias

GUM - Guam National Tennis Federation
Mrs Mae Hsieh
Mr Torgun Smith

HKG - Hong Kong Tennis Association Ltd
Mr Christopher Lai
Mr Philip Mok

HON - Federación Hondureña de Tenis
Mr Ivanhoe Calix

HUN - Magyar Tenisz Szovetseg
Mr Tamas Hamori
Mr Attila Richter

INA - Indonesian Tennis Association
Ms Susan Soebakti
Mr Goenawan Tedjo Sutikno

IND - All India Tennis Association
Mr Virendra Kumar Batra
Mr Hironmoy Chatterjee

IRI - Tennis Fed. of Islamic Rep. of Iran
Ms Homeira Asadi

IRL - Tennis Ireland
Mr Richard Fahey

IRQ - Iraqi Tennis Federation
Dr Majid Khamees
Mr Aso Mohialdeen

ISR - Israel Tennis Association
Mr Shmuel Herzig

ISV - Virgin Islands Tennis Association
Mr William McComb

ITA - Federazione Italiana Tennis
Mrs Luisanna Fodde

JOR - Jordan Tennis Federation
Mr Hazem Adas

JPN - Japan Tennis Association
Mr Tsuyoshi Fukui
Mr Naohiro Kawatei

KAZ - Kazakhstan Tennis Federation
Mr Burlibayev Adil
Mr Abubakir Oral

KEN - Tennis Kenya
Mrs Wanjiru Karani

KOR - Korea Tennis Association
Mr Yong-Woon Kwak
Mr Won Sik Park

KSA - Saudi Arabian Tennis Federation
Mr Khaled Alsaad
Mr Tawfiq Moafa

KUW - Kuwait Tennis Federation
Mr Abdulredha Alghareeb
H.E. Ahmad Alsabah

LAT - Latvian Tennis Union
Mr Karlis Lejnieks

LES - Lesotho Lawn Tennis Association
Mr Kamohelo Hlomisi

LIB - Fédération Libanaise de Tennis
Mr Fayssal Oliver
Mr Alain Sayegh

LTU - Lithuanian Tennis Association
Mr Ramunas Grusas

MAR - Féd. Royale Marocaine de Tennis
Mr Laarraf Abdelaziz
Dr Mohamed Zouhair

MAS - Lawn Tennis Assoc. of Malaysia
Mr Mirzan Mahathir

MDA - Moldova Republic Tennis Federation
Ms Tauber Marina

MEX - Federación Mexicana de Tenis
Mr Jose Antonio Flores

MGL - Mongolian Tennis Association
Mr Nyamdelger Gunsenkhoro

MNE - Montenegrin Tennis Association
Dr Dimitrija Rasovic
Mr Aleksandar Sekulovic

MOZ - Confed. Mocambicana de Tenis
Mr Valige Tauabo

MRI - Mauritius Tennis Federation
Mrs Patel Kamil Tayub

NED - Koninklijke Nederlandse
Mr Erik Poel

NGR - Nigeria Tennis Federation
Mr Ifedayo Akindoju

NZL - Tennis New Zealand
Mrs Julie Paterson

OMA - Oman Tennis Association
Mr Khalid Al Adi
Mr Siddiq Al Hashmi

PAK - Pakistan Tennis Federation
Mr Salim Saifullah Khan
Mr Abbas Syed Dilawar

PER - Fed. Deportiva Peruana de Tenis
Mr Michael Hofer

PHI - Philippines Tennis Association
Mr Antonio Cablitas
Mr Romeo Magat

POR - Confederação Portuguesa de Tenis
Mr Vasco Costa
Mr Joao Santos

PUR - Asoc. de Tenis de Puerto Rico
Mr Hector M Cabrera Oliveras

QAT - Qatar Tennis Federation
Mr Yousef Al Obaidli
Mr Tareq Zainal

ROU - Federatia Romana de Tennis
Ms George Cosac
Mr Razvan Itu

RSA - Tennis South Africa
Mr Gavin Crookes
Mr Riad Davids

RWA - Fédération Rwandaise de Tennis
Mr Ntageruka Kassim

SIN - Singapore Tennis Association

Mr Tay Hian Swee Wilson

Mr Ng Mui Soon

SRB - Serbia Tennis Federation

Mr Dusan Orlandic

SRI - Sri Lanka Tennis Association

Mr Suresh Subramaniam

SVK - Slovak Tennis Association

Mr Lubomir Palenik

SWE - The Swedish Tennis Association

Mr Thomas Wallén

THA - Lawn Tennis Assoc. of Thailand

Mr Kitsombat Euammongkol

Dr Tawisak Silakul

TPE - Chinese Taipei Tennis Association

Miss Ching Hsin Kuo

TUN - Fédération Tunisienne de Tennis

Mrs Salma Mouelhi Guizani

TUR - Turkiye Tenis Federasyonu

Nuri Deliorman

Mrs Ayda Uluc

UAE - United Arab Emirates Tennis Assoc.

Mrs Roberta Calarese

UKR - Ukrainian Tennis Federation

Mr Evgeniy Zukin

USA - United States Tennis Association

Mr Patrick Galbraith

Mr Alan Schwartz

UZB - Uzbekistan Tennis Federation

Mr Andrey Kornilov

Mr Igor Shepelev

VIE - Vietnam Tennis Federation

Mr Cuong Doan Quoc

Mr Ky Nguyen Quoc

ZIM - Tennis Zimbabwe

Mr Martin Ingram Lock

Class C Member National Associations (without voting rights) were represented by:**COD – Féd. Congolaise Démocratique de Lawn Tennis**

Mr Ngoy Kasongo Emile

ERI - Eritrean Tennis Federation

Mr Tewelde Tekeste

FIJ - Fiji Tennis Association

Mr Richard Breen

GEQ – Fed. Ecuatoguineana de Tenis

Mr Manuel Adolfo Etoho Nfono

Mr Virgilio Ela Motu Mangué

GUY - Guyana Lawn Tennis Association

Mr Samuel Barakat

LAO - Lao Tennis Federation

Mr Chiton Vuong

Mr Sisomphet Xayarath

MAC - Macau Tennis Association

Mr Jose Miguel De Sales Da Silva

Ms Ioc Leng Ung

MLI - Fédération Malienne de Tennis

Mr Traore Mohamed Oumar

MTN – Féd. Mauritanienne de Tennis

Mr Lemine Lemrabott

NEP - All Nepal Lawn Tennis Association

Mr Manohar Mool

Mrs Jyoti Rana

NMI - Northern Mariana Islands Tennis Assn.

Mr Jeffrey Race

PLW - Palau Tennis Federation

Ms Ernestine Rengjil

SLE - Sierra Leone Lawn Tennis Assoc.

Mr Arthur Harvey

TAH - Fédération Tahitienne de Tennis

Mrs Anne Criqui-Liessner

Mrs Ruth Manea

VAN - Fédération de Tennis de Vanuatu

Mr Cyrille Mainguy

Regional Associations**ATF - Asian Tennis Federation**

Mr David John Miley

CAT - Confederation of African Tennis

Mr Tarak Cherif

Mr Hichem Riani

COSAT – Confed. Sudamericana de Tenis

Mr Camilo Pérez López Moreira

COTECC – Confed. de Tenis de**Centroamerica y El Caribe**

Mr Persio Maldonado

Observers**CZE - Czech Tenisova Asociace**

Mr Leos Fiala

ETH - Ethiopian Tennis Federation

Mr Guta Duguma Dinka

Mrs Azeb Woldeselassie Wubet

KIR - Kiribati Tennis Federation

Mr Gilles De Gouy

NAM - Namibia Tennis Association

Mr Samson Kaulinge

VIE - Vietnam Tennis Federation

Mr Longy Hoang

Mr Vu Trinh Long

Mrs Thuy Van Thanh

ITF Partners

beIN Media Group

Mr Stewart Walker
Mr Daniel Markham

Presenters

US Olympic Committee

Mr Dragomir Cioroslan

Recognised Organisations

Centenary Tennis Clubs Association

Mrs Berta Tintore

International Tennis Hall of Fame

Mr Todd Martin

Foundation Members

Advanced Polymer Technology

Mr Frank Martinez

California Sports Surfaces

Mr Steven Lock

GreenSet Worldwide, SL

Ms Beatriz Villares

PTR

Mr Dan Santorum

Sportgroup

Mr Shaun Goudie

National Association Translators

KAZ - Kazakhstan Tennis Federation

Mr Yuriy Polskiy

KOR - Korea Tennis Association

Ms Eunice Eun Hee Yim

ITF Staff

Miss Justine Albert	Director - Pro Tennis Events
Mr Dominic Anghileri	Director – Finance & Admin
Mr Amir Borghei	ITF Development Officer for West & Central Asia
Mr Frank Couraud	Manager, Training Centres & Events
Dr Miguel Crespo	Manager, Participation & Coaching
Mr Kris Dent	Senior Director - Pro. Tennis
Mr Kelly Fairweather	Chief Operating Officer
Miss Vicki Fecci	AGM Organiser
Mr Nick Imison	Communications Officer
Mr Matthew Lye	AGM Organiser
Mr James McGurran	Manager International Relations
Miss Hannah McLean	Legal Counsel
Dr Stuart Miller	Senior Director - Development & Integrity
Miss Jackie Nesbitt	Director - ITF Circuits
Mr Ed Pearson	Digital Services
Mr Luca Santilli	Director - Development
Mr Steve Wilson	Director - Communications
Mr Max Woodward	AGM Organiser

External Staff

Mr Corin Bennett	Digital Services
Mrs Ursula Boss	Simultaneous Interpreter
Ms Jenny Chandler	Verbatim Reporter
Mr Daniel Clare	Technician
Mr Javier Ferreira	Simultaneous Interpreter
Mr Guillaume Fleury	Simultaneous Interpreter
Mr Joseph Plaiche	Verbatim Reporter
Mr Kyle Schamel	Technician
Mr Noel de Souza	Simultaneous Interpreter
Mrs Anne-Marie Tonnon Wauters	Simultaneous Interpreter
Mr Michael Warne	Technician
Mr Eli Weinstein	MC / Event Media
Mr Paul Zimmer	Event Photographer

ANNUAL CONFERENCE – 2 AUGUST 2017

The Conference was opened at 9.00am by The President, David Haggerty, who welcomed the delegates on behalf of the ITF and thanked the Vietnam Tennis Federation for hosting.

The conference theme this year was “Delivering for Nations”, and the President highlighted the ITF’s main accomplishments over the previous 2 years, namely:

- Listening and engaging with national and regional associations
- Increased revenue by \$16.4 million since 2015
- Distribution of \$11.7 million in new funds to nations since 2015
- Increased development spending by \$2.4 million since 2015 and another \$2 million planned increase in 2018 for a total of \$4.4 million.
- Comprehensive reforms recommending format changes to the Davis Cup and Fed Cup Competitions.

This Conference & AGM was the best attended in the ITF’s history, with 115 nations represented for the Conference, amongst which 13 were present for the first time or second time and 16 Class C nations – a record number – were in attendance.

The President reminded the Meeting of ITF2024’s eight strategic priorities. Under Leadership - Integrity, Investment and Development; under Management - Davis Cup and Fed Cup, Elevate our Sport within the Olympics and Opportunity and under Collaboration - Partnerships and Communications.

He previewed the proposed reforms to Davis Cup and Fed Cup which included: Davis Cup moving to best-of-three sets in singles while maintaining the doubles as best-of-five played over three days in World Group; guaranteed first round home ties for Davis Cup and Fed Cup finalists; a reduction in the dead rubber policy and reduced player commitments on site. All of which would be explained in full detail the following day.

Further ahead, there would be a proposal at the 2018 AGM to jointly stage the Davis Cup and Fed Cup Finals in one city, possibly Geneva. This planned reform of both competitions was needed to combat competition from other bodies into traditional ITF market space.

Revenue had increased from \$50m to approximately \$70m in the space of 2 years, with a goal of \$100m by 2020, allowing the ITF to invest further in Development and the Player Pathway. In 2017 \$11.7m of new funding had been distributed to nations. The President concluded with a forward look at the Conference Agenda.

Development

Kelly Fairweather (Chief Operating Officer) introduced Luca Santilli (Executive Director, Development), to detail the 2017 – 2020 ITF’s development strategy and the means of delivering it in line with ITF2024.

The two core objectives of the strategy were i) to increase participation for all ages, genders, physical abilities and playing standards and ii) to develop talented players, especially those from under resourced and under-represented nations. The objectives were attainable through four strategic areas: events; facilities; coaching and programmes which included both participation and performance.

Luca Santilli then traced the recent history of the Development strategy since its approval by the Board of Directors in May 2016, which also included the launch of the National Association Development Plan and advice to national associations on accessing the Olympic Solidarity 2017-2020 Programme.

The sharing of key performance indicators (KPIs) with regional and national associations was a further step in interaction with ITF members, ensuring an agreed return of investment from development programmes around the world.

Following its successful launch in January 2017 a review of the development eligibility criteria for national associations to access ITF and Grand Slam funded projects had been undertaken to

incorporate feedback from stakeholders. The good news was that under the new eligibility criteria all nations were benefiting with different degrees from the development programme.

Other progress included introduction of 12-and-under team competitions in 5 continents, a stepping stone to World Junior Tennis and the Junior Davis Cup and Fed Cup competitions; strengthening of regional junior circuits by creating new events and training camps; opportunities for more nations to host entry-level professional tennis events in developing regions; and a pilot project to improve and develop existing national training centres. 3 existing ITF Regional training centres had also been reviewed. Further initiatives included an Online Coaching Academy to facilitate certification and licensing for coaches, an ITF ebooks app to access publications covering 60 publications and a Coaching Advanced Players Course for former professional players and coaches.

Luca Santilli answered questions on the criteria for the International Grand Slam Player Grant programme, progress with digitalisation opportunities for national associations and he pointed out that the national training centre facility grant for nations had this year been increased from \$20k to \$50k, which it was hoped would help enable national associations to be able to secure supplementary funding from municipalities, government and sponsors. The ITF would also be boosting funds for coach education, touring teams and junior travel grants in 2018.

With regard to a concern raised about performance enhancing drugs affecting U18's and U14's, this would be referred to the appropriate ITF officials.

Player Pathway / Transition Tour

Jackie Nesbitt (Executive Director – Professional Tennis) provided an overview of the Player Pathway Reform Project, designed to deliver the Pro Circuit vision to be a sustainable and successful Circuit that supports players entry into professional Tennis. The key findings from the Reviews of the Pro and Junior Circuits led to a number structural changes being approved by the Board. The key findings from data analysis and stakeholder surveys undertaken included:

1. Too many players are competing on the professional circuit – some 14,000 players, of whom 6,000 earned no prize money and 5,500 are junior players;
2. Too few players are breaking even (circa 336 men and 253 women);
3. Prize money distribution is unequal, with the top 1% of male and female players retaining more than 50% of the total available;
4. The time taken from players earning their first ranking point to entering the top 100 (ATP/WTA) rankings is taking longer (3.7 – 4.8 years for men and 3.4 – 4.1 years for women);
5. The number of players on the Junior Circuit has doubled, but most are unranked and the tour is trending younger;
6. The percentage of top 100 ranked junior players progressing to the professional top 100 is very low, just 19% for women and 7% for men.

The key conclusions outlined were as follows:

- The Pro Circuit has enjoyed strong growth in terms of participation and tournament numbers, but has not benefited from strategic oversight, leading to pathway issues at all level of the game;
- The current structure is a proven pathway but it requires reform to meet current challenges;
- Tournament numbers need better managing at all levels

Accordingly the Board of Directors has agreed to increase prize money for Level I and Level II tournaments (\$15,000 tournaments raised to \$25,000 in 2016; \$10,000 raised to \$15,000 in 2017), to create a true professional group, which is expected to not exceed 750 male and 750 female players competing T \$25,000 tournaments (and above), and finally to implement a transition tour (comprised of \$15,000 tournaments, offering ITF Entry Points and linked to the Junior Circuit to offer opportunities to top ranked junior players).

Ms Nesbitt finished by detailing a number of consequential proposed changes to the administration and structure of these tournaments, including smaller draw sizes to ensure tournaments of a maximum seven days duration, removal of the three week scheduling requirement (men only), play-up rules for juniors (into transition tour tournaments) and revised play-down rules for professional players. A number of online and in-person presentations to nations had led to positive feedback and suggestion. An initial video will be released in August 2017, which will be followed by further videos in the lead up to the launch of the transition tour at the start of 2019.

In the subsequent questions and answer session she elaborated on some of the planned features of the Transition Tour: in response to questions she noted that university / college tournament results could be incorporated in the (US) national ranking system, which is not the case at present; she noted that the transition tour would be structured to offer initial competitive opportunities to players within their own country or region in an effort to reduce costs for players starting out on the pathway.

Ms Nesbitt concluded the session by advising that it is expected that the technical element will be agreed by the end of 2017, to allow national associations and organisers sufficient planning time and also provide players with sufficient notice to plan their respective schedule.

Wheelchair Tennis

Jackie Nesbitt summarised the status of Wheelchair Tennis, which was now administered by the Professional Tennis department. A full review of the structure and long-term business plan, including a survey by Kingston University of 20,000 stakeholders, has given a better understanding of the current landscape and provided clarity in terms of the activity mission and goals.

From its beginnings in 1976 the sport has grown to more than 600 male and just under 200 female players, competing in the open category and circa 100 players apiece in the quad and junior categories. The Uniqlo Tour is comprised 150 tournaments, including all four Grand Slams; and 40 member nations actively host Tour tournaments.

Television coverage of the Rio Paralympics and the 2017 Wimbledon Finals was a positive but it is acknowledged that there is a general lack of public interest in wheelchair tennis. Further challenges include increasing player participation and the number of nations active in wheelchair tennis and overhauling the classification system in order to be in compliance with the IPC Code. To assist in these endeavours the ITF has appointed a Classification Taskforce and a Strategic Taskforce who will work alongside the Committee.

The session concluded with a statement from Katrina Adams (Board Member and USTA President) that the opening rounds of the wheelchair tennis tournament at the US Open would be held in the Arthur Ashe stadium.

Constitution

Jack Graham (Board Member and Chairman, Constitutional Committee) gave a presentation explaining the background to the proposed change to Article 23(e) of the Constitution on which delegates would be voting at the AGM. He also updated the members that the Constitutional Committee was currently engaged in a review of the ITF's share allocation criteria to ensure they were simpler, objective, measurable and transparent. It was hoped to provide a report to the next AGM.

Commercial

Kelly Fairweather introduced Tim Stemp (Executive Director, Commercial) to present on the ITF's overall commercial strategy and how the ITF can support nations to generate revenue through sponsorship opportunities.

The main objective is to generate and retain maximum revenue for the ITF and its member nations. Sponsorship has been increasing, since 2009 there has been year-on-year growth, however competition for sponsorship has also grown with many other products in existence. Encouragingly sponsors are becoming more interested in engaging with local audiences and cultures. Technology is the key to selling sponsorship where audiences must be proven. Therefore inspirational and creative digital assets as well as gathering as much data as possible about our fans is essential. The ITF was therefore working to provide a commercial toolkit for national associations including research templates, sales materials templates, case studies and workshops to improve commercial input.

Tim Stemp then introduced Daniel Markham (Senior Vice President of Content Strategy, beIN Media Group) who gave an overview of the beIN Media Group and its global investments within sport, particularly tennis. He spoke of beIN's role in broadcasting ITF competitions and in helping distribute and generate revenues and exposure as well as the growing importance of digital space and social media which were fundamental to the broadcasting business these days.

He continued by sharing the 3 key pillars of beIN and the ITF's strategy: progression, innovation and evolution. Namely always looking to progress to the next level, innovating to keep up with fans' changing behaviours and evolving to ensure continued growth and remaining relevant. As an example, one tie per round used to be offered to broadcasters and now up to 4 ties were offered so that broadcasters had more content and choice, ensuring the engagement of neutral fans as well as national team fans.

Dan Markham noted that Davis Cup and Fed Cup broadcast hours had increased, as had the number of broadcast markets that aired them. However to ensure continued growth, the key factors important to both competitions were player participation, format and scheduling. To this purpose beIN Media Group supported the reforms being put to the AGM for Davis Cup and Fed Cup and encouraged the delegates to embrace them.

In the question and answer session that followed, IPIN was given as an example of a digital data asset that could potentially be commercialised further and it was noted how important top player participation was for the success of both Davis Cup and Fed Cup.

Kelly Fairweather thanked Dan Markham and beIN for their commitment to the ITF.

The session concluded at 3.15pm.

ANNUAL CONFERENCE – 3 AUGUST 2017

The conference reconvened at 09.05am.

Davis Cup and Fed Cup

The President introduced Kris Dent (Senior Director – Professional Tennis) to give the Meeting an overview of the 2016 Davis Cup and Fed Cup Competitions and then take them through the two phases of proposed changes to the formats of Davis Cup and Fed Cup.

In 2016 over 900 athletes from 135 nations had competed in Davis Cup and Fed Cup, over 600,000 on-site tickets had been sold and television audiences had increased by 30 million. Player participation had remained consistent with over 80% of fit and available players choosing to play. However fan numbers remained behind those of the Tours and long-term growth was unlikely without any reform to the competitions.

Phase I of the proposed changes would be voted on at the AGM the following day and was considered vital to transforming both Davis Cup and Fed Cup and enabling the ITF to keep pace with the changes being introduced elsewhere in Tennis that appeared to be receiving widespread support. Phase II of the changes would be ready for the 2018 AGM.

Kris Dent then introduced Justine Albert (Director – Pro Tennis Events) to highlight the main proposed changes to the Davis Cup under phase I, and part of the ITF2024 reform programme. These were:

1. Singles matches to become best of three tie-break sets. Doubles to remain as best of five sets.
2. Policy to help reduce the number of dead rubbers. The fourth singles match not be played if the third singles is decisive after 90 minutes of play or three sets in duration.
3. The option of a first round home tie for the previous year's finalists.
4. A reduction to one practice court where required and match court availability reduced to three days before the tie.
5. Combination of the official draw and official dinner to create a new pre-tie function and removal of the obligation for players to attend pre-draw press conferences.

Additionally minor changes were proposed to the rules governing Court Pace Rating violations, Clothing Regulations, the licence of player footage and images, appeals on Choice of Ground, Hosting a Tie in an Overseas Territory, Referees' Powers to enable them to penalise team member misconduct, improvements to the Code of Conduct to align them with the WTA, ATP and Pro Circuits and clarification of fines for Anti-Doping violations.

The proposed changes to the Fed Cup format and rules were broadly similar, with the following slight variations and additions:

1. No proposal to combine the official draw and dinner. However the players would not be required at a pre-draw press conference.
2. To align the transgender policy with that of the IOC and WTA.
3. The option of splitting a Zone group into two venues

In the subsequent discussion, which widened to cover all aspects of Davis Cup and Fed Cup, opposition to changes in the five set format was voiced by Italy; Germany felt that dead rubbers should continue to be played, with the possibility of utilising a 'fifth' player who could gain experience and Morocco's opinion was that doubles should also be best of three sets. When the topic of the possibility of granting ranking points was raised, the President said that discussions on this were always ongoing with ATP and WTA. With regards to a couple of questions regarding a two-day format in Davis Cup, the President asked the floor whether there was interest in giving the ITF Board executive powers to trial changes and this was well received.

The President and Justine Albert responded to various questions and observations. The President reminded the Meeting that the overriding reasons for the proposed reforms were:

- i) the players themselves had been requesting them for a long time
- ii) they would lead to increased top-player participation
- iii) they would be welcomed by sponsors, as well as broadcasting partners
- iv) there was the prospect of an increase in the ITF's revenues and consequently in grants to member nations.

The President urged the Meeting to support the Board's proposals at the AGM the following day.

Kris Dent finished the session with a forward look at the plans for Phase II, the main element being a combined Davis Cup and Fed Cup Final event, a new 'World Cup of Tennis' event. Following bids from six world-class cities, Geneva had been earmarked for the first event.

Finance Review

Rene Stammbach (Vice President and Chairman, Finance Committee) and Dominic Anghileri (Finance Director) reviewed the ITF's financial position.

Results for 2016 had exceeded expectations, an operating income of \$0.6m over budget and operating costs of \$0.5m above had combined to slightly reduce the budgeted operating deficit to \$0.9m. However, this was more than compensated for by an investment surplus of \$2.8m which was nearly double the budgeted surplus of \$1.5m thanks to an investment return for the year of 6.3% against the budgeted 5.0%.

After taxation of \$0.3m, the overall surplus was therefore \$1.5m (to the nearest \$0.1m).

At the end of 2016 the ITF's net assets stood at \$49.6m, an increase of \$0.4m from 2015.

The approved budget for 2017 was for an operating surplus of \$1.1m and an overall surplus of \$2.2m. A mid-year review was in progress, but it was too early to attempt a forecast of the end-year outcome.

For 2018 the initial outlook was for an operating surplus of \$1.0m and for a similar surplus on investments.

Two new investment initiatives had been taken during the year:

1. The formation of an Investment Advisory Panel chaired by Martin Corrie (ITF Board Member)
2. The greater involvement of Cambridge Associates in the management of the ITF's portfolios. Which should result in a reduction in investment fees

Dominic Anghileri reported that the Board judged \$38m to be the appropriate level of reserves necessary to sustain the ITF's current activities. At the end of 2016 the combined value of the ITF's investments and cash was \$48.5m, so there was scope for investment in various Board approved initiatives to deliver on the strategic priorities of ITF2024, including the reforms and innovations to strengthen Davis Cup and Fed Cup, IPIN system improvements, and the Transition Tour all with a view to strengthening future revenue streams.

He finished his presentation by detailing the steady increase in monies distributed to member nations in recent years from the ITF's operating income.

International Relations

James McGurran (International Relations Manager) outlined the functions and objectives of this new department, created in January 2017. The department is focused on three of nine ITF2024 strategic areas: Development, Communication and Partnerships.

The department was created to act as a first point of contact for member nations and to ensure every nation felt their voice was heard and to ensure a proactive approach to communication. Nations were invited to visit the London head office to meet with a variety of staff and so far delegations from 9 national associations had taken this offer. A new exchange programme, the 'ITF Solidarity Programme' had been created where a member of a national or regional association can spend at least 2 weeks in London working with a variety of ITF departments. This programme had been designed to encourage a 2-way exchange of knowledge and challenges and to strengthen relations. A 'membership clinic' was being offered, particularly to Class C Members, to identify areas where the ITF can provide developmental support and maximise the benefits to be gained from membership.

Under the guidance of the Constitutional Committee, membership criteria were currently being reviewed to ensure they were objective, measurable and transparent and would eventually be used to develop a Member Pathway.

He concluded by giving details of the department's future focus on supporting an improvement in levels of administration at National Association level via the production of several administration/governance tools and answering questions from the floor.

Olympic Solidarity

The President introduced Dragomir Cioroslan (Director, Internal Strategies and Development, USOC) who gave a detailed account of the aims, objectives, history and structure of Olympic Solidarity.

There were three main programmes providing finance to support National Olympic Committees and to subsidise coaching, individual athletes and scholarships. The total available for the years 2017-2020 was just short of \$500m.

The ITF's delegates were given a detailed account of the application processes necessary to be completed to gain access to the available funding, and they were urged to be proactive in their enquires about the various Olympic Solidarity funding programmes and in navigating the necessary bureaucratic complications. The presentation was very well received and in the lively discussion that followed Dragomir Cioroslan responded to questions and observations from several delegates.

ITF ANNUAL GENERAL MEETING – 4 AUGUST 2017

The President, David Haggerty, began the Meeting at 09:05am and welcomed the delegates to Ho Chi Minh City. He thanked Mr Ky (President, Vietnam Tennis Federation) for the wonderful hosting. He then introduced Mr Thang, Vietnam General Director of the Department of Sports and Physical Training to officially open the meeting.

Mr Thang warmly welcomed the delegates to Vietnam and thanked the Vietnam Tennis Federation and ITF for hosting.

A video address from Thomas Bach, extolling the virtues of change in a fast-paced sporting environment was then shown.

The President informed the Meeting that 113 out of 210 Member Nations were represented at the AGM by 181 delegates. Five of these nations were in subscription arrears: Congo CPR, Ethiopia, Kiribati, Namibia and Senegal and were therefore attending as Observers.

The computerised voting system was tested and the quorum established, the quorum being at least half of all Class B members or half the total Shares. 98 Class B members entitled to vote were present out a maximum total of 149 Class B Members (66%). The total Shares registered for the AGM was 395 out of a possible total of 466 Shares (85%).

Apologies for absence had been received from the following Associations:

- | | |
|--------------|---------------------|
| - Aruba | - Poland |
| - Dominica | - Tajikistan |
| - Libya | - Trinidad & Tobago |
| - Luxembourg | - Turkmenistan |
| - Madagascar | - Yemen |
| - Norway | |

Apologies for absence had also been received from Bulat Utemuratov, Stefan Tzvetkov (Board Members), Juan Margets (Honorary Life Vice President), Alvaro Peña and Judy Levering (Honorary Life Counsellors).

The President acknowledged the presence of Honorary Life Vice President Heinz Grimm and Honorary Life Counsellors Ismail El Shafei, Lucy Garvin, Franklin Johnson and Stuart Smith.

The appointment of Stuart Smith as parliamentarian was agreed by the Meeting. Eva-Maria Schneider, Raymond Forde and Naohiro Kawatei were elected as scrutineers.

The Minutes of the 2016 AGM were unanimously approved.

The Meeting stood in silent tribute to honour the members of the tennis family who had passed away during the previous year. Special mention was given to Enrique Morea, Honorary Life Counsellor and John Shannon, Secretary General of the OTF.

Review of the Year by the President

The 2016 Rio Olympics and Paralympics had both been a successful showcase for tennis. In the Olympics, Andy Murray (GBR) had repeated his London 2012 gold medal performance, while Monica Puig had won the first ever medal for Puerto Rico. Tennis' return to the Olympics and Paralympics was an important contributor to the ITF becoming one of the largest international federations, with 210 members.

124 nations had entered Davis Cup and 90 had entered Fed Cup in 2016. Argentina had won their first Davis Cup title, in their fifth attempt, while Czech Republic had won the Fed Cup for the fifth time in six years. Both finals were sold out and thousands of away fans had travelled to each.

To enhance the ITF2024 vision, 2017 had begun with the appointment of four senior staff: Kelly Fairweather as Chief Operating officer, Steve Wilson as Communications Director, Tim Stemp as Commercial Director and Hannah McLean as in-house Legal Counsel for Regulations and

Compliance. Additionally a new International Relations Department had been created and James McGurran had been promoted internally to International Relations Manager.

The President continued with a summary of the ITF's current and future activities, including:

- the ITF's commitment to uphold the highest standards of integrity and to implement the findings of the Independent Review Panel, whose report was due out later in the year;
- the introduction of the Transition Tour in 2019 to improve players' pathway from Juniors to the Tour;
- the review undertaken with the IPC on wheelchair athletes classification, with the ambition of finalising in 2018;
- the ITF's continued increase in development.

Positive sponsorship and broadcast performance had assisted the renewal of sponsorship contracts with BNP Paribas, Adecco, Rolex, beIN and Sportradar and had led to an increase in income of over \$10m from 2016. The President gave special thanks to BNP Paribas and beIN Sports.

The President continued by emphasising the importance of the need to change and adapt ITF's flagship competitions, Davis Cup and Fed Cup and encouraged nations to vote in favour of the proposed reforms which had been presented in detail earlier in the Conference. The reforms had the support of the ATP and WTA.

The resolution for a fixed venue final for Davis Cup and Fed Cup had been postponed by a year to the 2018 AGM, to allow further discussions and seek alignment with stakeholders. The reforms would transform the Davis Cup and Fed Cup competitions and could improve the ITF's annual income by up to a further \$10m.

The President spoke of how too many tennis bodies were acting unilaterally for their own benefit and not for the good of tennis as a whole, and that the ITF and its member nations must unite to harness their strength. Three immediate actions were underway to help strengthen the ITF and its member nations: resolution changes within the constitution to define the roles and importance of member nations; the establishment of a New Properties Taskforce and an ITF Tournament Council Working Group.

The President then summarised the proceedings of the last few days of conference and how the ITF had demonstrated it was 'Delivering for Nations'. He further outlined the functions of various ITF Committees, their recent activities and involvement in making recommendations to the ITF Board for reforms.

Finance & Administration

The President then introduced Rene Stammach (Vice President) and Dominic Anghileri (Director, Finance & Administration) to formally present the 2016 Annual Report and Accounts to the Meeting. These had already been circulated with the Agenda and presented in the previous day's Finance Review.

The Meeting approved the Annual Report and Accounts.

Constitution

The President introduced Jack Graham (Board Member, Chairman – Constitutional Committee) who presented a minor proposal to amend Article 23(e) of the Constitution with regards to the conduct of remote voting by the Board. Currently for an 'in person' meeting, providing the quorum is met, motions are carried by a simple majority, however for a fax vote it is a 2/3 majority of all Board Members. The resolution was to amend the fax vote to be a simple majority of all Board Members and to rename 'fax' voting as 'electronic voting'

The Meeting approved the amendment to Article 23(e) with 97.15% support.

The second resolution considered by the Meeting had been submitted by the US Virgin Islands and was seeking to reduce the cost of each Class B share by \$3500. The resolution was not supported by the Board of Directors or the Constitutional Committee.

Jack Graham introduced William McComb (President, US Virgin Islands Tennis Association), who submitted that at its present level the cost of shares was a disproportionate expense for smaller nations in relation their operating budgets and that obtaining a vote should not be based on a nation's financial situation. He also felt it was an obstacle to participation in Davis Cup and Fed Cup.

Several delegates complimented the ITF President on recent changes to ensure smaller nations were more involved in ITF activities and felt their concerns were being heard, and were grateful for the introduction of an AGM air fare subsidy and complimentary hotel room, however they shared William McComb's concerns over the membership fee and structure.

The resolution was not passed receiving only 41.41% support, however the President undertook to discuss the membership and fee structure with the ITF Board.

The President then informed the Meeting that the Doris Hart Cup would become an Official Team Competition from 1 January 2018.

Membership

Changes take effect from 1 January 2018 unless otherwise specified.

Aruba Lawn Tennis Bond's application for a transfer from Class B to Class C membership was approved by the Meeting with 85.17% support.

All Nepal Lawn Tennis Association's intention to apply for Class B membership in 2018 was noted.

Venezuela Tennis Federation's late application for a reduction from five (5) Class B shares to three (3) Class B shares was voted on to be heard and then approved by the Meeting with 96.85% support.

Ethiopia Tennis Federation's late application for a transfer from Class B to Class C membership was voted on to be heard and then approved by the Meeting with 97.54% support.

The President informed the Meeting that Bonaire Lawn Tennis Bond had resigned from ITF membership, effective 5 June 2017.

The following nations were suspended from membership after failure to pay their annual subscriptions for two consecutive years:

- Congo 89.85% support
- Ethiopia 85.89% support
- Cape Verde 86.02% support
- Gambia 91.34% support

It was announced that, in accordance with the OECD International Index of Inflation which showed a 12-month increase of 1.1%, subscriptions for 2018 would be increased to the following amounts:

Class B & C Members: \$ 767 per nation plus
Class B Members: \$ 4,575 per share

The Davis Cup Regulations

Justine Albert (Director Pro Tennis Events) introduced the amendments which had been presented in detail in a session the previous day. They were all intended to improve the competition, in particular for the players. The first five proposed changes were aimed at the World Group and Groups I & II.

The first and most significant of these was a proposal to *Rule 36. TIE - How Decided* to reduce all singles matches in Davis Cup from best of five tie break sets to best-of-three tie break sets. Following a short delay, where some delegates were apparently unable to access the electronic voting system the resolution was put to the vote.

The Meeting did not approve the change to the number of sets in a singles match, receiving 63.54% support.

The following two proposals under this Rule were not voted on as they were dependent on the reduction to the number of sets.

The remaining proposals, listed below, were all approved by the Meeting (for full detail of the changes please refer to the Agenda):

- Rule 27 – Choice of Ground. The option for previous year's finalists to host a 1st Round home tie (91.7% support)
- Rule 39 - Match Court Availability and Practice On Court. A decrease to the required match court and practice court availability (93.3% support).
- Official Functions. Reducing player on-site commitment by combining the official dinner with the official draw and removing the requirement for players to attend pre-draw press conferences (91.32% support).
- Rule 38 - Surface of Courts and Playing Conditions. Additional options for the ITF Internal Adjudication Panel to use for penalising CPR violations (92.16% support).
- Less material changes to Clothing Regulations, the Eligibility Rule, terminology relating to ITF Representatives and VIP and timing of the Commercial Letter were voted on in block (94.07% support).
- Licence to use Player Footage or Images. Small extensions to rule (95.93% support).
- Appeal Rights on Choice of Ground decisions (94.77% support).
- Hosting a Tie in Overseas Territories. To make it possible for an NA to host in an overseas territory (96.03% support).
- Referee's Powers. Changes to ensure the referee has the required powers to penalise team member misconduct on site (91.59% support).
- Appendix B – Code of Conduct. Several improvements (97.31% support).
- Financial Consequences of Anti-Doping Rule Violation (99.07% support)
- Appendix C – Medical & Toilet Break. Regarding the use of oxygen and physical incapacity (100% support).
- Article V: Misconduct and Appendix H: Welfare Policy. To enable the ITF to initiate an investigation without a complaint (93.86% support).
- Appendix E - Minimum Standards for the Organisation of Davis Cup Ties. To transfer some of the powers from Committee to Executive when approving tie arrangements (97.3% support).

Fed Cup Regulations

Justine Albert proceeded to introduce the amendments to the Fed Cup Regulations, for those that were identical in nature to the Davis Cup Regulation changes already voted on, it was agreed they would be voted on in block. These included:

- First round home tie for previous year's finalists;
- Reduction of the match and practice court availability,
- CPR violations;
- Review of the clothing regulations; eligibility; the terminology for the ITF, VIP and Event Manager; the timeline for the commercial letter;
- Player images;
- Appeal rights on the choice of ground;
- Hosting the tie in an overseas territory;
- Referee's powers;
- Appendix B, Code of Conduct clarifications
- Anti-doping violation rule;
- Oxygen and incapacity, Welfare policy;
- Appendix B – Article V, and Appendix H investigations;
- Provision for delegation of power to the Executive.

The Meeting approved amendments to the above regulations with 92.8% support (full details of each in the Agenda).

Justine Albert further presented the regulation changes for the following, all of which were approved by the Meeting (full details of each in the Agenda):

- Official Functions. Removing the obligation for pre-draw press conferences for the players (93.25% support).

- Tie – How Decided. Alignment of the Fed Cup Regulations with the Davis Cup Regulations, as well as the introduction of No-Ad scoring for any dead doubles match (93.73% support).
- Transgender Policy. An update to bring ITF's policies into line with current best practice and the IOC and WTA (96.42% support).
- Appendix A - Special Regulations for the Zone Group events. Splitting larger zone groups into two events, and aligning with Davis Cup Regulations (96.34% support).

The final item to be voted on was 'Other Miscellaneous Changes', covering both Davis Cup and Fed Cup. These were voted on in two blocks, Davis Cup, followed by Fed Cup.

The Meeting approved all the amendments for both competitions with 92.98% support.

Katrina Adams (ITF Vice President and USTA President), addressed the delegates on their decision to not pass the reform on scoring (best-of-five to best-of-three tie break sets). She wondered whether the implications of this decision were fully appreciated. The Meeting had effectively taken a stand against the expressed wishes of the sponsors, viewers and most importantly the players themselves. The nations had asked for change and then rejected it. The potential consequences for the Davis Cup were the loss of sponsors, reduced player participation and a loss of fans. It was a major setback for the ITF and the credibility of the sport.

In the discussion that followed, it was suggested that due to the technical issues that had been experienced previously the motion should be heard again. In further discussion it was questioned whether it was legitimate to vote twice on the same resolution in the hope of getting a different outcome. Several suggestions to change the motion slightly were heard, including trialling it for two years or allowing the teams to agree in advance on the number of sets.

Jack Graham (Board Member and Chairman, Constitutional Committee) informed the Meeting that under Article 17b) which applies to late resolutions, if the Council wished to reconsider the resolution, 80% of the Meeting would have to vote in favour of hearing it again. Ireland proposed the motion to vote again and Puerto Rico seconded it.

Mark Woodforde (ITF Board Member) addressed the Meeting, he expressed his complete support for the points made by Katrina Adams. As a former player who participated in Davis Cup he understood the arduous physical demands of possibly playing 5 sets, 3 days in a row. Davis Cup needed players participating to be successful and if it didn't evolve it risked not only the top players not playing but others too. He had spoken to players and they had made their thoughts clear, they wanted a reduction in sets, this reform had not evolved from the Board.

The Meeting continued to discuss the subject. Speakers expressed a number of opinions on purported technical issues, the concept of a re-vote and whether the Meeting had fully understood the details of the motion. There was a consensus in favour of hearing the motion again.

Anil Khanna (ITF Vice President) suggested that the Board had not unanimously accepted the reduction to 3-Sets. This was corrected by the President who informed the Meeting that it had been part of the package which the Board had unanimously approved at their Indian Wells Board meeting in March.

Mary Pierce (ITF Board Member) fully endorsed the points made by both Katrina Adams and Mark Woodforde. She and Mark Woodforde, the ITF Board Athlete Representatives, had spent more than a year gathering opinion from the Grand Slam players and there was no doubt about their feelings. She strongly encouraged the Meeting to re-vote on the issue.

A resolution requesting a second vote on the 3-Set proposal was put to the vote. The Meeting did not approve hearing the resolution again receiving 68.42% support of the required 80% to be heard.

Bernard Giudicelli (ITF Board Member) suggested that Board should make a late resolution to empower the Board to make changes to the Davis Cup and Fed Cup competitions where there is a commercial risk to the competitions. The President informed the Meeting that the Board considered a similar matter urgently the previous day, and approved a resolution to give the Board authority to approve temporary trials of changes to the Davis Cup and Fed Cup Competitions.

Jack Graham explained the two proposals, one for Davis Cup and one for Fed Cup and that they would require an 80% majority to be heard.

The text of the first resolution, relating to Davis Cup Regulation 64, read:

“The Board of Directors may grant dispensations from, modify, waive or otherwise alter these Regulations or their application in extraordinary circumstances. THE BOARD OF DIRECTORS MAY ALSO GRANT DISPENSATION FROM, MODIFY, WAIVE OR OTHERWISE ALTER THESE REGULATIONS OR THEIR APPLICATION ON A TEMPORARY AND LIMITED BASIS (A TRIAL) FOLLOWING APPLICATION FROM THE DAVIS CUP COMMITTEE. A TRIAL WILL BE NOTIFIED TO RELEVANT NATIONS AND NOT PUBLISHED IN THESE REGULATIONS.”

The proposal to hear the resolution for both Davis Cup and Fed Cup was passed by an 86.04% majority, meeting the requirement in Article 17 b).

The changes to Davis Cup Regulation 64 was approved with 86.34% support and Fed Cup Regulation 52 was approved with 90.03% support.

The President thanked the Meeting for the confidence shown in the Board.

Awards for Services to the Game

The President introduced the following nominations for awards from National Associations:

Herman Hu (HKG)
Olga Savchuk (UKR)
Tatiana Poutchek (BLR)
Gennadiy Zhukov (RUS)
Jorge Lacerda (BRA)
Abdulla Al Shaibani (UAE)
John Shannon (FIJ)
Ian Froman (ISR)
Roland Hansson (SWE)
Andrei Kornilov (UZB)

Also included was the Coaches Commission nomination for Anne Pankhurst (GBR).

The Meeting approved the awards by show of hands.

The President then presented the award to Andrei Kornilov who was present at the Meeting, and John Shannon's son, who joined the Meeting to receive his father's posthumous award.

The President then welcomed Todd Martin (President, International Tennis Hall of Fame) to the stage to present the global Organisation of Distinction Award. Todd Martin announced that Cambodia was the recipient of this inaugural award. Tennis Cambodia had shown vision and dedication in providing opportunities and changing lives in the aftermath of the genocide in the 1970's. Tep Rithivit (General Secretary, Tennis Cambodia) was invited to the stage to receive the award and gave an emotional acceptance speech.

Appointment of Auditors

KMPG LLP were unanimously appointed as Auditors for the ITF from 4 August 2017 up to and including the final day of the 2018 Annual General Meeting.

Annual General Meeting 2018

The President announced that the next AGM would be hosted by the United States Tennis Association (USTA) and would take place in Orlando, Florida from 13-16 August 2018. The formal invitation to the USA was issued by Ms Katrina Adams, USTA President.

The President announced that the following nations had expressed an interest in hosting the 2019 or a subsequent AGM: Belarus, Brazil, Czech Republic, Hungary, Ireland, Kazakhstan, Montenegro and Portugal.

Any Other Business

The President thanked Mr Ky and the Vietnam Tennis Federation, the ITF Board of Directors, Regional Presidents, Committee Chairs and Committee members for their engagement, and delegates for their contributions not only to the Conference and AGM but throughout the year. He also thanked the ITF Executive and staff and AGM staff for their work.

The Meeting concluded at 1.22pm.