



**DRAFT MINUTES of the
ITF LIMITED
(trading as the International Tennis Federation)**

**ANNUAL GENERAL MEETING
2012**

Held at the

**Marriott Copenhagen Hotel
Copenhagen, Denmark**

13 July 2012

AGM documentation including the Agenda, Minutes, Key Issues presentations,
Breakout Group presentations and a selection of photos can be found at:

<http://beta.itftennis.com/about/agm/information.aspx> *

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Note:

Where CAPITALS and ~~strike through~~ are used in the text of an Article, Bye-law, Rule or Regulation, the motion is to ADD the words in CAPITAL LETTERS and ~~delete~~ the words struck through. Where wording is underlined these are pre existing words moved within the frame of the Article, Bye-law, Rule or Regulation.

In relation to the proposed changes to the Davis Cup and Fed Cup Regulations only, material changes have been highlighted against mere clarifications; clarifications are indicated in **SHADED GREY**

**ITF AGM
13 July 2012**

Attendance List

President	Mr Francesco Ricci Bitti
Executive Vice President Vice Presidents	Mr Juan Margets Mr Jean Gachassin Mr Geoff Pollard Mr Jon Vegosen
Board of Directors	Mr Ismail El Shafei Mrs Lucy Garvin Mr Jack Graham Mr Chris Kypriotis Mr Suwat Liptapanlop Mr Stuart Smith Mr Rene Stammbach Mr Georg von Waldenfels
Honorary Treasurer	Mr David Jude
Honorary Life President Honorary Life Vice-President Honorary Life Counsellors	Mr Brian Tobin Dr Heinz Grimm Mr Franklin Johnson Mr Ian King Mr Eduardo Moline O'Connor Mr Enrique Morea
Parliamentarian	Mr Charles Trippe

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

ALG - Fédération Algérienne de Tennis Mr Abdelhalim Azzi	CRO - Croatian Tennis Association Mrs Marina Mihelic
AND - Federació Andorrana de Tennis Mr François Garcia	CYP - Cyprus Tennis Federation Mr Philios Christodoulou
ARG - Asociación Argentina de Tenis Mr Armando Cervone	CZE - Czech Tenisova Asociace Mr Ivo Kaderka
AUS - Tennis Australia Mr Stephen Healy	DEN - Dansk Tennis Forbund Mr Henrik Klitvad Mr Thomas Køningsfeldt
AUT - Österreichischer Tennisverband Mr Ronald Leitgeb	DJI - Fédération Djiboutienne de Tennis Mr Mohamed Houmed Houssein
BAN - Bangladesh Tennis Federation Mr Mohammed Alam	EGY - Egyptian Tennis Federation Mrs Israa Elsanhoury Mr Islam ElSanhoury
BAR - Barbados Tennis Association Inc. Dr Raymond Forde	ESA - Federacion Salvadorena de Tenis Mr Enrique Molins
BEL - Fédération Royale Belge de Tennis Mr Yves Freson Mr Walter Goethals	ESP - Real Federación Española de Tenis Mr Igor del Busto Mr José Luis Escañuela
BLR - Belarus Tennis Association Mr Igor Subbotin	EST - Estonian Tennis Association Mr Allar Hint
BUL - Bulgarian Tennis Federation Mr Georgi Krumov	FIN - Suomen Tennisliitto Mr Matti Virtanen
CAN - Tennis Canada Mr Michael Downey Mr Tony Eames	FRA - Fédération Française de Tennis Mr Daniel Hette Mr Dominique Malcotti
CHI - Federacion de Tenis de Chile Mr Jose Hinzpeter	GBR - The Lawn Tennis Association Mr Peter Bretherton Mr Roger Draper Mrs Cathie Sabin
COL - Federacion Colombiana de Tenis Mr Gabriel Sánchez Sierra	
CRC - Federacion Costarricense de Tenis Mr Carlos Bravo	

GER - Deutscher Tennis Bund EV
 Dr Karl-Georg Altenburg
 Mr Stefan Felsing
GRE - Hellenic Tennis Federation
 Mr Spyros Zannias
HKG - Hong Kong Tennis Association Ltd
 Mr Vincent Liang
INA - Indonesian Tennis Association
 Mrs. Martina Widjaja
IND - All India Tennis Association
 Mr Anil Kumar Khanna
IRI - Tennis Fed. of Islamic Republic of Iran
 Mr Alireza Khoroushi
IRL - Tennis Ireland
 Mr Des Allen
ISR - Israel Tennis Association
 Mr David Harnik
ISV - Virgin Islands Tennis Association
 Mr William McComb
ITA - Federazione Italiana Tennis
 Mr Michele Brunetti
JPN - Japan Tennis Association
 Mr Naohiro Kawatei
 Mr Masaru Uchiyama
KAZ - Kazakhstan Tennis Federation
 Mr Adil Burlibayev
KOR - Korea Tennis Association
 Mr JoonHo Rhee
KSA - Saudi Arabian Tennis Federation
 Mr Mohammed Alajaji
 Dr Abdulrahman Alangari
KUW - Kuwait Tennis Federation
 Mr Ahmad Al-Sabah
 Mr Abdul Reda Ghareeb
LAT - Latvian Tennis Union
 Mr Andrejs Bukins
LUX - Fédération Luxembourgeoise de Tennis
 Mr François Dahm
MAR - Fédération Royale Marocaine de Tennis
 Mr Aziz Laaraf
MDA - Moldova Republic Tennis Federation
 Mrs. Marina Tauber
MLT - Malta Tennis Federation
 Dr. David Farrugia Sacco
NED - Koninklijke Nederlandse
 Mr Evert-Jan Hulshof
 Mr Rolf Thung
NZL - Tennis New Zealand
 Mr David Patterson

PAK - Pakistan Tennis Federation
 Mr Abbas Syed Dilawar
 Mr Mumtaz Yousaf
POL - Polski Związek Tenisowy
 Mr Wojciech Radomski
PUR - Asociacion de Tenis de Puerto Rico
 Mr Ruben A Jordan Garcia
QAT - Qatar Tennis Federation
 Mr Yousif Al Obaidly
 Mr Tariq Zainal
ROU - Federatia Romana de Tennis
 Mrs. Ruxandra Maria Dragomir
 Mrs. Florenta Mihai
RSA - South African Tennis Association
 Mr Bongani Zondi
RUS - Russian Tennis Federation
 Mr Aleksei Selivanenko
SIN - Singapore Tennis Association
 Mr Gilbert Ng
SLO - Slovene Tennis Association
 Mr Marko Umberger
SRB - Serbia Tennis Federation
 Mr Vuk Jeremic
 Mr Dusan Orlandic
SRI - Sri Lanka Tennis Association
 Mr Iqbal Bin Issack
 Mr Suresh Subramaniam
SUI - Swiss Tennis
 Mrs. Christiane Jolissaint
 Mr Erik Keller
SWE - The Swedish Tennis Association
 Mr Stefan Dahlbo
 Mr Ulf Dahlstrom
THA - Lawn Tennis Association of Thailand
 Mr Thanakorn Duangmanee
 Mr Pichai Pantrakul
TPE - Chinese Taipei Tennis Association
 Miss Ching-Hsin Kuo
 Mr Chia-Shyang Su
TUN - Fédération Tunisienne de Tennis
 Mr Jilani Bouhafa
TUR - Turkiye Tenis Federasyonu
 Mr Gokhan Donmez
 Mrs. Ayda Uluc
UAE - United Arab Emirates Tennis Association
 Mr Nasser Al Madani
USA - United States Tennis Association
 Ms Katrina Adams
 Mr David Haggerty
 Mr Donald Tisdell
YEM - Yemen Tennis Federation
 Mr Mohamed Al-Surmi

Class C Member National Associations (without voting rights) were represented by:

BDI - Fédération de Tennis du Burundi
 Mr Liberat Hicintuka
CPV - Federação Cabo Verdiana de Tenis
 Mr Carlos dos Santos
MGL - Mongolian Tennis Association
 Mr Dalrai Davaasambuu

MOZ - Federacao Mocambicana de Tenis
 Mr Jonas Alberto
 Mr Valige Tauabo
SEY - Seychelles Tennis Association
 Mr Charlie Ng Ping Cheun

Regional Associations

ATF - Asian Tennis Federation

Maj. Uthrapathy Shunmugam
CAT - Confédération of African Tennis
Mr Tarak Cherif
Mr Hichem Riani

COSAT – Confederacion Sudamericana de Tenis

Mr Miguel Irigoyen
TE - Tennis Europe
Mr Jacques Dupre
Mr Olli Mäenpää

Observers

DEN - Danish Tennis Association

Mr Sune Alenkaer
Sport Event Denmark
Mr Lars Lundov

SRB - Serbia Tennis Federation

Mr Milan Veruovic
Mr Slobodan Zivojinovic
Wonderful Copenhagen
Mr Lars Vallentin Christensen

Foundation Members

California Products Corporation

Mr John Graham
CONCEPT 90
Mr Davor Šarin

Har-Tru Sports

Mr Randy Fitty
PTR
Mr Inaki Balzola (Exhibitor)
Mr Dan Santorum

Recognised Organisations

Centenary Tennis Clubs

Mrs Berta Tintore Belil
Mr Juan Ma. Tintore Turull

Council of International Lawn Tennis Clubs

Mr Peter McQuibban

ITF Staff

Miss Justine Albert	Head of Davis Cup & Fed Cup
Mr Mark Bullock	Wheelchair Tennis Manager
Mrs Gillian Burgess	Executive Director, Finance & Administration
Mr Frank Couraud	Development Projects Administrator
Mr Kris Dent	Executive Director, Professional Tennis
Miss Vicki Fecci	AGM Organiser
Miss Jane Fraser	Executive Assistant to the President
Mr Brendan Keogh-Smith	Baseline Developer
Mr Jan Menneken	Executive Director, Commercial
Mr Dave Miley	Executive Director, Development
Dr Stuart Miller	Executive Director, Science & Technical
Mr Enric Molina Mur	Head of Officiating
Miss Jackie Nesbitt	Head of Professional Circuits
Miss Clare Richards	AGM Organiser
Mr Luca Santilli	Head of Juniors & Seniors
Ms Barbara Travers	Head of Communications
Miss Rachel Woodward	AGM Organiser

Non-ITF Staff

Ms Eva Baena	Interpreter
Ms Ursula Boss	Interpreter
Ms Jennifer Chandler	Verbatim Reporter
Mr Javier Ferreira	Interpreter
Mr Jean Francois Michel	Interpreter
Mr Joseph Plaiche	Verbatim Reporter
Mr Julian Strawson	Technical Staff
Mr Roger Thomas	Technical Staff
Mrs Anne-Marie Tonnon-Wauters	Interpreter

ITF ANNUAL GENERAL MEETING

ITF President, FRANCESCO RICCI BITTI, formally opened the Meeting at 1.40 p.m with thanks to the host President, HENRIK KLITVAD, and the Danish Tennis Association for their hospitality and a welcome to HRH CROWN PRINCE FREDERIK OF DENMARK.

THE CROWN PRINCE shared with the delegates his own love of tennis and highlighted Denmark's tennis history. He touched upon the achievements of Kurt Nielsen, Caroline Wozniacki and more recently Freddie Nielsen who had won the Men's Doubles at Wimbledon. He concluded by requesting that the game of tennis, so treasured by many, continue to be nurtured by those responsible for its wellbeing.

HENRIK KLITVAD followed by welcoming all the delegates to Denmark and giving highlights of the programme ahead for them and wishing them all an unforgettable stay in Copenhagen.

The PRESIDENT informed the Meeting that 74 out of 210 Member Nations were represented at the AGM by 141 delegates.

The quorum was established and the computerised voting system successfully tested.

Apologies for absence had been received from the following Associations:

Azerbaijan	China	Hungary
Iceland	Mauritius	Norway
Slovak Republic	Ukraine	

Additionally Roman Murashkovsky, Member of the Board of Directors, and Eiichi Kawatei, Honorary Life Vice President sent their apologies.

The PRESIDENT acknowledged the presence of Honorary Life President Brian Tobin, Honorary Life Vice President Heinz Grimm and Honorary Life Counsellors Franklin Johnson, Ian King, Eduardo Moline O'Connor and Enrique Morea.

CHARLES TRIPPE was appointed parliamentarian. DAVID JUDE, HEINZ GRIMM and FRANKLIN JOHNSON were elected as scrutineers.

THE PRESIDENT paid tribute to the following members of the tennis family who had died since the publication of the Annual Report.

Abdulsalem Aweet	Paulo Angeli	Jim Davies
Marilyn Fernberger	Wolfgang Hofer	Lee Hamilton
Robert J. Kelleher	Barry MacKay	Stan Malless
Laurie Pignon	Nell Truman	

The Meeting stood in silent tribute.

2011 ANNUAL GENERAL MEETING

The minutes of the 2011 AGM were approved.

REVIEW OF THE YEAR by the PRESIDENT, FRANCESCO RICCI BITTI

The PRESIDENT began his review of the year by welcoming the delegates and thanking the President of the Danish Tennis Association, HENRIK KLITVAD and his team for their hospitality and their part in the organisation of the AGM.

He previewed the forthcoming Olympic Games in London with the Tennis Event – which he felt had developed very successfully in the space of only 12 years – at Wimbledon, to be followed by the Paralympic tennis event at Eton Manor. Special thanks were due to the Executive Vice President, JUAN MARGETS and his team, and to the ITF's Wheelchair Tennis Department for their excellent efforts.

FINANCE

In 2011, the ITF had delivered an operating surplus for the fourth year in a row but market turmoil, in the Eurozone especially, had led to a small decline in its investment portfolio. In 2012 the main financial concern would be to fill currently uncontracted sponsorship packages.

DAVIS CUP AND FED CUP

The PRESIDENT mentioned the continuing importance of maintaining and, where possible, improving the quality of host cities as this was a platform to keeping both competitions strong. He went on to recognise the challenges sometimes facing host nations in this regard but emphasised that, without international sponsorship, the competitions would not be as strong, there would be no prize money and no money to fund all other programmes of the ITF. He mentioned there had been a push from many captains and nations for a 16-team Fed Cup World Group, and that this remained the long-term goal.

DEVELOPMENT

With regards to Development, the PRESIDENT accentuated the essential opportunities the ITF programmes offered to nations and players with limited resources, assisted in part by the Grand Slam Development fund. He went on to say how positively ITF member nations had embraced the new rule for Tennis 10s that had come into effect in January.

GOVERNANCE

The PRESIDENT stated that the ITF Board is undertaking an analysis of governance matters and would be contacting nations for their proposals on the matter. As part of this, he previewed the Board of Directors' recommendation that the Board be expanded to fourteen members including at least two from Asia. If agreed this would take effect from the 2013 Board election.

The PRESIDENT concluded by looking forward to the ITF's centenary AGM and Gala Dinner in Paris in 2013 and by thanking the national and regional associations, the ITF staff at Roehampton and around the world and the Board of Directors for their continued hard work.

THE PRESIDENT ended by showing a video which displayed the current activities of the ITF. The video was received with applause.

FINANCE AND ADMINISTRATION DEPARTMENT

DAVID JUDE reported an operating surplus of \$3.2 million. After taking account of a net deficit on investment activities of \$1.1 million and taxation of \$0.5 million, he reported an overall surplus of \$1.6 million for the year.

The ITF's net assets at 31 December 2011 stood at \$43.8 million and the investment reserves stood at \$33.6 million.

The Accounts were approved and there were no questions.

DEPARTMENTAL REPORTS

The Meeting received reports from the following Departments:

INFORMATION and COMMUNICATIONS TECHNOLOGY
HUMAN RESOURCES
PRESIDENTIAL and COMMUNICATIONS
MARKETING THE GAME

There were no questions.

BUDGET & ACTUAL 2011, BUDGET 2012, FORECASTS 2013 & 2014

Figures in US\$000's

	BUDGET 2011	ACTUAL 2011	VARIANCE TO BUDGET 2011	BUDGET 2012	FORECAST 2013	FORECAST 2014
INCOME	49,865	53,247	3,382	54,371	55,868	57,477
EXPENSE	(49,558)	(50,039)	(481)	(54,351)	(55,655)	(57,181)
OPERATING SURPLUS	307	3,208	2,901	20	213	296
Investment income (Including interest)	1,338	(824)	(2,162)	1,013	1,575	1,460
Investment management	(180)	(264)	(84)	(244)	(251)	(259)
SURPLUS BEFORE TAXATION	1,465	2,120	655	789	1,537	1,497
LESS TAXATION (Including Hopman Cup)	(276)	(471)	(195)	(455)	(469)	(483)
Exceptional items - centenary expense *	0	0	0	0	(600)	0
NET SURPLUS	1,189	1,649	460	334	468	1,014

* Detailed plans for centenary still to be developed.

	BUDGET 2011	ACTUAL 2011	VARIANCE TO BUDGET 2011	BUDGET 2012	FORECAST 2013	FORECAST 2014
INCOME						
<u>Sponsorship Income</u>						
Davis Cup	19,602	20,801	1,199	20,191	20,797	21,421
Fed Cup	2,110	1,982	(128)	2,853	2,939	3,027
Olympic **	3,216	3,216	0	4,415	4,415	4,415
Junior Davis Cup/Fed Cup	555	463	(92)	580	597	615
Wheelchair	535	538	3	600	618	637
Hopman Cup **	5,729	6,748	1,019	6,836	7,041	7,252
Other sponsorship	70	14	(56)	102	105	108
Sub-total	31,817	33,762	1,945	35,577	36,512	37,475
Receipts from Events	4,101	4,616	515	4,118	4,300	4,654
TV & Licensing	6,924	7,834	910	7,636	7,865	8,101
Data sales	0	0	0	200	412	424
Merchandising	5	1	(4)	5	5	5
Subscriptions	1,895	1,898	3	1,967	2,026	2,087
Authorisation Fees	858	895	37	913	941	969
Foundation	150	152	2	154	159	164
Technical	501	546	45	516	521	526
GSDF	1,885	1,848	(37)	1,500	1,300	1,200
Wheelchair Silver Fund	94	40	(54)	97	100	103
Anti-Doping	1,335	1,356	21	1,360	1,390	1,421
Icoach	180	125	(55)	160	165	170
Sundry	120	174	54	168	172	178
TOTAL	49,865	53,247	3,382	54,371	55,868	57,477

** = Olympic Income and Hopman Cup Income are now included under the Sponsorship Income heading

BUDGET & ACTUAL 2011, BUDGET 2012, FORECASTS 2013 & 2014

EXPENSE	BUDGET	ACTUAL	VARIANCE	BUDGET	FORECAST	FORECAST
	2011	2011	TO BUDGET	2012	2013	2014
PROFESSIONAL TENNIS						
DAVIS CUP						
Prize money ***	10,321	10,095	(226)	10,482	10,787	11,102
Event Expenses	2,832	2,665	(167)	3,408	3,510	3,615
FED CUP						
Prize money	2,968	2,969	1	3,058	3,149	3,244
Event Expenses	1,569	1,430	(139)	1,922	1,989	2,056
Hopman Cup Event Expenses	5,587	6,026	439	6,618	6,817	7,021
Olympics (netted off income in 2012)	60	45	(15)	0	60	70
Men's Tennis	108	76	(32)	81	84	86
Officiating	287	261	(26)	279	287	296
Women's Tennis	209	129	(80)	164	169	174
Rules of Tennis	15	14	(1)	15	16	16
ITF Contribution to GS Committee	150	140	(10)	155	159	164
ITF Contribution to Tennis Integrity Unit	111	139	28	148	151	156
Staff Costs	1,519	1,367	(152)	1,800	1,855	1,911
TOTAL	25,736	25,356	(380)	28,130	29,033	29,911
TENNIS DEVELOPMENT						
Development	2,322	2,340	18	2,385	2,457	2,531
GSDF	1,885	1,848	(37)	1,500	1,300	1,200
Junior Davis Cup / Fed Cup	493	449	(44)	460	474	488
World Junior Tennis	422	418	(4)	427	440	453
Junior Circuit	98	99	1	103	107	139
Wheelchair	324	346	22	391	403	415
Wheelchair Silver Fund	94	40	(54)	97	100	102
Seniors	297	220	(77)	352	354	376
Technical	212	183	(29)	217	223	231
Sport Science & Medicine commission	85	43	(42)	105	100	103
Foundation	96	95	(1)	99	102	105
Development Assistance	135	170	35	140	143	147
Icoach	140	135	(5)	119	122	126
Staff costs	2,095	2,211	116	2,355	2,426	2,499
TOTAL	8,698	8,597	(101)	8,750	8,751	8,915
*** Includes Recognition and Reward costs						
COMMERCIAL DEPARTMENT						
TV Costs	1,197	1,365	168	1,366	1,407	1,449
Commercial ****	749	993	244	1,027	1,001	1,005
Data sales research	0	27	27	0	0	0
Merchandising	5	1	(4)	5	6	6
Staff Costs	1,150	1,099	(51)	1,164	1,199	1,235
TOTAL	3,101	3,485	384	3,562	3,613	3,695
Communications	888	854	(34)	1,046	1,131	1,165
Annual General Meeting	480	446	(34)	443	457	513
Board of Directors	354	286	(68)	484	499	514
Management	248	263	15	289	297	304
Regional Grants	559	564	5	576	593	611
Marketing the Game	303	665	362	471	727	734
Constitution	23	14	(9)	23	24	25
Staff Costs	1,851	2,023	172	2,073	2,133	2,198
Sub-total	4,706	5,115	409	5,405	5,861	6,064
Anti-Doping	1,601	1,313	(288)	1,597	1,645	1,694
TOTAL	6,307	6,428	121	7,002	7,506	7,758
FINANCE & ADMINISTRATION						
Administration	296	277	(19)	292	299	308
IT	654	627	(27)	825	851	877
Legal & Professional	347	560	213	455	469	483
Insurance	333	335	2	360	371	382
Finance Committee	30	31	1	38	39	41
Premises	1,274	1,228	(46)	1,300	1,319	1,338
Staff Costs	1,484	1,499	15	1,634	1,683	1,734
Provision for Doubtful debts	0	5	5	0	0	0
TOTAL	4,418	4,562	144	4,904	5,031	5,163
DEPRECIATION	1,298	1,454	156	2,003	1,721	1,739
OPERATING FOREIGN EXCHANGE MOVEMENTS	0	157	157	0	0	0
TOTAL EXPENSES	49,558	50,039	481	54,351	55,655	57,181
**** = includes Sponsorship Sales costs						

BUDGET & ACTUAL 2011, BUDGET 2012, FORECASTS 2013 & 2014

BALANCE SHEET

	BUDGET 2011	ACTUAL 2011	VARIANCE TO BUDGET 2011	BUDGET 2012	FORECAST 2013	FORECAST 2014
TOTAL NET ASSETS	43,739	43,782	43	44,116	44,584	45,598

RESERVES

Opening Reserves
Surplus for the year
Movements in reserves
TOTAL RESERVES

	BUDGET 2011	ACTUAL 2011	VARIANCE TO BUDGET 2011	BUDGET 2012	FORECAST 2013	FORECAST 2014
Opening Reserves	42,550	42,550	0	43,782	44,116	44,584
Surplus for the year	1,189	1,649	460	334	468	1,014
Movements in reserves	0	(417)	(417)	0	0	0
TOTAL RESERVES	43,739	43,782	43	44,116	44,584	45,598

ITF CONSTITUTION

The PRESIDENT introduced JACK GRAHAM (Chairman, Constitutional Committee) to present several amendments to the Constitution including:

i) Permitting the Company to request independently audited accounts from Regional Associations; ii) ensuring the Accounts of the Company are independently audited; iii) permitting the Chairman of the Meeting to determine the order a resolution or any amendments to a resolution can be voted upon and iv) clarifying that if an amendment is carried before an original resolution then it will become the substantive resolution. The amendments are detailed below.

7. REGIONAL ASSOCIATIONS

(f)(vii) To administer as required by the Company any Company funds which the Regional Association may receive, AND TO PROVIDE TO THE COMPANY, ON REQUEST, INDEPENDENTLY AUDITED ACCOUNTS FOR THE REGIONAL ASSOCIATION;

The proposal was **agreed** by the meeting.

26. ACCOUNTS OF THE COMPANY

(a) Unless otherwise decided by the Council at the Annual General Meeting, the financial year of the Company shall close on the 31st day of December in each year, and an annual statement of account shall be prepared and INDEPENDENTLY audited as soon as practicable thereafter.

The proposal was **agreed** by the meeting.

18. CONDUCT OF GENERAL MEETINGS

(p) ~~In the event of more than one amendment to any Resolution, the amendments shall be first voted upon in the inverse order in which they were proposed and if carried shall become the substantive Resolution. THE CHAIRMAN OF THE MEETING SHALL DECIDE THE ORDER IN WHICH A RESOLUTION AND ANY AMENDMENTS TO THE RESOLUTION SHALL BE VOTED UPON.~~

(q) In the event THAT AN AMENDMENT IS CARRIED BEFORE THE ORIGINAL RESOLUTION IS VOTED UPON, IT SHALL BECOME THE SUBSTANTIVE RESOLUTION. IF THE ORIGINAL RESOLUTION IS VOTED UPON AND CARRIED BEFORE ANY AMENDMENT IS CARRIED, THE ORIGINAL RESOLUTION SHALL BE DEEMED TO BE THE DECISION OF THE MEETING. ~~no amendment is proposed or if no amendment is carried, the original Resolution shall be voted upon.~~

The proposal was **agreed** by the meeting.

The final amendment presented regarding the addition of a fourteenth member to the Board, and an increase to two from Asia received questions from the floor. ROLF THUNG (Netherlands) commented that he was in favour of two members from Asia but not of increasing the size of the Board. Instead the Chief Operating Officer should not be part of the Board. JACK GRAHAM responded that this would be a significant amendment requiring advance notice and unless the Meeting could put forward a specific proposal then this viewpoint should be forwarded to the PRESIDENT for consideration by the newly formed Governance Working Group.

21. NOMINATION, ELECTION AND TENURE OF DIRECTORS

(e) The rules and procedures for the nomination of candidates for election to the Board of Directors shall be as follows:

(iv) The FOURTEEN ~~thirteen~~ candidates with the highest number of properly recorded votes shall be declared elected who (unless sub-paragraph (e)(i) has become applicable) taken collectively enable the following conditions to be fulfilled.

(a) Three persons, each from a different Class B Member, from those Class B Members having the maximum number of shares (two or more of these

persons, taken together, are likely to satisfy two or more of the conditions set out in sub-paragraphs (b) to (f) below).

- (b) ~~TWO~~ One personS from amongst Class B Members in Asia;
- (c) One person from amongst Class B Members in South America;
- (d) One person from amongst Class B Members in Africa;
- (e) Two persons from amongst Class B Members in Europe;
- (f) Two persons from amongst Class B Members in the group of countries comprising the United States of America, Canada, Mexico, the countries of Central America, Panama, the Isles of the Caribbean and Bermuda and
- (g) Such additional number of persons as is necessary to fill the remaining places on the Board being persons from amongst Class B Members and having the next greatest number of votes cast once persons filling the conditions of sub-paragraphs (a) to (f) above have been elected, subject to a limit of six persons in total from any one of the regions specified in sub-paragraphs (b) to (f) above and subject also to a limit in total of two persons from any one member.

(v) In the event two or more candidates receive an equal number of votes for FOURTEENTH ~~thirteenth~~ place in the election, there shall be a further election between those candidates only, to determine the successful candidate for such FOURTEENTH ~~thirteenth~~ place.

The proposal was **not agreed** by the Meeting.

The Meeting was informed of three changes to the Bye-Laws approved by the Board of Directors: i) the inclusion of the Queens' Cup (Team Event for Women 75 Age category); ii) tightening of the Awards for Services category 'Others' to ensure nominations are contributions at the international level and iii) clarification of the wording in Appendix B regarding the majority required to pass amendments to the Constitution.

The proposals were approved by the Meeting.

JACK GRAHAM concluded by encouraging member nations and regional associations to participate during the consultation phase of the ITF's governance review.

MEMBERSHIP

Changes to take effect from 1st January 2013.

CHINESE TAIPEI TENNIS ASSOCIATION's application for an increase in Class B shares from three (3) to five (5) was approved by the Meeting.

TENNIS FEDERATION OF ISLAMIC REPUBLIC OF IRAN's application for an increase in Class B shares from three (3) to five (5) was not approved by the Meeting.

QATAR TENNIS FEDERATION withdrew their application for an increase in shares.

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

Angola
Congo
Congo DPR

A point was raised from WILLIAM McCOMB (Virgin Islands) regarding nations who are currently members of the ITF but not of their regional association. These nations are unable to play in COTECC's closed championship but receive all other benefits. He requested this issue be considered by the Governance Committee.

ANIL KHANNA (India) further requested that the linking of ITF and Regional Association membership fees be considered by the committee.

ANNUAL SUBSCRIPTIONS

DAVID JUDE announced that in accordance with the OECD Inflation Index, which showed a 12-month increase of 2.9%, subscriptions for 2013 would be increased to the following amounts:

Class B & C Members: \$ 713 per nation plus
Class B Members: \$ 4,255 per share

DAVIS CUP, FED CUP AND OLYMPICS

The Meeting received the Report for the DAVIS CUP COMPETITION. There were no questions.

The PRESIDENT mentioned that the proposal of the Asian Tennis Federation to revise the composition of the Davis Cup and Fed Cup Committees had been officially withdrawn.

He then asked JUAN MARGETS and JUSTINE ALBERT to introduce amendments to the Davis Cup Regulations, relating to i) Commercial guidelines; ii) Extension of Team identification and iii) Minimum standards for Host Nations. The full details of each had been presented to the delegates at the Key Issue Session earlier in the day. The importance of harmonising the Davis Cup & Fed Cup Regulations was a consideration.

63. COMMERCIAL GUIDELINES FOR COMPETING NATIONS

The ITF will issue detailed guidelines to all competing Nations in the form of a Commercial Letter by 31st October each year to be effective for the following year's Competition. The Commercial Letter, to be used in conjunction with the current Davis Cup Operations Manual (to be updated as necessary), will set out in further detail the ~~sponsorship~~ COMMERCIAL AND OPERATIONAL requirements which must be fulfilled and the way in which the competing Nations may be permitted to exercise rights in the Competition owned by the ITF.

Any Nation which requires advice on the implementation of the Regulations of this section shall apply to the ITF as soon as possible after the draw or the completion of the previous round and no later than the date fixed for approval of the completed Questionnaire for the tie.

The proposal was **agreed** by the meeting.

Appendix B.3. TEAM IDENTIFICATION

3. TEAM IDENTIFICATION

Players and Captains shall be required at all times to dress in compliance with Team Identification principles. To comply, a player and Captain shall display the Nation's name on the back of his shirt or he shall dress in national colours. Team identification shall be in accordance with the official Davis Cup style guide.

Please note that this rule is mandatory for teams COMPETING AT EVERY LEVEL OF THE COMPETITION in the World Group and Group I each year. ~~The Rule is optional for teams in the Davis Cup Zonal Groups II, III and IV. However, any team in Groups II, III and IV that chooses to adopt, or has previously been required to adopt, a Team Identification must follow this Regulation in full.~~

The proposal was **agreed** by the meeting.

APPENDIX F

MINIMUM STANDARDS FOR THE ORGANISATION

OF DAVIS CUP TIES (see Regulation 28)

(Mandatory for the World Group and ZonEa+ Group Ties with the exception of points 1 and 14 (Eg) which are mandatory for World Group and recommended for ZonEa+ Group Ties. IN ADDITION, FOR A NATION HOSTING THE FINAL, PLEASE SEE APPENDIX G.)

THESE MINIMUM STANDARDS ARE IN ADDITION TO THE REQUIREMENTS RELATING TO THE ORGANISATION OF ALL TIES STIPULATED ELSEWHERE IN THESE REGULATIONS. THE ITF MUST BE CONSULTED IN ADVANCE IF THERE IS ANY DOUBT WITH REGARD TO COMPLIANCE WITH THE POINTS MENTIONED BELOW AS NON-COMPLIANCE MAY RESULT IN THE RELOCATION OF A TIE AND OR A FINE.

THE ARRANGEMENTS FOR ALL TIES SHALL BE SUBJECT TO APPROVAL BY THE DAVIS CUP COMMITTEE.

1. LOCATION

The city where the Tie is held should be a major city or heavily populated area of the country with an easily accessible airport. The airport shall either be an international airport or capable of easy connection to an international airport by a regularly scheduled large commercial jet aircraft. FOR SEMIFINAL TIES THE CITY SHALL BE ONE OF THE TOP-RANKED CITIES IN THAT COUNTRY. (FOR THE FINAL SEE APPENDIX G).

2. ACCOMMODATION

There must be SUFFICIENT hotel accommodation of the highest category able to accommodate both teams, Title Sponsor and International Sponsors, media and officials.

3. THE STADIUM

The stadium must be within reasonable distance from the hotels (maximum 45 minutes by car).

4. MINIMUM SEATING CAPACITY

WORLD GROUP 1ST ROUND AND PLAY-OFF TIES: 4,000 SEATS

WORLD GROUP QUARTERFINAL TIES: 6,000 SEATS

WORLD GROUP SEMIFINAL TIES: 8,000 SEATS

WORLD GROUP FINAL: 12,000 SEATS

THE COMMITTEE SHALL BE ENTITLED TO MAKE EXCEPTIONS TO THE MINIMUM STANDARDS REGARDING STADIUM CAPACITY IF IT IS SATISFIED THAT THE HOST NATION HAS USED ITS BEST EFFORTS TO COMPLY.

5. TRANSPORTATION

An efficient transportation system must be provided to take players and officials to and from the AIRPORT AND, MOST IMPORTANTLY, FREQUENT AND REGULAR TRANSPORT BETWEEN THE TIE hotelS and venue.

6. FACILITIES

The stadium and VENUE must have appropriate Accommodation-on-site facilities

for the Tie ~~INCLUDING BUT NOT LIMITED TO~~ as follows:

(a) LOCKER ROOMS

Fully equipped changing rooms of suitable international standard (one for each team).

(b) PLAYERS' LOUNGES

PLAYERS' LOUNGES OF A SUITABLE SIZE TO ACCOMMODATE BOTH TEAMS AND SUPPORT STAFF UNLESS OTHERWISE AGREED BY THE ITF.

(c) Anti-doping testing facilities;

(d) PUBLIC ADDRESS SYSTEM

(e) ITF OFFICES

~~Office space for ITF Representative and Neutral Officials with telephone/fax;~~ THE ITF REPRESENTATIVE AND ANY OTHER ITF STAFF WILL BE BASED IN ONE OFFICE WHICH SHOULD BE EQUIPPED WITH AT LEAST ONE INTERNATIONAL DIRECT DIAL LAND LINE TELEPHONE AND HIGH-SPEED INTERNET ACCESS. IT SHOULD ALSO HAVE OR BE CLOSE TO A LASER JET PRINTER, PHOTOCOPYING AND FAX FACILITIES. AT ALL TIES THE REFEREE AND TWO CHAIR UMPIRES SHOULD HAVE THEIR OWN OFFICE WHICH SHOULD BE EQUIPPED WITH AT LEAST ONE INTERNATIONAL DIRECT DIAL LAND LINE TELEPHONE.

(f) MEDIA CONFERENCE ROOM

Player interview room with easy access from the court and locker rooms.

(g) MEDIA WORK AREA

Area for the working media equipped with HIGH-SPEED INTERNET ACCESS AND an adequate number of telephones/faxes; LINES FOR HIRE.

(h) TELEVISION

The court/stadium must have appropriate installations for television with camera positions as agreed with the ITF and positions arranged for photographers as per THESE the Davis Cup Regulations AND THE DAVIS CUP OPERATIONS MANUAL.

(i) PHOTOGRAPHERS

THE COURT/STADIUM MUST HAVE APPROPRIATE positions arranged COURT SIDE for photographers TO BE APPROVED BY THE ITF AS PER THESE REGULATIONS AND THE DAVIS CUP OPERATIONS MANUAL.

(j) PUBLIC FACILITIES

Public toilets, catering and parking areas.

(k) ON-COURT EQUIPMENT

The stadium must be able to accommodate all on-court equipment such as scoreboards, line umpires, dais, etc.

~~Minimum spectator capacity of 4,000 seats (exception may be made for first round Ties and Play-off Ties in the World Group).~~

7. MEDIA LIAISON

One person must be appointed for the duration of the Tie, with a good knowledge of English, operating from the media room and able to answer any overseas phone calls relating to the Tie.

8. OFFICIAL ORGANISER

One person, the Official Organiser (see Regulation 31) with suitable languages must be available to liaise at all times with the ITF representative on site to ensure a smooth running of the event.

9. TEAM HOST

One person must be appointed as 'Team Host' for the Visiting Team able to assist at any time and able to speak English or the language of the Visiting Team.

10. OFFICIALS

THESE SHALL BE APPOINTED AS OUTLINED IN REGULATION 42. IN ADDITION, THE HOME NATION SHALL ALSO APPOINT THE FOLLOWING TOURNAMENT PERSONNEL:

- a) CHIEF OF BALLKIDS
- b) BALLKIDS
- c) INDEPENDENT DOCTOR
- d) STRINGER (AT LEAST ONE STRINGER SHOULD BE OPERATIONAL FROM THE FOUR (4) DAYS PRIOR TO THE START AND FOR THE DURATION OF THE TIE)

IF NOT PROVIDED BY THE ITF, UNIFORMS SHOULD BE PROVIDED FOR THE REFEREE, CHAIR UMPIRES, LINE UMPIRES AND BALLKIDS.

11. COMMUNICATIONS

WALKIE TALKIES MAY BE NECESSARY DEPENDING ON THE LAYOUT OF THE VENUE. IF THEY ARE CONSIDERED NECESSARY BY THE ITF THEY WILL BE REQUIRED FOR THE REFEREE, THE ITF REPRESENTATIVE(S), THE OFFICIAL ORGANISER, THE INDEPENDENT DOCTOR, THE CHIEF UMPIRE AND THE DOPING CONTROL TEAM IN THE EVENT THAT ANTI-DOPING TESTING TAKES PLACE.

12. SECURITY

The Home Nation shall be responsible for the formulation, administration and implementation of a comprehensive security and safety system that ensures, as far as is reasonably practicable, the security, health and safety of all members and officials DELEGATION of both teams and ITF officials, at all times, from their arrival in the host country until their departure from the host country or 24 hours after the conclusion of the Tie, whichever is the sooner. Where special circumstances apply to a particular Tie, the National Association of the visiting team may request that the security arrangements be varied, as they deem appropriate, such variations to be agreed with the Home Nation, at least 14 days before the commencement of the Tie. In the event of a dispute the matter should be referred to the Davis Cup Committee.

13. Public Liability Insurance

The Home Nation is responsible for taking out a suitable insurance policy which is compliant with local laws and regulations and which, as a minimum, insures against claims made for either damage to property or death/injury caused to people at the Event. "ITF Ltd" should be named in the policy and on the certificate of insurance, and a copy should be provided to the ITF on request.

14. Official Functions

The following should take place:

- a) Captains' Meeting (as outlined in Regulation 43)
- b) Official Draw

c) Official Dinner (an Official Dinner should be held during the week of the Tie. In the case of the Final, a dinner should be held on the last evening).

d) Opening Ceremony on the first day of the Tie

e) PRESENTATION CEREMONY ON THE SECOND DAY OF THE TIE

All venues, dates and times of the official functions are subject to the prior approval of the ITF.

~~The ITF must be consulted in advance if there is any doubt with regard to the compliance with the above points as non-compliance may result in the relocation of the Tie and/or a fine.~~

15. OFFICIAL PROGRAMME AND PUBLICITY MATERIAL

THE ITF SHALL RECEIVE A MINIMUM OF FIVE PAGES FREE OF CHARGE IN THE OFFICIAL PROGRAMME FOR EACH DAVIS CUP WORLD GROUP TIE AND THE DAVIS CUP FINAL.

The proposal was **agreed** by the meeting.

The Meeting received the Report for the FED CUP COMPETITION. There were no questions.

JUSTINE ALBERT presented similar amendments for the Fed Cup regulations as for the Davis Cup regulations noted above. The proposals were agreed by the Meeting. Additionally she presented an amendment on the Eligibility of Players with affiliation to more than one country - outlined below.

30. ELIGIBILITY OF PLAYERS

(a) Age Eligibility

Only Players who have reached their fourteenth birthday by the first day of the tie (for the World Group and World Group II) and the Monday of the week of a Zone Group event may participate in the Fed Cup Competition.

(b) Eligibility to Represent a Country

Any tennis player who is in good standing with her National Association in accordance with Appendix D shall be qualified to represent that country as a player or Captain if she:

- (i) Is a national of that country, has a current valid passport of that country and has lived in that country for twenty-four consecutive months at some time, and has not represented any other country during the period of 36 months immediately preceding the event.

If a player is qualified under this sub-section to represent more than one country and the National Association of one of those countries wishes to nominate her to represent it, that Association shall submit an application to the ITF, AND THE ITF WILL ~~with~~ FORWARD a copy to any other National Association concerned, WHICH SHALL BE ENTITLED TO COMMENT WITHIN 15 DAYS OF RECEIPT. ~~Such~~ THE INITIAL application must be received by the ITF at least THREE six months prior to the event for which the player wishes to be nominated.

The Fed Cup Committee will give a ruling having taken into account all relevant matters.

The proposal was **agreed** by the meeting.

The Meeting received an OLYMPIC TENNIS EVENT report.

There were no questions.

GRAND SLAMS AND PROFESSIONAL TOURNAMENTS

The Meeting received the following reports:

GRAND SLAM COMMITTEE
ITF PROFESSIONAL CIRCUITS
HOPMAN CUP
OFFICIATING
ATP & WTA TOUR

There were no questions.

GEOFF POLLARD presented to the Meeting a proposal to amend the RULES OF TENNIS to allow sanctioning bodies to apply to the ITF to allow on-court coaching.

RULE 30

30. COACHING

Coaching is considered to be communication, advice or instruction of any kind, audible or visible, to a player.

In team events where there is a team captain sitting on-court, the team captain may coach the player(s) during a set break and when the players change ends at the end of a game, but not when the players change ends after the first game of each set and not during a tie-break game.

In all other matches, coaching is not allowed.

*Case 1: Is a player allowed to be coached, if the coaching is given by signals in a discreet way?
Decision: No.*

*Case 2: Is a player allowed to receive coaching when play is suspended?
Decision: Yes.*

**CASE 3: IS A PLAYER ALLOWED TO RECEIVE ON-COURT COACHING DURING A MATCH?
DECISION: SANCTIONING BODIES MAY APPLY TO THE ITF TO HAVE ON-COURT COACHING ALLOWED. IN EVENTS WHERE ON-COURT COACHING IS ALLOWED, DESIGNATED COACHES MAY ENTER THE COURT AND COACH THEIR PLAYERS UNDER PROCEDURES DECIDED BY THE SANCTIONING BODY.**

The proposal was **agreed** by the meeting.

The Meeting was also informed of a change to Appendix III in the Rules of Tennis, approved by the Board of Directors, regarding signage on the net.

The Meeting received reports from:

SPONSORSHIP & TELEVISION
DEVELOPMENT
JUNIOR COMPETITIONS
SENIORS TENNIS

There were no questions.

The Meeting received the WHEELCHAIR TENNIS Report. STUART SMITH noted that the International Wheelchair Tennis Association that operated separately from the ITF had taken the decision to dissolve at the end of the year and come under the ITF family umbrella instead.

The Meeting received reports from:

SCIENCE & TECHNICAL
ANTI-DOPING
UNIFORM TENNIS ANTI-CORRUPTION PROGRAMME

There were no questions.

AWARDS FOR SERVICES TO THE GAME

THE PRESIDENT introduced the nominations for awards from National Associations:

Mr Mahesh Bhupathi	India
Mr Sergio Elias	Chile
Mr Vladimir Lazarev	Russia
Mrs Petra Pichalova-Langrova	Czech Republic
Mr Alberto Riba	Spain
Mr Koji Watanabe	Japan
Dr Ernst Wolner	Austria

The Meeting **approved** the above awards.

APPOINTMENT OF AUDITORS

KPMG UK was appointed Auditor up to and including the final day of the 2013 Annual General Meeting.

ANNUAL GENERAL MEETING 2013

THE PRESIDENT announced that the next AGM would be hosted by the French Tennis Federation (FFT) and take place in Paris, France on 10-12 July. The formal invitation to Paris was issued by JEAN GACHASSIN, FFT President.

FUTURE ANNUAL GENERAL MEETINGS

The following nations expressed a wish to host a future AGM:

United Arab Emirates	2014
Egypt	2014
Serbia	2014
Brazil	2015
Sri Lanka	2015
USA	First future available date

ANY OTHER BUSINESS

A question was raised from JILANI BOUHAFI (Tunisia) about bringing the term of office for the Board in line with the term of office for the President. Currently Board term is 2 years and Presidential term is 4 years. The PRESIDENT answered that this would be addressed by the Governance Committee.

The PRESIDENT once again thanked all involved with the successful running of the AGM.

THE PRESIDENT declared the Meeting closed at 4.35 p.m.

MINUTES of the KEY ISSUE SESSIONS 13 July 2012

The Key Issues began at 9.05 a.m.

FINANCE AND ADMINISTRATION

DAVID JUDE reported that in 2011 the ITF had achieved an operating surplus for the fourth year running. The surplus of \$3.2m (\$2.9m above budget) was reduced by a shortfall in investments of \$1.1m (\$2.25m lower than budget) and taxation of \$0.5m to give an overall surplus of \$1.6m.

At 31 December 2011 investment reserves stood at \$33.6m and total net assets \$43.8m, equivalent to 87% of 2011 expenditure.

Operating income in 2011 was \$5.4m (11%) higher than in 2010 and had now grown at a cumulative average of 6% since 2002. The bulk of the increase in income in 2011 had come from sponsorship, competition and television.

Investment markets continue to be volatile; in 2011 both of the ITF's investment managers performed below the benchmark set for them and one manager is currently being replaced. At 30 June 2012, the ITF's investments stood at \$34.7m, close to the Board's target of \$35m, endorsed by the AGM in 2010. Operating expenses in 2011 were \$50m, \$0.5m above budget. Within that, Tennis Development expenditure, including the Grand Slam Development Fund, increased by \$0.4m to \$8.6m and \$0.4m was allocated to fund a number of strategic projects related to Davis Cup, Fed Cup and Beach Tennis.

Savings of \$0.4m by the Professional Tennis Department were offset by a \$0.4m rise in the Commercial Department expenditure, mainly due to the extra costs involved in securing new Davis Cup sponsors. Elsewhere, the costs of the Anti-Doping programme were \$0.3m below budget as there were fewer positive cases.

The hedging policy in respect of Sterling expenditure continued throughout 2011. Capital expenditure in 2011 was just over \$2m, of which over \$1.8m related to key IT projects, including the continuous improvement of ITF websites and the transition of the tennis management database, Baseline, to a modern technology platform.

GILLIAN BURGESS reported on the 2012 Budget. Operating income was budgeted to be \$54.37m, \$20,000 higher than operating expenses. With just over half the year gone, contracted sponsorship income was currently \$21.1m towards the budgeted \$24.3m.

Receipts from Events are budgeted at \$4.1m, \$0.5m below 2011, and TV income at \$7.6m, \$0.2m below the 2011 actual. Olympic income is budgeted at \$4.4m, \$1.2m higher than in the preceding 4-year period. \$0.2m of income is budgeted in relation to the sale of live scoring data from the Pro Circuit.

Within the operating expenses total of \$54.35m, there are budgeted increases in Davis Cup and Fed Cup prize money, the extension of Hawkeye to selected Davis Cup and Fed Cup ties, and for the continuation of a number of activities which were successfully trialled in 2011. The budget also included an extra \$150,000 for the ITF Development Programme and \$100,000 for strategic projects relating to the Davis Cup and Fed Cup. Development Assistance grants were held constant at \$1,750.

Capital expenditure is budgeted at \$1.9m, to include completion of the current phase of the important Baseline modernisation project. The budget for investment income was set at 3% for 2012.

The current position as at July 2012 is that sponsorship income is forecast to be \$2.2m below budget, as some Davis Cup packages remain unsold. All budget holders have accordingly been asked to review their expenditure and identify savings for 2012. \$1m of savings have already been identified which could be achieved without significant cuts in activity and a further \$1.1m which would require significant reductions, including staff reductions of around 10%. The Board have agreed that the first \$1m of savings should be made and the remaining shortfall of \$1.1m be funded from reserves.

For the years 2013 and 2014 there is forecast a return to surplus, resulting from an expected recovery in sponsorship income. For 2013, 75% of the forecast \$25m sponsorship income is contracted.

Questions about the structure and level of the ITF's membership fees, taxation and dividends and the ITF's investment strategy were answered by DAVID JUDE and the PRESIDENT.

DAVIS CUP AND FED CUP

JUAN MARGETS began his presentation by previewing the upcoming Fed Cup Final in Prague and the two Davis Cup semifinals in Spain and Argentina. A strong involvement of Top 20 Players was expected in all these ties.

Turning to the Calendar and to Tour relations, he said that dates for the 2013 Fed Cup had been established but that negotiations for an Upfront Agreement with the WTA for 2013 and beyond continued. With the ATP there was an Understanding – not contract - but one of the ongoing challenges to be resolved was the dates for the Davis Cup Final following the ATP's decision to move the ATP World Championships Final to a Monday.

Current worldwide economic conditions were making it difficult to retain existing sponsors and find new ones. This underlined the importance of maintaining the highest possible quality of Ties and of host cities in order to attract global sponsorship. He concluded by saying the Home and Away model, the heart of Davis Cup and Fed Cup, had to have boundaries otherwise long-term our competitions could not compete with Tour events.

JUSTINE ALBERT summarised the current state of progress with both Davis Cup and Fed Cup. In 2011, 700,000 spectators had attended live events, an increase of 100,000 in comparison to 2010, while TV coverage of the Davis Cup Final was shown in 148 countries, and 115 for the Fed Cup Final. Prize money and compensation payments to nations had increased and would continue to do so in 2012. Substantial extra investment had been made in extending the use of Hawkeye and this had been welcomed by both players and national associations.

She previewed the launch of the new Davis Cup Commitment Award – to reward players for their participation in the Competition – which would take place at the 2012 Final. She also outlined recent discussion, prompted by some World Group captains and national associations, about possible expansion of the Fed Cup format, to align it with the format of Davis Cup. This was a suggestion which the ITF welcomed in principle but the current financial climate meant that this could only be a long-term goal.

JUSTINE ALBERT then went through a variety of rule changes for Davis Cup and Fed Cup that would be voted on at the AGM later in the day. These can be seen in detail in the AGM Minutes above.

The following comments from the floor were answered:

- On prospective changes in the ATP Calendar for 2014, incorporating a South American swing of tournaments after the ATP Finals, provisional analysis indicated it would not affect the scheduling of Davis Cup and Fed Cup in 2014.
- On speeding up the process of changing the Fed Cup format to be more like Davis Cup, this required further consultation with all nations and could not be hurried.
- With regards to changing the Davis Cup Final to be a Saturday-Monday format to give an extra day following the change of the ATP Finals to be played on a Monday, this had been reviewed but on initial analysis the weekend format worked better for onsite activation and TV.
- Following a question on the whether Fed Cup was profitable, it was confirmed that this was a break even operation with income and expenditure both around \$4m.
- The change to Rule 28 (Minimum Standards for the Organisation of a Tie) was questioned in the current economic climate, however nations were asked to look at the bigger picture and note that Davis Cup should be compared somewhere between an ATP 1000 and Grand Slam tournament, all of which took place in major cities.
- On the comment that participation in American zonals had declined and participation become very costly, the ITF was aware of the challenges – particularly in this region with the vast geographical spread – and was doing its best to find good hosts and will look into how to improve financial conditions for hosting.

OLYMPICS

After a short preview from the PRESIDENT of the imminent Olympic Tennis Event at Wimbledon, JUAN MARGETS made a detailed presentation of the arrangements including:

- Participation of the top players for the Olympic Tennis Event would be the strongest ever for both Singles and Doubles and forty-five countries would be represented.
- Mixed Doubles was likely to be well supported by the players.

- Potential problems with National Olympic Committees (NOC) over entry criteria had been dealt with in advance and the situation was much improved from 2008.
- For future Olympic Tennis events, national associations were advised to be careful before agreeing different criteria from the ranking criteria with their NOCs.
- The ITF and LTA would be hosting a hospitality suite for the national associations that were not accredited for the Olympic Family Lounge.
- All matches would be best of three, with an advantage final set, except the Men's Singles Gold medal match, which would be best of five with an advantage final set, and the Mixed Doubles which would be two tie-break sets and a final set 10 points tie-break.
- Hawk-Eye would be installed on two courts.

JUAN MARGETS looked forward to the Olympic Tennis Event in Rio and outlined the new Olympic eligibility rule that would be launched for 2016 whereby a player must be part of the final nominated Davis Cup or Fed Cup team on a total of 3 occasions in an Olympic cycle. Any player who had represented their country 20 times would be allowed one reduction and consideration would be given for long-term injuries, strength of nation and newcomers.

He concluded by mentioning that since 2000, tennis had been one of the high-demand Olympic sports and drew attention to the Olympic book in which 36 of the participating players talked about their inspirational heroes.

DEVELOPMENT

DAVE MILEY gave an update on the following three areas in Development:

- 2011 Development projects – projects funded by the ITF and Grand Slam Development Fund. \$4.64m was spent in 2011. \$2.34m came from the ITF, \$1.84m from the Grand Slams and \$460,000 from Olympic Solidarity. He mentioned that a full list of the projects could be found in Annual Development report.
- The Play and Stay campaign – including the Tennis 10s rule change eliminating the use of the yellow ball which had come into effect in January 2012 and Tennis Xpress, aimed at introducing adults to tennis in a more active and dynamic way using the slower balls on full courts will be introduced in 2013.
- The ITF recognition of Coaches Education Programmes – designed to help nations become self-sufficient and encourage them to invest in coaches' education. The Tennis iCoach project, a distance learning platform, was also showcased and is predicted to have a big impact on coaches' education worldwide.

ITF COURT SURFACE RECOGNITION

STUART MILLER provided an update on the ITF Court Surface Recognition Programme. He reported that ITF Recognition provided an independent assessment of the quality of tennis courts worldwide and, where appropriate, confirmed the court pace rating. ITF Recognition is a star-based system. One-Star tests included visual inspections and dimensions tests, while Two-Star tests included court pace rating in addition to the One-Star tests. He concluded by stating that ITF Recognition is aimed at venues and organisers of elite level competition and encouraged nations to use the programme.

In reply to a concern from STEPHEN HEALY (Australia) on racket strings, STUART MILLER said that research to date had shown that current string types, materials and stringing systems were not generating sufficient spin to necessitate any amendment to the Rules of Tennis.

OTHER BUSINESS

A question from DAVID PATTERSON (New Zealand) regarding the threatened player strike was answered by the Grand Slam Chairmen. JON VEGOSEN (USA) reported that the US Open was proportioning a greater amount of prize money to losers from the first three rounds. 87% of players would receive a substantial increase of about 18% at the 2012 US Open. STEPHEN HEALY (Australia) and JEAN GACHASSIN (France) acknowledged that each Grand Slam had autonomy over its prize money but all four would speak with one voice in negotiations with the ATP on this sensitive issue.

The Key Issues Sessions concluded at 12.15 p.m.

Minutes of the Breakout Groups Feedback

The Breakout Groups Feedback session began at 3.55 p.m.

The report on the COMMUNICATIONS group was made by CHRIS KYPRIOTIS (Brazil), he summarised presentations from JON VEGOSEN and DAVE HAGGERTY (USA) on “Making the most of New Media”, from ERIK KELLER (Switzerland) on “Servicing the Media” and a case study from RONNIE LEITGIEB (Austria) on strategies for reaching their target audience. The main points highlighted from the presentations above were the importance in current times to have a social media strategy to enable consumers to find pertinent information locally and have it developed to their consumers’ needs; that communication with the media should not only happen during events but all year round. Austria detailed their formation of a ‘media club’ which offers travel packages, access to players and accreditation to all Austrian events – among other benefits for journalists.

The summary on the DEVELOPMENT group was made by ISMAIL EL SHAFEI (Egypt). He detailed the presentations made by SUNE ALENKAER (Denmark) on the continuing development of their Tennis Xpress and Tennis 10s programmes and how Denmark felt Tennis Xpress was key to the recruitment and retention of adults. ARTURO GRIMALDI and ARMANDO CERVONE (Argentina) had presented on the promotion of Tennis 10s and Argentina had set objectives around this to make tennis more attractive for sponsors, players and families. A further presentation on Tennis 10s in Canada by MICHAEL DOWNEY was reviewed by LUCY GARVIN. Canada has put in place a programme to provide free tennis equipment and programming to underprivileged communities. Their goal was to make these communities self-sufficient both financially and in programme delivery by 2019.

The report on EVENT ORGANISATION was made by JACK GRAHAM (Canada) supported by RENE STAMMBACH (Switzerland) and GEORG VON WALDENFELS (Germany). He reviewed in detail a presentation by VUK JEREMIC and SLOBODAN ZIVOJINOVIC (Serbia), and extracted a large number of key points which he put before the meeting. He felt that perhaps the most important was the way in which the Davis Cup and Fed Cup created a strong national identity between the players and the countries they represented. He went on to review presentations made by ENRIQUE MOLINS (El Salvador) and DAVID HARNIK (Israel) and there was general discussion about the financial challenges facing some nations hosting home ties.

The summary on MEMBERSHIP was delivered by GEOFF POLLARD (Australia), he reported on the presentation given by ROGER DRAPER (Great Britain) on their drive to access all the tennis playing community and not just those affiliated to clubs by introducing a ‘places to play’ registration, which included schools and parks as well as clubs. This had seen their membership double. YVES FRESON and WALTER GOETHALS (Belgium) had presented on the very successful club affiliation system in Belgium and GILBERT NG (Singapore) had talked about their relationship with the ITF and the many benefits it could offer, particularly for a small country. Two of the main benefits being putting them on the map internationally through Team Competitions and the Development programmes.

The PRESIDENT concluded by thanking all the presenters, Board members and staff members for their input.

The feedback session was concluded at 5.07 p.m.