

Idaho Tennis Association
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www.idtennis.com

ANNUAL REPORT

FY 2017

MISSION STATEMENT: To promote and develop the growth of tennis from Ontario, OR to the Idaho Falls area and up to McCall, through programs and activities that enhance the enjoyment and skills of players of all ages and abilities. Also, to promote the enjoyment of the game and provide a means to do so whatever that looks like for the individual or family.

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TO OUR TENNIS PATRON'S

To Our Tennis Patron's

FINANCIAL HIGHLIGHTS

Over the course of four years, the Idaho Tennis Association has controlled expenses in such a manner that we were able to build the reserves, recommended by our CPA firm, for an operation of our size. This was accomplished by reducing our staff size and controlling expenses. Approximately 33% of our operating budget is funded directly by the USTA National from revenue generated by the US Open, 10% from USTA annual memberships, and 56% from Idaho Tennis Association run programs with the bulk of that being adult leagues. We plan to add a part-time marketing role to increase office staff to four full-time and one part-time for 2018.

PROGRAM HIGHLIGHTS

- Continued success with league participation, increase in Junior Team Tennis and tournament participation.
- Team Idaho resurrection thanks to the efforts of Cory Dalos and a parent led committee
- Continued cooperation between Idaho Tennis Association and clubs working together to grow tennis in general
- New and existing league captains stepping up to lead their teams

LOOKING AHEAD

We will continue to offer USTA leagues, IdTA and ITA leagues, and Social Tennis to attract new players, along with working with local clubs, parks and recreation, and pro's. For Juniors, we will implement the USTA national Net Generation and Youth Progression programs while increasing options for Junior Team Tennis, and tournament participation, and continue with offering Tennis is Elementary. In addition, we will work closely with the USTA Intermountain Section office.



MIKE HARVEY, EXECUTIVE DIRECTOR

TO OUR TENNIS PATRON'S

THESE ARE EXCITING TIMES FOR TENNIS IN THE UNITED STATES AND AROUND THE WORLD. TENNIS IS SEEING AN EXCITEMENT NOT EXPERIENCED FOR A NUMBER OF YEARS, THANKS TO COVERAGE ON ESPN, THE TRANSFORMATION OF THE US OPEN TENNIS CENTER IN FLUSHING MEADOW, NEW YORK, AND THE JANUARY 2017 OPENING OF THE USTA NATIONAL CAMPUS IN LAKE NONA, FLORIDA. IN ADDITION, THE USTA IS LAUNCHING TWO NEW PROGRAMS FOR JUNIOR TENNIS; NET GENERATION AND YOUTH PROGRESSION.

THE IDAHO TENNIS ASSOCIATION FOLLOWED OUR MISSION STATEMENT AND BUSINESS OBJECTIVES TO SEE A GROWTH IN NEW PLAYERS STARTING TO PLAY AT BOTH THE ADULT AND THE JUNIOR LEVELS. THIS WAS EVIDENT BY SEEING GROWTH IN LEAGUES AROUND THE STATE AND ESPECIALLY IN THE 2.5 AND 3.0 LEVELS. JUNIOR TENNIS SAW MORE UNIQUE PLAYERS AND PARTICIPANTS IN TOURNAMENTS AND USTA JUNIOR TEAM TENNIS. TENNIS IS ELEMENTARY CONTINUED TO SHOW CONSISTENT PARTICIPATION NUMBERS.

WE WOULD LIKE TO THANK OUR BUSINESS PARTNERS/SPONSORS FOR THEIR CONTRIBUTIONS TO THE IDAHO TENNIS ASSOCIATION. A COMPLETE LIST CAN BE FOUND AT WWW.IDTENNIS.COM. IN ADDITION, WE WOULD LIKE TO THANK ALL THE CTA'S, ORGANIZATION MEMBERS, VOLUNTEERS, AND PLAYERS IN THE GREAT TENNIS COMMUNITIES WITHIN OUR IDAHO DISTRICT THAT MAKE USTA INTERMOUNTAIN-IDAHO TENNIS A REALITY.

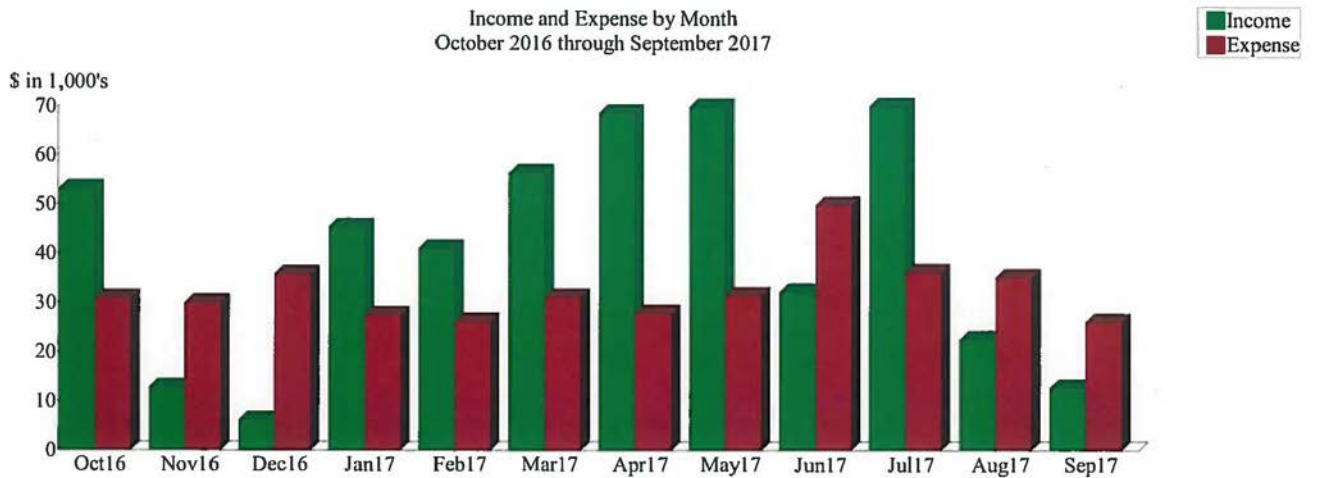
Carol Mills, Board President and Mike Harvey Executive Director



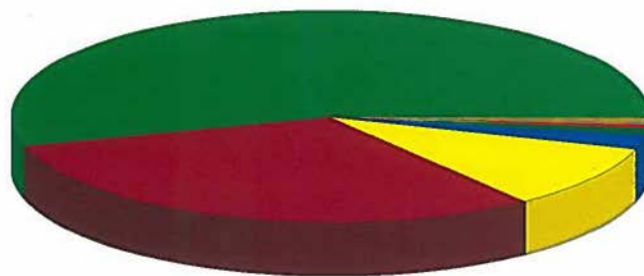
FINANCIAL SUMMARY IN PERCENTAGES

Financial Summary in Percentages

2017 INCOME



Income Summary
October 2016 through September 2017



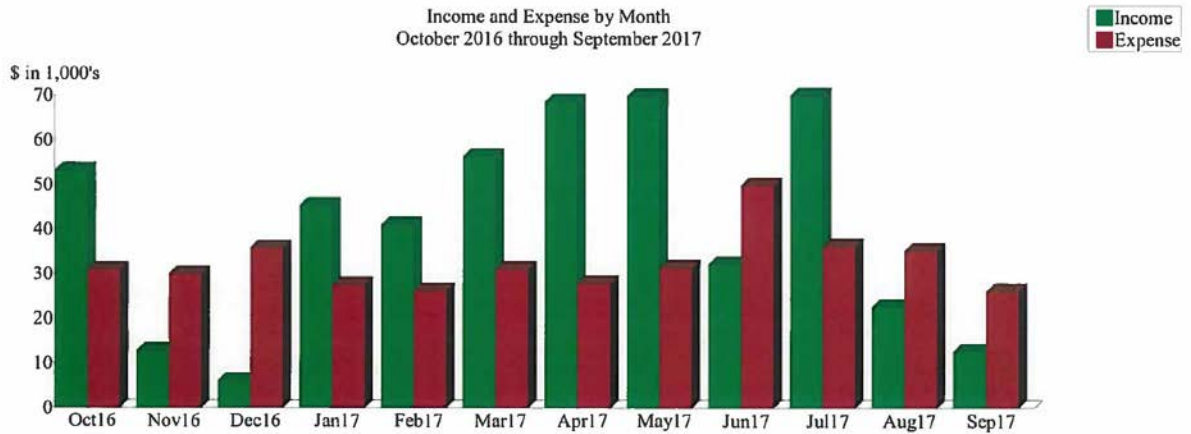
4200-00 · IDTA Program Income	%54.72
4007-00 · Grants & Support	30.99
4011-00 · Membership Dues	9.79
4500-00 · Team Idaho - Income	2.28
4012-00 · Sponsorships & Advertising	1.19
4100-00 · Tourn. Related Income (4100-00)	0.63
4021-00 · Misc. Income	0.40
*Uncategorized Income	0.01

By Account

FINANCIAL SUMMARY IN PERCENTAGES

Financial Summary in Percentages

2017 EXPENSES



Expense Summary
October 2016 through September 2017



6050-00 · Salaries & Wages (6050-00)	%51.04
6180-00 · Program Fees	7.46
6057-00 · Contract Labor (6057-00)	6.12
6045-00 · Employee Benefits (6045-00)	5.27
6120-00 · Rent/Lease (6120-00)	4.91
6040-00 · Admin Payroll Taxes (6040-00)	4.41
6203-00 · Travel & Hospitality (6203-00)	3.33
6030-00 · TSR Expense (6030-00)	2.37
6101-00 · Accounting/Banking Fees	2.07
6009-00 · Office Equip Lease & Services	1.97
Other	11.06

By Account

NOTES TO FINANCIAL GRAPHS

Notes to Financial Graphs

ACCOUNTS

Please see pages 3 and 4 for Revenue and Expense percentage of where money is received from and payouts. Per industry standards, we are in the average to below average for expenses.

DEBT

The Idaho Tennis Association has no current debt and leases its office space. Besides salaries and operating expenses, court fees paid to clubs, parks and recreation departments and umpire fees make, up approximately 18% of league expenses.

GOING CONCERN

The USTA National is changing the way sections and districts receive their operation's grant, going to a base plus bonus which could reduce the amount of money our district receives. They have created a dashboard with parameters sections and districts are required to achieve in order to receive a 100% of their funding. Having a reserve in the account is of the utmost importance in the event of not receiving the full grant dollar amount.

TAKEAWAYS

We are in good shape financially to operate as is and to continue to give back to the tennis community. In addition, there are no plans to raise league fees or Tennis is Elementary fees to players. We will continue to monitor participation and adjust accordingly as needed as things change.



NOTES TO FINANCIAL GRAPHS

USTA National Dashboard Results

Idaho Districts

Export Date: 10/03/2017	District: Idaho			
Category	2016 Actual	2017 Goal	2017 YTD	Prior YTD
Net Generation Team Tennis - Unique Deliverers	2	2	2	2
Net Generation Team Tennis Divisions	1	4	6	1
Net Generation Tournaments - Unique Deliverers	9	7	10	8
Net Generation Tournaments	32	22	20	25
Net Generation Team Tennis - Unique Participants	263	250	340	261
Net Generation Team Tennis - Participation	329	330	364	326
Net Generation Tournaments - Unique Participants	742	675	554	684
Net Generation Tournaments - Participation	2325	1500	1638	1775
USTA League - Unique Participants	2338	2200	2305	2325
USTA League - Participation	6474	6100	6328	6358
Adult Tournaments - Unique Participants	1140	1000	914	922
Adult Tournaments - Participation	2578	2300	2250	2043

League Numbers by area – 2017 was the third best on record!

USTA Intermountain/Idaho

	<u>2017</u>	<u>2016</u>	<u>Difference</u>
Boise/Treasure Valley	4836	4989	-153
Idaho Falls	1070	975	95
Magic Valley	196	246	-50
Pocatello	463	457	6
Sun Valley	58	49	9
Total	6643	6716	-73

INDEPENDENT AUDITOR'S REVIEW

Independent Auditor's Review

Pulliam & Associates, Chartered Certified Public Accountants

Board of Directors
Idaho Tennis Association, Inc.
Boise, Idaho

We have reviewed the accompanying financial statements of Idaho Tennis Association, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2016, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of association management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America; this includes design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement whether due to fraud or error.

Accountants' Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Committee of the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

Accountants' Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

Pulliam & Associates, Chartered Certified Public Accountants June 8, 2017

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IDAHO TENNIS ASSOCIATION BOARD OF DIRECTORS

Idaho Tennis Association Board of Directors

CAROL MILLS PRESIDENT - BOISE	RON OSBORN VICE PRESIDENT - CHUBBUCK	MIKE SATO TREASURE/SECRETARY – TWIN FALLS
		

Lori Griffel Director - Idaho Falls	Todd Miller Director - Boise	Kirk Porritt Director - Boise
		

IDAHO TENNIS ASSOCIATION

Vivian Klein
Director - Boise



Holger Nickel
Director - Idaho Falls



Tollan Whitlock
Director - Meridian



Tony Horton
Director - McCall



Jenny Grunke
Director - Boise



Tor Lynn
Director - Pocatello



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IDAHO TENNIS ASSOCIATION



USTA Intermountain/Idaho Organizational Members

Class A Members

Apple Athletic Club Tennis Facility
Boise Racquet and Swim Club
Crane Creek Country Club
Eagle Tennis Club
Hillcrest Country Club
Juniper Hills Country Club
Sun Valley Company
River City Racquet and Swim Club

Class B Members

The Ambrose School
Boise Parks and Recreation Department
City of Ketchum
City of McCall
City of Meridian Parks and Recreation
Mountain Home High School
Pioneer School of the Arts
Sacajawea Elementary
Snake River Elementary

IDAHO TENNIS ASSOCIATION

South Junior High
Timberline High School
REAL Fun Home School
Rigby Youth Tennis
Ucon Elementary

Class C Members

Ace Serve Tennis Instruction
Ad-In for Boise State
Boise Tennis Coalition
Idaho Falls Community Tennis Association
Idaho Tennis Association
Idaho Tennis Foundation
Idaho Wheelchair Tennis Association
I Have a Dream Foundation
KWare Tennis
Lloyd & Lee Tennis Academy
Magic Valley Tennis Association
McCall Community Tennis Association
Pocatello Community Tennis Association
Power County Community Tennis
The Little Tennis Academy
Treasure Valley Tennis Association
Twin Falls Junior Tennis