ANNUAL REPORT

2019
Our Mission

We bring people together of all ages, abilities, and backgrounds to embrace the lifelong game of tennis while serving under-resourced youth with the support of the Community.

Our Board

President: Rick Rinkoff  Vice President: John Ahern  Treasurer: Santosh Krishnan  Secretary: Thomas Judd  Directors: Melissa Dalum, Jack Foss, Visala Goswitz, Michele Mingo, Keith Radtke, Jim Vaughan

Our Volunteers


Our Staff

Esther Tsai, Ally Baker, Ryan Berkas, Richard Buckles, Robin Coverdale, Jackson Farley, Craig Gordon, Brian Grossman, Aaron Holland, Judy Long, Mike Lunka, Christian Maki, Grady McHugh, Lisa Mushett, Christine Nickels, Zekeria Nigatu, Viet Pham, Martin Schneider, Ursula Shute, Clay Sollenberger, Levin Stewart, David Stingley, Dan Swanson, Nguyen Vo, Nittooli Wilkins, Samuel Wondimu
A LETTER FROM

ESTHER AND RICK

Dear Friends of The Fort,

It was a year to remember, as 2019 marked our 18th year of service to the community, and was filled with many accomplishments and milestones. We could never have imagined the journey we took this past year in ensuring The Fort’s future for generations to come. Every action performed stayed true to three underlying themes: CARING, COMMITMENT, COMMUNITY.

We are very grateful to the Minneapolis Park & Recreation Board (MPRB) for renewing our lease for two additional 10-year terms. The renewal stamps our COMMITMENT in collaboration with MPRB to further our goals working with youth of under-resourced backgrounds in the Minneapolis area, and across the Twin Cities, through our TennisWorks program. Consistent with our TennisWorks Fort Five core values, we connect youth to CARING adults and provide opportunities for them to develop life skills, realize their full potential, and positively impact their own future and the well-being of our community.

We are proud to report significant progress made with our TennisWorks goals this past year including:

- Increasing student retention from 55% to 74%
- Implementing a comprehensive assessment tool for social-emotional learning skills to supplement our existing evaluation methods
- Successfully expanding programming with our core partner schools
- Fully integrating TennisWorks Fort Five core values in our minimum operating standards, curriculum design and volunteer trainings

We have heard time and again from our patrons that the Fred Wells Tennis & Education Center is not a typical club, but rather a place where people commune for a good game of tennis, while hanging out with friends, sharing good laughs and celebrating festivities together. Living the vision of our founder, Fred Wells, our COMMITMENT to providing affordable tennis to people of all ages, abilities and backgrounds fosters a sense of COMMUNITY. The Fort is a place many affectionately refer to as their “Tennis Home.”

Our COMMITMENT to programming excellence – whether it is our youngest Ultra Stars or our Competitive Pathway juniors, our Adult and Senior drills or our Women’s Day League program - is supported by our strong participation and retention numbers. We take great CARE in providing an inclusive and fun environment, while getting to know each player and delivering tailored and informed instruction to help individuals develop their skills and find joy through the game of tennis.

The deep value of COMMUNITY brought people together at many events throughout the year including the walkway ribbon-cutting ceremony, our inaugural fundraising luncheon, the end-of-summer picnic, the red ball social tournament, the front dome grand opening in September and our first-ever Gala in October. More than 700 donors invested in our Annual Fund and Capital Campaign effort; a 133% growth over the last three years. The collective support from our donors and foundation partners through grants and fundraising allow us to grow and expand our programs, operate with exceptional staff, and maintain quality infrastructure and financial stability.

We are extremely grateful to our Fort community. They CARE deeply for our staff and the work we do to serve youth from under-represented communities through the powerful combination of tennis and life skill development.

Your COMMITMENT and CARE deepen the spirit of our COMMUNITY. Thank you!

Esther Tsai
Executive Director

Rick Rinkoff
Board President
A Year to Remember

Gala

Bubble Opening & Ribbon Cutting

Luncheon

Photos courtesy of Yi Vang
Summer Picnic

Photos courtesy of Yi Vang

ProAm

Red Ball

Photos courtesy of Yi Vang
TennisWorks

Athletic participation has a favorable influence on academic achievement, psychological well-being, and physical health. Unfortunately, income is the number one indicator of participation, and youth from the lowest income homes are half as likely to play sports than their peers in homes with annual incomes of $100,000 or more. The Fred Wells Tennis and Education Center was built to address this opportunity gap and serve under-represented youth through the powerful combination of tennis and social-emotional skill development.

Our free TennisWorks program serves youth in grades 3-12 primarily through school and community partnerships. More than 90% of youth in our school programs are eligible for the free or reduced lunch program and more than 90% identify as youth of color. At the core of our programs is our deep commitment to provide a safe, supportive environment with caring adults that reinforce our Fort Five program values of Safety, Respect, Commitment, Integrity, and Kindness. Through trusting relationships and our foundational core values, we guide youth in learning a new sport and developing key social and emotional skills in self-management, self-awareness, social awareness, relationship skills, and responsible decision-making.

- Melanie, TennisWorks Participant

More than 1,000 registrations.

97% of students surveyed reported having a trusting relationship with an adult through TennisWorks.

74% of the students in the Fall 2019 school programs were returning participants from Spring 2019.

A new Fearlessly GiRL middle school program was successfully launched.

New middle school program with Folwell Performing Arts Magnet School was added.

Record attendance at Fort First Friday events, including 110 in November.

We awarded 30 scholarships to Fort Summer Camp to after-school participants with free transportation provided to and from their homes.

“Tennis at first was really challenging for me, but the coaches and my friends made it really fun to play and helped me improve my game. Tennis has helped me find out more about myself, and I enjoy playing the sport.”

- Melanie, TennisWorks Participant
Embracing the life-long aspect of tennis, The Fred Wells Tennis & Education Center is home to a robust community of players from age 5 to 95 who participate in a range of offerings from group classes, drills, in-house and travel tennis leagues, and regular court time with their friends. Thanks to generous Capital Campaign donors in 2019, we were able to add an additional court, enabling us to better support our ever-increasing demands for court time.

A typical day consists of permanent court time and senior play in the mornings highlighted by the long-time early bird tennis group organized by Jim Nichols, women’s daytime league play and an assortment of adult drills in the mid-day, TennisWorks programming after-school, and extensive junior and adult programs in the evenings.

Each year, The Fort also proudly hosts a variety of events to engage and support our broader tennis community...

- Minnesota Tennis Teachers Conference
- High School and College Practices
- Special Olympics Area Games
- Courage Kenny Wheelchair Tennis
- USTA leagues and tournaments
- Senior Tennis Players Club

"USTA Northern has maintained a valued partnership with our friends at the Fort since its initial grand opening. The Fort not only provides a sense of belonging to all the players who call it home, it offers a welcoming space for newcomers to the game and much-needed event space for some of our section's most important gatherings."

- Becky Cantellano, USTA Northern Executive Director & CEO
The vision of our founder, Fred Wells, is to provide seniors with affordable access to our tennis facility. Today, the Fred Wells Tennis & Education Center (The Fort) is a home to hundreds of seniors who embrace tennis as a life-long sport for wellness and health. In the spirit of our visionary founder, The Fort is proud to honor our deserving seniors with our annual Legends of The Fort award. The Legends of The Fort award is a distinction bestowed upon seniors who have demonstrated a long passion for tennis, and who have engaged the Fort community with their enthusiasm, volunteer service and commitment to the Fred Wells Tennis & Education Center.

Walt & Ginger Bailey
Walt and Ginger Bailey have been familiar faces at The Fort for nearly its entire existence. Long-time Lilydale Club players, the Baileys began playing at The Fort when Lilydale closed its doors in the early 2000s. Ginger has played in womens’ day leagues, drills, and belongs to several networks of Fort patrons friendly tennis groups. Her enjoyment of the game is easy to see. Walt also plays in many circles, and has been a part of Fort drills in the past. A close confidant of one of the Fort’s first Legends Jim Dixon, the two have shared many great times on and off the tennis courts throughout the years.

Dale Borgeson
Dale Borgeson has been playing tennis for nearly 60 years, the last thirty of those with the same group. Dale has been a dedicated patron of The Fort since 2011, still playing 2-3 times per week. Even when Dale was sidelined with an injury that limited his mobility, he would still come to watch his long-time tennis friends play during their permanent court-time. Dale is also an enthusiastic supporter of our TennisWorks program, always attending fundraising events and making sure he wins the bid on at least one auction item! When Dale is not at The Fort spreading his positivity, he can be found singing to seniors in assisted living homes or fulfilling his role as Senior Vice Commander of The Aquatennial.

Bill Cosgrove
Bill Cosgrove, or COZ, as he was affectionately referred to by his tennis buddies, was a longtime friend and supporter of The Fort. Bill held permanent court time twice a week for many years and enjoyed visiting with friends in the lobby after their matches. Bill loved to engage young people about their academic pursuits and dreams, so he very much appreciated The Fort’s TennisWorks program and the under-resourced youth it served. Bill had many interests and talents; besides being a nationally ranked tennis player, he was a published author, avid tomato grower, origami maker and insistent do-it-yourselfer. Shortly before his passing, Bill started giving to the Fortify our Future Capital Campaign and was excited about the future of The Fort. After Bill’s passing, his family graciously honored his love of tennis by creating the Bill Cosgrove TennisWorks Scholarship Fund. Bill’s memory and love of tennis will be honored for a long time to come each time a new young player is introduced to the game he found so much joy in playing.
Financials
Ending December 31, 2019

Revenues & Other Support without Donor Restrictions
Program Revenues
Support
Other Support

Net assets released from restrictions
Restrictions satisfied by payments or time

Total Revenues and Other Support without Donor Restrictions

Statement of Financial Position
Total Assets
Total Liabilities
Total Net Assets

Statement of Cash Flows
Cash at Beginning of Year
Cash at End of Year

2019
$1,694,393
294,924
58,810
446,187
2,494,314

2018
$1,561,740
233,826
47,970
492,424
3,233,960

Program Services: 75%
Management & General: 14%
Fundraising (includes Capital Campaign): 11%


**Foundation Support**

$65,000  Isora Foundation  
$50,000  Wells Family Fund  
of Minneapolis  
Foundation  

$30,000  Otto Bremer  
$28,500  USTA Foundation  
$27,051  USTA Northern  
$19,248  YouthPrize  
$10,000  Shielding Arms  
Foundation  

$10,000  USTA National  
Foundation  

$5,000  Richard M. Schulze  
Family Foundation  

$2,000  Friends of the St. Paul Library  

---

**General Support**

$65,000  Tom & Michele Mingo  

$25,000  Thomas & Michelle Bradley  
Rick Rinkoff  
& Julia Ferguson  
Santosh & Ruth Krishnan  

$10,000 - $24,999  
Anonymous Household  
Andrea Boado & Mike Ille  
Josh & Tisha Colton  
Terry & Darren Jackson  
Gloria Kumagai  

$5,000 - $9,999  
Nancy & Dom DiRienzo  
Visalia & Joe Goswitz  
Janet & Phil Hallaway  
Brian & Kathryn Hanley  
Ann Hathaway  
Peggy & Jeff Klune  
Ronald London  
Molly & Tom Peterson  
Quest Philanthropic Fund  
The Rapids Fund  
Ken, Sadie, Lee & Taylor Reiners  
Sarah & Mark Tweddle  

$2,500 - $4,999  
Anonymous Household*  
Virginia & Walter Bailey  
The Curtis L. Carlson  
Family Foundation  
Philippe & Jeni Duijere*  
Amber & Ryan Ellingson  
David Francini  
Richard C. & Britt L. Gage  
Family Foundation  
Catherine Harvanko  
Karen Hoffman*  
Dan & Liz Lee  
Kathy Loeffler & Jeff Nelson  
Jean & Arnold London  
Keith & Kathleen Mansfield  
John & Kristin Tengwall  
Dr. Albert & Esther Tsai*  
Jim Vaughan*  

$1,000 - $2,499  
John Ahern*  
Charlie & Ginger Alden  
Eric & Susan Allen  
Anonymous Household*  
AsseHtR  
Dale Borseng*  
Cynthia Brown  
Tom & Janine Braman  
BraveNorth Technology  

Nancy Brown*  
Dr. and Mrs. Chris Coetzee*  
Laura & John Dale*  
Nancy Doyle*  
Marti & Ryan Estey  
Faegre Baker Daniels*  
Jack & Madeline Foss*  
Michael & Cindy Harridge  
Dave Hill & Martha Cooper  
Marcel Hungs &  
Claudia Gumbiner  
ICS Consulting, Inc.  
Donna Jensen  
Britta Koch  
Luís Enrique Laguna  
Nianlong Liu &  
Xingzhou Zhou  
Jamie Lukhart Hobbs &  
Stacie Hobbs  
Bill Luna*  
Rose Luna  
Diane & Bruce Meyers*  
Chris & Patrick Murray  
Lisa & Andrew Mushett*  
Susie Neet*  
Jim Nichols  
Carl & Peggy Reichert  
John Raedler  
Roshan & Jen Rajakumar  
Katie Resch & Frank Zink  
Christine Salmen  
David Schultz*  
Tina Seidenfeld*  
Senior Tennis Players Club*  
Thrivent Financial  
Dan & Judy Tiltcomb  
Boy & Betty Toy  
Debby Treidler  
Jessica & Johanne Tschida  
Megan Tucci  
John Tuttle  
Mary Kay Unness*  
David Vanney &  
Cathy Ruther*  
Stephen Warch &  
Alexandra Klass  
Margot Willett & Bob Miller  

$250 - $999  
GM Gifts  
Dana & Marcie Allen  
AmazonSmile  
Chris Anderson  
Jessica Applegbaum &  
Viet Pham  
Ruben Avilez  
John & Mary Bachhuber  
Robert Bigietti  
David Baumgardner  
Tom & Becky Berkas  
Simona Bemker*  
James Bernards  
Bob Beverage  
Andrea Birkeland  
George & Charlotte  
Bonnweil  
Teresa Borzick  
Susan Burger  
Philippe & Cheryl Carlson  
John Carnahan &  
Leslie Yoder  
Michelle Caufield  
Hyung Choi  
Steve & Angela Commers  
Shannon Cosgrove-Rucker  
Robin Coverdale*  
Alan & Robert Crow  
Melissa & Ryan Dalum*  
Jeffrey Devens  
Benita & Rick Dieperink  
Pam Dillworth &  
Cynthia Levine  
Andy Dizon  

Barry & Cathy Dobson*  
Diane Snodgrass*  
Bob & Connie Stoy  
Diane & Bob Stupka*  
Deni Svendsen  
Vivien Talghader  
Thomson Reuters  
Stacy & Troy Tonnessen  
Yi Yang*  
John Vaughan  
Anthony Vavoulis  
Kevin Vesselinov  
Larry & Dawn Voelkers  
Volkswagen of Inver Grove  
Anders Wahlander  
Jon Wallace  
Joe & Cindy Walz  
DJ Warden  
Jeremy & Carrie Webb  
Eric & Emily Weisser  
Karen Wells  
Jamee Whaley*  
Hilarion [LariK] Woronzoff  

Up to $2500  
Mark James Andersen  
Olm & Marjorie Anderson  
Greg Anderson  
John & Judith Anderson  
Krista Anderson  
Steve Anderson  
Anonymous  
Anne Aronson  
Mary Almoro &  
Thomas Baldwin*  
Monica Atneosen  
Jane Austin  
AWE, Inc.  
Marcia & Bill Bach  
Joachim & Juli Baeker  
Heidi Bailey  
Ally Baker  
Bancroft Elementary  
School  
Larry Baran  
Tyler Bates  
John Becker  
Keith Becker  
Brad Bellows*  
Doug Bensong  
Sarah Berhow  
Nate Berks  
Ryan & Marideth Berks  
Kathy Bynon  
Michelle  
Blomberg  
Sue Book  
Betsy Branan  
Claudia Bredemus  
Leslie Broerman  
Richard & Susan Buckles  
Larry & Julie Burgart  
Timothy Burke  
Jim Butala  
Rosenne & David Byrne*  
Becky & Aldo Cantellano  
Tere Carlisano  
Douglas Carnival  
Jr./Keith & Cheryl  
John & Pam Chandler  
Sheila Chayer  
Joan Cochran & Matt Crellin  
Julie Colehus  
Lisa Cohen  
Dan Collins  
Bill & Margaret Cosgrove  
Jr. & Cheryl  
Mary Coyne  
Carol Culligan  
Elizabeth Culligan  
David-Debays-Meyers  
Craig Davis  
John DeHarpporte  
Larry Delwo  
Jim & Gail Dixon*  
Ellen Dell  
Dave Doherty  
David & Rachael Donovan  
Mark Duthoy  
Pat & Kate Egan  
Jeanne Elert  
Steven Erickson  
Terese Erickson  
Jon & Elyse Famsworth  
Shawn Dzung  
Jason Faul  
Laura & William Fedock  
Bruce Field*  
Paul Finkelstein  
Molly Fischer  
Michael Franklin  
Brent & Allison Frederickson  
Brett & Steve Fridinger  
Scott & Euni Froehlich  
Maegan Gad & Sunderson  
Bridget Garvey  
Mark & Bonnie Genereux  
Dawn Georgieff  
Maureen Georgiou  
Leah Geisinger  
Ann Gilbert  
Tom Ginther  
Enka Graham  
Jorge Granja  
Cecilia Grass-Neary  
Sue & Ilja Gregor  
James & Elizabeth Grimmer  
Brian Grossman  
Jason & Nicole Grosz  
Denise Grubbs  
Cynthia Hansson  
Scott & Mary Hartley  
Misty Hathaway  
Amy Hayden  
John Heidtke  
Jennifer & Mike Heitzman  
Joanne Helgeson  
Mary Henseler  
Amanda Hiatt  
William Hocking*  
Ardie & Edwin Hollebeck  
James & Pamela Holm  
Susan Homeyer  
John Hopkins  
Mark & Julie Hunt  
Sandra Hyams  
Danny Ikenaga  
Maya Iginla  
Margaret & Jon Isom  
Balkrishna Jahagirdar  
John Jerhoff  
Kathleen Johnson  
Mike Jones  
Joe Joran  
Mark Kahn  
Tom & Mary Kelly  
Jan Kentala  
Thomas King  
Jackie Kirk  
Janie & Orrin Kirschenbaum  
Nancy & Dan Klausner  
Frank & Joanne Klein  
Rogger Kleppe  
Julie Konop  
Cynthia Kozlowski  
Lori Kuykendall  
Brandon Kuether  
Brandon Kurilla  
Bea Langford  
Shawn Lepke  
Rachel LaTour  
Kelly Laughton  
Nicole LaVo  
Nancy & Mark Lawrence  
Tony Leonard  
Frank & Kathy Leslie
Caring

Commitment

Community