# The Fort

Fred Wells **Tennis & Education** Center

# Annual Report
## 2015–2016

# Mission

To engage our tennis community
to inspire youth to thrive
**on the court**,
**in the classroom**, and
**in the community**.

# Staff

**Esther Tsai** Executive Director
**Robin Coverdale** Director of Tennis
**Kelley Nelson** Director of Education & Partnership
**Reid Olsen** Director of Operations
**Clay Sollenberger** Junior Program Director
**Richard Buckles** Accounting Associate
**Dan Swanson** Stringing & Facility Manager
**Brad Ferg** Front Desk Associate
**Brian Grossman** Front Desk Associate
**Jackson Buchanan** Facility Associate
**Alexa Lehman** Education Coordinator
**Kyle Allums** Education Coordinator
**Johnny Yang** Education Coordinator
**Judy Long** TW Stars Coordinator, Tennis Instructor
**David Stingley** Tennis Instructor, Front Desk Associate
**Nguyen Vo** Lead Tennis Instructor
**Craig Gordon** Lead Tennis Instructor
**Viet Pham** Tennis Instructor
**Chi Pham** Tennis Instructor
**Nitooli Wilkins** Tennis Instructor
**Michael Lunka** Tennis Instructor
**Christian Maki** Tennis Instructor
**Luke Elifson** Tennis Instructor
**David Yaganita** Tennis Instructor

# Board

**Larry Voelkers** Board President (2015–16)
**Rick Rinkoff** Board President (2017)

**John Ahern**
**Melissa Dalum**
**Visala Goswitz**
**Sue Gregor**
**Thomas Judd**
**Keith Radtke**
**Marc Stingley**
**Jim Vaughan**

# Partners

Macalester College
Anderson United K–8 School
Folwell Elementary School
Minneapolis Public Schools
Sullivan Communications Pre-K–8
College Prep Elementary K–5
Maxfield Elementary School
Urban Academy
Brian Coyle Center
Sanneh Foundation Conway
Rondo Freedom School
Gustavus Adolphus College
St Paul Urban Tennis
InnerCity Tennis

# Dear Friends,

**2015 and 2016 were years of growth, change, and accomplishment at The Fort.** Every change and accomplishment allowed our organization, staff, volunteers, and patrons the opportunity to further our mission to serve the tennis community and kids in the Twin Cities.

Thank you for helping us to be an important resource for adults and kids in our community! With your support we reached important milestones in 2015–2016:

**We recognized important opportunities to improve our facility for the future.** So much work has gone into updating and implementing robust policies for The Fort's management and governance. Ensuring that we are a mission-focused and financially-sound nonprofit is core to our growth and ability to serve communities.

**We provided more than 3,500 tennis experiences** to children in inner city Minneapolis and St. Paul schools and communities through our premier education programming, TennisWorks.

**We welcomed new members to our Legends of The Fort community** at the 2016 Pro-Am: Doug Benson, Jim Nichols, Ruby Rott, Jim Dixon, and Ric Yates. This distinction is bestowed on FWTEC seniors who have demonstrated a lifelong passion for tennis, and who have engaged The Fort community with their enthusiasm, volunteer service, and commitment to FWTEC.

**We were twice-named a USTA Northern Premier Provider.** This designation recognizes tennis facilities that go above and beyond offering tennis programming in their community.

**Our 2016 Pro-Am raised more than $12,000** during our Fund-A-Need for transportation funds, enabling kids from Anderson School in Minneapolis to travel to The Fort for our after-school education program, TennisWorks.

**We welcomed new leadership.** Esther Tsai, our Interim Executive Director and a former board member, has introduced new ways to manage and maintain The Fort's finances, facilities, and growth.

The future is equally bright. It is time to update and refurbish our facilities, and we will soon introduce and embark on a Capital Campaign to support our expanding programs and patron memberships, as well as to ensure the long-term mission of our tennis home is as viable in 15 years as it has been for the last 15. We hope you will particpate in this important part of our future!

**Thank you for your friendship, and continued support of our mission.**

Best regards,

**Larry Voelkers** Board President

**Esther Tsai** Executive Director

# On the Court

At Fred Wells, the last two years have brought some of the best Minnesota juniors, seniors and everyone in-between to our courts.

We are proud to house one of the largest, most competitive and most affordable Twin Cities junior tennis programs around. We create competitors but our real goal is to create holistic players for whom tennis is more than a sport, it's a way of life. From first-time tennis players to high-performance juniors to the state's tennis elite, we've got classes for everyone at The Fort, and they're led by some of the junior tennis instructors in Minnesota. And true to our mission of making tennis accessible to everyone, we offer scholarships to junior players who qualify. For us, tennis is a life-long sport.

And it shows. Whether you stop by to watch our women's daytime league or join us for a men's clinic, everyone in-between means adults who enjoy the sport of tennis to enrich their health, their community, and their friendships in the Twin Cities. Our patrons support our community, our outreach programs and bring their energy and enthusiasm to life on and off the court at Fred Wells.

True to that mission, our seniors are second to none. Join us any morning to watch a healthy group of players who defy the notion that sport has a time limit or that sportsmanship only exists on the court. Our Legends of the Fort Award continues to honor the spirit of our Fred Wells Seniors who play, volunteer and make our community healthy, happy and stronger for their presence.

# Junior Program
served more than

**2,250** **Twin Cities youth** in 2016.

# Scholarships
enabled **22** **players** to participate in spite of finanical limitations.

## Summer Camp

Our Summer Camp for juniors continues to grow. It more than doubled participation from 2015 to 2016, serving up tennis success to more than 120 kids for the summer months!

# In the Classroom

TennisWorks is the youth development continuum at the heart of our mission of inspiring youth to thrive on and off the court. Every membership, every court that's used at Fred Wells helps support our educational programs so we are ***all*** giving back every time we play. This year we served more than 3,500 students and our goals are to continue to build a program that helps transform kid's lives through tennis.

TennisWorks partners with schools around the Twin Cities to offer 3rd–12th grade students a chance to learn tennis with an intentional focus on involving students from under-resourced communities. Whether it's through a midday field trip to The Fort or a class in their school's gym, students who participate in TennisWorks, learn the sport of tennis, reflect on and practice life skills like teamwork and perseverance, and receive personalized support around goal-setting, academics, and career readiness.

It's more than just tennis though. Fort First Fridays give teens a place to play, eat and gather for fun in a safe and accepting atmosphere. Our Youth Advisory Board meets and plans volunteer activities that help the Fred Wells community and offer its teens opportunities to learn and grow as volunteers.

# TennisWorks Program

brought tennis instruction, life-skills education, and academic support to **3,500** **students,** primarily youth from under-resourced communities.

# In the Community

Since we opened our doors in 2002, Fred Wells has increased and refined our tennis, education, and facility offerings. In both 2015 and 2016, Fred Wells received one of the most important accolades the United States Tennis Association (USTA) can bestow when the center was named a Premier Provider. This designation means that Fred Wells provides a great environment for tennis, play days for kids, tennis festivals and playing events, Junior Team Tennis, junior and adults tournaments, and a whole lot of other programs that help everyone with a racquet and a tennis ball be part of the tennis community, no matter how long or little they have played.

Now in our 15th year, we continue to grow and refine our programs to meet needs for youth, adults and seniors who make up every part of our community and plan to start needed upgrades for our domes and other aspects of the Fred Wells Center. We know our community will step forward to help us achieve these goals and to continue to support our mission as we embark on a capital campaign to Serve Up Success for the future.

# Adult Programs

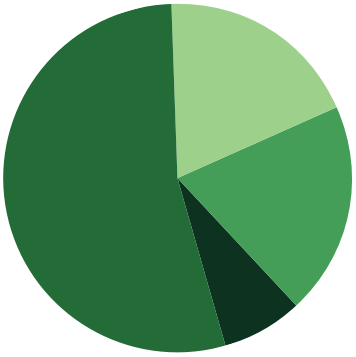
(drills, clinics, in-house and city-wide leagues)

served more than **1,100.**

# Financials ending December 31

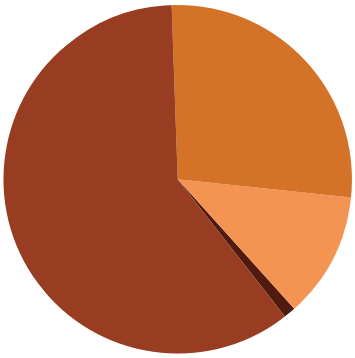
## 2016

### Revenues



- **Programs (Junior & Adult):** 54%
- **Fundraising & Contributions:** 19%
- **Court Time:** 19.6%
- **Other Income:** 7.4%

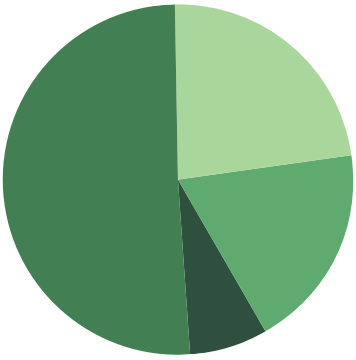
### Expenses



- **Program Services:** 60.1%
- **Operations:** 27.3%
- **Admin & MGMT:** 11.7%
- **Fundraising:** 0.9%

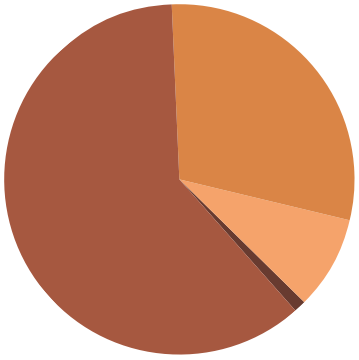
## 2015

### Revenues



- **Programs (Junior & Adult):** 51%
- **Fundraising & Contributions:** 23%
- **Court Time:** 18.9%
- **Other Income:** 7.1%

### Expenses



- **Program Services:** 61%
- **Operations:** 29.3%
- **Admin & MGMT:** 8.8%
- **Fundraising:** 0.9%

# Balance Sheet

| Unrestricted Revenues & Other Support | 2016 | 2015 |
|---|---|---|
| Program Revenues | 1,236,124 | 1,054,483 |
| Support | 206,024 | 292,677 |
| Other Support | 17,597 | 47,486 |
| Expenses | 1,597,628 | 1,501,379 |
| Unrestricted Net Assets (Decrease) | (69,645) | (78,733) |

## Statement of Financial Position

| | | |
|---|---|---|
| Total Assets | 2,963,562 | 2,973,144 |
| Total Liabilities | 187,587 | 165,481 |
| Total Net Assets | 2,775,975 | 2,807,663 |

## Statement of Cash Flows

| | | |
|---|---|---|
| Cash & Cash Equivalent at Year Start | 350,964 | 240,176 |
| Cash & Cash Equivalent at Year End | 413,996 | 350,964 |

# Our Donors

### $3,000+
Rick Rinkoff & Julia Ferguson
Tom & Michelle Mingo

### $1,000–$2,500
Jessica Applebaum & Viet Pham
Colton Family
DiGidio's Italian Restaurant
Philippe & Jennifer Duliere
Visala Goswitz
Gretchen & Jackie Jensen
Jackie Kirk
Jeff & Peggy Kline
Brent & Deb Lawrence
Bill Lunka
Molly Peterson
Katie Resch
Calvin & Kristin Robertson
Teresa Sajevic
Albert & Esther Tsai
Dawn & Larry Voelkers

### $500–$999
Anonymous
Lisa Cohen
Robin Coverdale
Dwight Dahlen
Jay & Rebecca Debertin
Mark Duthoy
Heather Fernandez
Jeff & Lucy Heegard
Santosh Krishnan
Nancy Lawrence
Jamie Lukehart
Maggie Madden
Alex Moore
Nancy Nelson
Matt & Kelley Nelson
Elyse Rabinowitz & Jim Porter
Catherine Ruther & Dave Vanney
Ouliana Ryan

### $100–$499
Anonymous
Mary Atmore
Lani & Mari Bennett
Berg
Robert Beverage
Andrea & Robert Birkeland
Niklas Birkeland
Nancy Brown
Susan Burger
Rosanne Byrne
Becky & Aldo Cantellano
Annette Cunningham
James Drahos
Luke Elifson
Carlos Espinoza
Suzanne H
Cindy Hames
Monica & Tom Hangge
Cindy Harriage
Ann Hathaway
Elizabeth & KC Kauth
Gretchen Koehn
Sharon Larkins
Dan & Liz Lee
Juleanne Long
Bruce & Diane Meyers
Sonali Meyers
Reid & Aubrey Olsen
Cathy Ruther
Christine Salmen
Martha & Stuart Schmitz
Tony Stingley
Dan & Jamie Swanson
Mary Kay Ulness
Jon Wallace
Terry Willems
Anne Wittenberg

### Up to $100
Anonymous
Bonnie Alton
Jane Austin
Heidi Bailey
Walt & Ginger Baily
Emi Bennett
George Bonniwell
Marla Borer
Jim Butala
Joan Cahill
Patti Campbell
Michelle Crain
Janis & Ken Cram
Carol Culligan
Melissa Dalum
Lisa Dick-Hulteen
Jim Dixon
Andy Dixon
Deb Frishberg
Karen Gjerstad
Craig Gordon
Anita Goulette
Otto Grosse
Cathy Guckeen
Charlotte Hanley-Jacobson
Sally Hart
William Hocking
Donald Howard
Sarah Kempainen
Nancy Klausner
Linda Langeness
Gwen Lencowski
Mike Lettmann
Mike Lorentz
Sandy Lowenstein
Christian Maki
Tom & Fran Mankowski
Mary Ann Montgomery
Andrew Montgomery
Lisa Mung Adelan
Megan Murphy
Deane Neeley
Judy Nelson
Jane Newman
Jim Nichols
Steve Nyman
Skip Pederson
Chi Pham
Martin Plitnick
Cheryl Rackner
Ruby Rott
Alan Ruvelson
Donna Salmi
Daniel Shannon
Kathy Smith
Diane Snodgrass
Clay Sollenberger
Peggy Stang
David Stingley
Amy Strabala
Diane Stupka
Vivian Talghader
Megan Tucci
Nina Tuttle
Patricia Undlin
Joey Utvick
Cynthia Walz
Jennifer Weichert
Margot Willett
Bruce Wilson
Anthony Woolley
Gary Yanagita
Johnny Yang
Ric Yates

### In-Kind Gifts
Aurthur Murray Dance Company
Babalot
Café Latte
Dick's Sporting Goods
DiGidio's Italian Restaurant
Great Harvest Bread
Guthrie Theater
Haskell's Wine & Spirits
Lori Huberty
Minnesota Science Museum
Minnesota Timberwolves
Minnesota Vikings
Mississippi Market
Nancy Nelson
Park Tavern Bowling & Entertainment
St. Paul Saints
Stepping Stone Theatre
Tennis on Selby
Three Rivers Parks
Tom and Michelle Mingo
USTA Northern

### Foundations & Trusts
Isora Foundation
Otto Bremer
USTA Foundation
USTA Northern
USTA/Youthprise
Wells Family Trust Foundation
Youthprise