

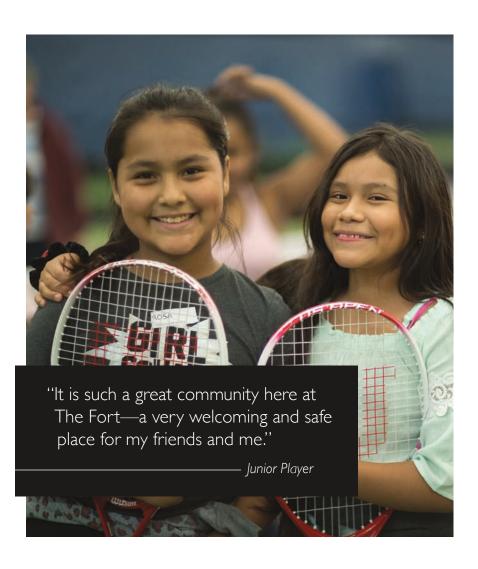


Our Mission

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.

"The staff takes great pride in developing and maintaining a 'community' around tennis that you really cannot find anywhere else."

Adult Player, Donor



Our Board

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Brian Grossman

Aaron Holland Kaitlin King Judy Long Mike Lunka Christian Maki Ricky Moua Lisa Mushett Christine Nickels Zekeria Nigatu

Reid Olsen Viet Pham Clay Sollenberger David Stingley Dan Swanson Esther Tsai Nguyen Vo Niltooli Wilkins David Yanagita



Dear Friends of the Fort,

The year 2018 was one of many accomplishments and celebrations here at The Fort! In addition, we shared the many impending needs to help "FORTify the Future" of The Fort, and in turn, received a tremendous response from the community. That acknowledgement and support tells us that you, our beloved patrons, believe we are doing the right things in delivering our mission of bringing 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. Some of our proudest moments in 2018 included:

- Being one of only 21 entities nationwide, and the only tennis organization, named a **Project Play Champion** by The Aspen Institute in Washington DC. To be a Project Play Champion, organizations must take new, meaningful and specific actions to grow sports participation with a shared goal of making sports accessible to all kids, regardless of zip code or ability.
- Kicking off our \$1.7 million Capital Campaign.
- Increasing the number of donors who support The Fort by **74%**.

- Expanding our financial support through a number of **new grants**.
- Retaining and growing our TennisWorks participation at a steady pace.
- Adding seven new adult and junior tennis programs to our already robust menu of options.
- Celebrating junior player **Deepti Pillai's** accomplishment winning the USTA Foundation NJTL **Essay Contest** for her division in the Northern Section.

We are so proud of all that we achieved in 2018, but we cannot rest on our laurels as 2019 proves to be the most crucial year yet for the future of The Fort, especially regarding the Capital Campaign. In January, we celebrated the completion of Phase I with a ribbon cutting ceremony marking the opening of our new walkway between the front and back bubbles in anticipation of Phase II.

In mid-May, we will be taking down our front bubble, resurfacing the front courts, removing the 60-foot mini court and adding an additional 78-foot court. The new court will add an additional 5,400 hours of court time annually, creating more play opportunities for adults, juniors and seniors! In the fall, we will put up a new bubble in the front with improved LED lighting and energy efficient air conditioning and other important safety enhancements! You will notice an improved playing experience immediately once stepping on the courts.

Then in 2020, we expect to replace the back bubble, offering the same features as the front, as well as upgrading the parking lot with 28 additional spots, improved lighting and better security.

You can feel the excitement within the facility, as we are over one-third of the way to our \$1.7 million goal. With that said, we are still fundraising and need your support! Would you like a court named after you or your corporation? Maybe a courtside bench? Something else? Come talk to us about the many corporate and individual opportunities, as well as sponsorship packages available to support the Capital Campaign or visit www.fwtec.org/capital-campaign.

Thank you for sharing your time, talent and treasure as we "FORTify Our Future" to ensure the Fred Wells Tennis and Education Center remains a state-of-the-art facility!

With gratitude,

Esther Tsai '
Executive Director





Ruhard J Runkoff
Rick Rinkoff
Board President

Capital Campaign Co-Chair



"After five years of planning, and a year of construction, my dad was finally able to open the tennis center in 2002. Sadly, he passed away three years after its opening.

It was his vision to make the game of tennis available to everyone regardless of age, backgrounds and resources. If he had been able to attend the opening event of the new walkway, he would have been so thrilled to see what an amazing place the tennis center has become today.

Due to the hard work of many who embraced his vision, the programs offered by the tennis center today are recognized nationally for the important impact they have within the communities they serve.

On behalf of the Wells family, I would like to extend our congratulations and gratitude."

Wendy Wells, Daughter of Fred Wells, Trustee of Isora Wells Foundation

FORTify Our Future Capital Campaign

Since 2002, and before Facebook, Instagram and Twitter, the Fred Wells Tennis and Education Center has been the social network of the local tennis community as we have practiced, played, lived, loved and cared about tennis, the community and one another. Now, The Fort needs our help, as our current domes have reached the end of their functional life.

After much preparation, we kicked off the \$1.7 million Fortify Our Future Capital Campaign to the public in December in order to finance the required capital improvements needed for the Fred Wells Tennis and Education Center to renew its lease with the Minneapolis Park and Recreation Board. Included in the project is replacing its two tennis domes, resurfacing and adding a ninth court, installing air conditioning and new lighting in both domes, expanding the parking facilities and constructing a new walkway and entry point between the front and back domes.

In mid-January, we celebrated the completion of Phase I for the campaign with a ribbon cutting ceremony marking the grand opening of the new walkway and entry point between the two bubbles. This space also houses court-accessible drinking fountains, an equipment storage room, a mop sink, and eventually, will boast our Capital Campaign donor recognition wall at the conclusion of the project.

"This milestone marks the overall growth and achievements of The Fort the past 17 years," Esther Tsai, Fred Wells Tennis and Education Center Executive Director, said. "We are very grateful to all of our patrons and the tennis community for their many years of support, as well as offer our heartfelt gratitude to the Wells family for trusting us with Fred Wells' legacy. All of these improvements are necessary to renew our partnership with the Minneapolis Park and Recreation Board and to facilitate program growth."

For more information about the Fred Wells Tennis and Education Center's FORTify Our Future Capital Campaign, including renderings of the front dome, or to donate, please visit **www.fwtec.org/capital-campaign**, or contact Lisa Mushett at lisa@fwtec.org, (612) 252-8367 ext. 109.





"The reason we gave to The Fort is because in this day and age physical community is hard to come by. The Fort is more than a place to play tennis. It is a caring, supportive and friendly community. It services disadvantaged youth, as well as the general population young and old. The staff is top notch, friendly and works with its members. It is a special place and we wanted to make sure it was around for years to come."

Tom & Deborah Frishberg, Supporters, Long-Time Patrons, and Volunteers



"I took up tennis at The Fort after undergoing major surgery and retiring. Since then, the enthusiastic team at The Fort has provided me with a weekly source of fun, exercise, and learning. My hope is that more people can experience the many benefits of The Fort. That's why I support them financially."

Phil Hallaway, Supporter and Patron -

"As a tennis player and educator, it was easy to decide to support The Fort and Capital Campaign. The Fort's focus on youth development through tennis teaches them skills that can be used both on and off the court. The Capital Campaign will ensure that needed upgrades will be made to continue this important work."

Gloria Kumagai, Supporter and Tennis Enthusiast



Tennis Works

"Fred Wells Tennis and Education Center is an example of how the USTA Foundation mission comes to life: providing quality tennis and education programming that impacts the lives of underserved youth in a community. Fred Wells has achieved the highest National Junior Tennis and Learning (NJTL) star-level rating recognized by the USTA Foundation, a designation achieved by only 10% of our NJTL chapters."

Dan Faber, USTA Foundation Executive Director

"FWTEC's dedication and generosity to our after-school program has been deeply felt for many years within Folwell. They have provided our students with a unique, fun experience to try a lifelong sport, along with the inspiration to live an active lifestyle. Their coaches have been vital members of our after-school community and have fostered a strong sense of teamwork and team identity among their members. It always brings a smile to my face when I peek in on a practice and see our students having fun and trying something new!

Alicia Robey, Folwell Performing Arts Community School Coordinator



TennisWorks Volunteers

Greg Anderson
Ed Backstrom
Doug Benson
Brandt Berube
Sameer Bijwadia
Dan Collins
Paul Dalton
Evan Fraser
Deb Frishberg

Arjun Goswitz John Hastreiter Elizabeth Kauth

Karen Gjerstad

Ruth Krishnan

Santosh Krishnan

Nancy Lawrence Pablo Levi

Liam Lynch

Eric Peterson Molly Peterson

Elyse Rabinowitz

Katrina Reba

Adam Seifert

Mary Seifert

Luka Shaker-Check

Meg Townsend-Washenberger

Jasmine Ulven

Jim Vaughan

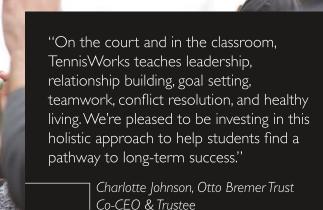
Gavin Webb

Mel Yasis

Sophie Youngdahl

"The Fred Wells Tennis & Education Center has been a huge success for our students at Urban Academy. It has built their skill levels in team building, physical fitness and academic achievements. They also are getting tennis lessons that they would have never had access to. Thanks to The Fort and their instructors for making this happen for our students. It's an honor to have them support our school kids!"

Dr. Mongsher Ly, Urban Academy Superintendent



"Since 2012, Youthprise has been a proud supporter of The Fort. We value their partnership in using the lifelong game of tennis to educate, inspire and enrich the lives of children and youth in our community."

Marcus Pope, Youthprise Vice President

Our Story

When our oldest child Jordan was 4, a friend told us about a USTA Northern supported Multicultural Outreach Tennis Program taught by Tony Stingley, Gary Clark and Tunde Abe on Saturdays at the Northwest Tennis Club in West Bloomington, before it moved to the Fred Wells Tennis & Education Center. Our children have been with the program ever since.

The Fred Wells' staff and students have been like family to us. With any organization, things change and grow, however the family atmosphere has remained. Besides learning the game, our children have learned many life skills through tennis including following instructions, practicing to proficiency, being persistent, showing commitment, having proper perspective of winning and losing, displaying good sportsmanship, utilizing teamwork, taking personal responsibility for outcomes and realizing the importance of hard work before reaping rewards. They have had lots of fun throughout their years at The Fort and formed terrific, multigenerational friendships along the way.

We often encourage other parents to get their kids into tennis programming at Fred Wells. Tennis is a safe sport that requires strategy, as well as physical agility. Tennis is also a lifetime sport the whole family can participate in, as it promotes and fosters family togetherness both on and off the court.

"The Fred Wells tennis program is the #1 reason why I am currently a starter on a D-III tennis team." Jordan ————

"Because of the discipline I learned at Fred Wells teaching you to work on all aspects of your game, I've been able to apply those skills to the classroom where I have been able to maintain a 3.5+ GPA and earn a starting position on one of the top-ranked high school tennis teams in the state of Minnesota."

Ryan

"The commitment and discipline the Fred Wells tennis program has instilled has also helped me to maintain a 3.5+ GPA at the University of Minnesota, where I am a sophomore majoring in Computer Science."

Brandon



Ryan, Brandon, Patricia, Stuart, Lauryn, Bryson, Jordan

With five kids playing tennis, we are extremely grateful The Fort has made it possible for us to keep them in programming by providing additional scholarships and financial support when needed. The staff has mentored and coached our kids to achieve their desired goals, while always encouraging them and allowing them to grow in their tennis abilities. Seeing them participating on their high school teams and feeling confident to tryout at the college level because of what they have learned at Fred Wells has been such a dream come true for us as parents. We are so very thankful for our Fred Wells family!

Meet the Schencks

Stewart Schenck & Patricia Schenck

Jordan Schenck, 21

- University of St.Thomas junior majoring in Mechanical Engineering
- Plays tennis for The University of St. Thomas
- Plays USTA League Tennis

Brandon Schenck, 19

- University of Minnesota sophomore majoring in Computer Science
- Played High School Varsity tennis
- Plays USTA League Tennis
- Trying out for University of Minnesota Tennis on Campus team in Fall of 2019

Ryan Schenck, 17

Plays High School Varsity Tennis

Bryson Schenck, 15

• Plays High School Junior Varsity Tennis

Lauryn Schenck, II

• Played her first USTA Northern Stars and Trophies Tournament in March

What Tennis Has Taught Me

By Deepti Pillai

Tennis is a sport that teaches people many lessons. Through the USTA's National Junior Tennis and Learning (NJTL) program, I've played many great tennis players. Due to this, I've learned how to have internal motivation. Not only has this helped me as a tennis player, it has also helped me as a student and an individual.

Internal motivation helps me in tennis a lot. It helps when I'm in a match where I am not performing to my full capabilities. When this happens, I tell myself, "I can do this!" and I am able to have an epic comeback or at least give my opponent a run for their money. I've learned to internally motivate myself after several games where I knew I could have done better, but lost. When I use internal motivation, I can get my head back in the game and really focus on what I'm doing without letting the pressure get to me. This helps not only in tennis, but also in school.

In school, I am often unable to focus. Especially when taking a timed test, when I'm blanking on something, or when the test or assignment I am working on has a lot of impact on my grade. Using internal motivation, I can tell myself, "Come on, you know this!" or "Wait! I remember writing this down!" It helps me to handle my stress instead of letting it get to me, allowing me to slow down and focus. Not only does internal motivation help me in tennis and in school, but also just as an individual.

I think internal motivation really helps in stressful situations. When I lose something, forget something, or am late, internal motivation really helps me to slow down and let me focus on what I'm doing. It also helps me not to tear myself apart over small matters that I usually stress too much about. It helps me not overthink things.

By helping me focus and manage the pressure, having internal motivation has helped me in many aspects of my life. Because of this, I'm sure internal motivation is the most important lesson I've learned from being in NJTL.



"When I use internal motivation, I can get my head back in the game and really focus on what I'm doing without letting the pressure get to me. This helps not only in tennis, but also in school."

2018 Legends of the Fort

Edward Backstrom III

The late Edward Backstrom III was a retired attorney for the City of Minneapolis. He loved the outdoors and enjoyed tennis, volleyball, biking, scuba diving, skiing, golf, and photography. Two or three times a week, Ed was a regular participant in tennis drills at The Fort, biking to the club in the Fall and Spring when the weather permitted. He also was a frequent volunteer with the TennisWorks program. He accumulated over 100 hours of volunteer service, and loved sharing his knowledge and love of life with the kids. Sadly, Ed passed away at his home in 2018 at the age of 69.



Karen Hollaus

Karen Hollaus has been a regular at The Fort since the closing of the Lilydale Club in 2004. She began taking tennis lessons from fellow Legends of the Fort Ric Yates and Jim Dixon in the late 1970s and early 1980s, respectively, at Lilydale and developed a deep friendship with both that continues today. Karen has participated in Women's Daytime League teams in both singles and doubles at The Fort. She also plays doubles with friends regularly, and has frequently been on the court perfecting her serve or strokes with the ball machine.

Corrine McCarthy

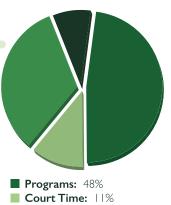
Age does not bother nor stop Corrine from doing the things she loves most, and one of them is playing tennis. Celebrating her 89th birthday in 2018, Corrine plays tennis three to four times a week and there are times when she plays up to three hours a day subbing for players. Corrine started playing at The Fort in 2004 when the Lilydale Club closed and has been at The Fort ever since. Corrine is a committed friend and a senior tennis enthusiast.



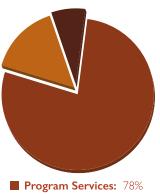
Financials

(ending December 31, 2018)

Unrestricted Revenues & Other Support	2018	2017
Program Revenues	1,561,740	1,440,235
Support	233,826	172,909
Other Support	47,970	42,192
 Net assets released from restrictions 	235,429	74,222
Expenses	1,893,618	1,748,687
Changes in Net Assets	442,342	(19,129)
without Donor restrictions		
Statement of Financial Position		
Total Assets	3,559,311	3,165,956
Total Liabilities	342,037	217,903
Total Net Assets	3,217,274	2,948,053
Statement of Cash Flows		
Cash at Beginning of Year	650,334	413,996
Cash at End of Year	1,011,367	650,334



- Fundraising & Contributions (includes Capital Campaign): 33%
- Other Income: 8%



- Management
 - **& General:** 15%
- Fundraising: 7%

Donors

Thank you for your generous support!

Foundation Support

\$65,000 Isora Wells Foundation Trust
\$50,000 Wells Family Fund of Minneapolis Foundation
\$30,000 Otto Bremer Trust
\$25,000 USTA Foundation
\$17,400 Youthprise
\$15,000 Wells Family Foundation
\$10,000 Richard M. Schulze Family Foundation
\$10,000 Sheltering Arms Foundation
\$7,050 USTA Northern*
\$2,000 USTA National

General Support \$50.000+

Tom & Michele Mingo*

\$10,000-\$24,999

David Erickson Visala & Joe Goswitz Ruth & Santosh Krishnan*

\$5,000-\$9,999

Janet & Phil Hallaway
Charlotte & Paul Jacobson*
Gloria Kumagai
Thomas & Karen Laird
David Vanney & Cathy Ruther*

\$2,500-\$4,999

John & Christie Ahern*
Nancy & Dom Driano
Amber & Ryan Ellingson*
Mark & Terri Henneman
Niandong Liu & Xiaozhao Zhao
Tom & Liane Peterson
Carl Ohrn & Peggy Reichert*
Brian & Patricia Prokosch
Elyse Rabinowitz & Jim Porter
Keith & Jody Radtke
Rick Rinkoff & Julia Ferguson
Albert & EstherTsai

\$1,000-\$2,499

Anonymous John & Mary Bachhuber Thomas & Michelle Bradley Josh & Tisha Colton Philippe & Jeni Duliere Ken & Janis Cram Craig-Hallum Capital Group, LLC Melissa & Ryan Dalum* Faegre Baker Daniels, LLP Jack & Madeline Foss* Richard C. & Britt L. Gage Family Foundation Cindy Hames Michael & Cindy Harriage* Karen Hollaus Terry & Darren Jackson Mary Kalish-Johnson Kathy Loeffler & Jeff Nelson Jim Nichols Molly & Tom Peterson Calvin & Kristin Robertson Senior Tennis Players Club, Inc. John & Kristin Tengwall Sarah & Mark Twedt* Mary Kay Ulness James Vaughan Larry & Dawn Voelkers

Carlson Family Foundation

\$250-\$999

Sebastian Adesoro Anonymous Virginia & Walter Bailey lames Baldwin & Mary Atmore Bob Beverage Andrea Birkeland Kathy Bjornson Dale Borgeson Nancy Brown Susan Burger Becky & Aldo Cantellano Phil & Cheryl Carlson Hyung Choi Lisa Cohen Robin Coverdale Andy Dizon Mark Duthoy James Drahos Doug & Susan Elsass Tom & Deborah Frishberg Gartner, Inc. Nancy Green Tom & Monica Hangge Sally Hart Rich Heichert

Ann Hilger Karen Hoffman Ignite Afterschool Eric & Lisa Johnson Molly lubert Elizabeth Kauth Donald Kleven

Nancy & Mark Lawrence Jean & Arnold London Barbara and Thomas Lowe Jamie Lukehart & Sam Hobbs*

Bill Lunka Timothy Lynch Margaret Madden Kara & Matt McGuire David Meisinger Paul Mueller Marcie Myers

Tom & Christine Nickels Michael & Katherine Pexa Prudential Financial Match

Monica Raina Lars Ranger

RBC Wealth Management Katie Resch & Frank Zink Stuart & Martha Schmitz Steve & Kathy Schneider

David Schultz Bob Snyder Nadine Sugden Dan & Jamie Swanson Luke Tabara

Brian Thoemke Jason & Joanne Tschida Megan & Tom Tucci* Verena & Pat Van Fleet Anders Wahlander

Margot Willett & Bob Miller* Tyler & Wendy Young

Up to \$249

Anonymous

Jo Ellen Batty-George

Steve Beall

Karen Berg & Dan Shannon

lames Bernards Jennifer Beyersdorf Sidhar Bommareddy Cynthia Brady Jim Butala

David & Roseanne Byrne

Patti Campbell

John Carnahan & Leslie Yoder

Chipotle Mexican Grill

Tom Colaizy* Dan Collins Tom Costello Karen Cronin

Alan & Roberta Crow Carol Culligan

Elizabeth Culligan Annette Cunningham

Jessie Daw

John DeHapporte Larry Dellwo Jeffrey Devens Nancy Doyle leanne Elert

Jeanne Ewen Shannon Fasching Julie Faulkner

Randy Feld Bruce Field Carol Fisher

Lisa & Joe Filhart Steve & Beth Fridinger Christopher Galler

Susan Gherity Karen Gjerstad* Sue & Ilja Gregor

Otto Grosse Brian Grossman Bruce Gullikson Lynne & Keith Hale

Kevin & Stephanie Hansen Cynthia Hanson Dan & Molly Hartnett

John Hickey

William & Virginia Hickey

Diamond Ho William Hocking Janel Hoekenga Ardie Hollenbeck Susan Hommeyer Sherry Houle Jerry & Judy Hunt Roger Hurd Kathleen Johnson Tom Kelly* lan Kentala Hilary Kiefer

Marc Klamecki Nancy & Dan Klausner

Roger Kleppe Donald Kleven lack Kleven Eleanor Kragseth James Kramer Linda Langeness Greg & Dona Lappin Kelly Laughlin Sally Leary

Michael Lettman Barbie Levine Sarah & David Lilja Barbara Little Judy Long Carol Lord Doug Matuska Lisa McGowan

Andy Montgomery* Amy Moore Linda & Fred Morgan Andrew & Lisa Mushett

David & Linda Nash Dee Neeley

Rick & Vicki Nelson

Susan Nelson lane Newman Lan Nguyen Steven Nyman

Jeff Olmstead Anne Parker

Chris & Tara Repplier* Wendy Revenig Ouliana Ryan

Gopal Sadagopal & Sandhya Joshi

Susan Sajevic Delaney Schurhamer Paul Settles Mya Smith-Dennis Diane Snodgrass

Phoukhine & Phonekeo Soundara

Jerry & Patrice Stahnke

Amy Strabala Diane & Bob Stupka Deni Svendsen Vivian Talghader Richard Thielmann Denise Thoen Paul Thomas Lee Tourtelotte Khai Tran* Patricia Undlin Gale Van Buskirk Nixon Vang

Rita & James Waletski

Jon Wallace

Karen Welle

Jeremy & Carrie Webb

Anne White Terry Willems Fuyei Xaykaothao Ric Yates Trent Ziebol Eric Ziegler Hilary Ziols

Jeff Zuckerman

In-Kind

Anonymous **Burning Brothers** Robin Coverdale Crayola Experience DeGidio's Restaurant & Bar Emerald Greens Golf Courses lackson Farley

Great Lakes Northern Outfitter

Guthrie Theatre Ann Hathaway Gretchen Jensen Thomas Judd Sharon Larkins

Lehner Law Office, LLC

Judy Long Mike Lunka Christian Maki

Meisinger Construction Co. Mind's Eye Comics

Michele and Tom Mingo

Minnesota Lynx

Minnesota Timberwolves

Minnesota Twins Minnesota Vikings Lisa Mushett

Tom & Christine Nickels

Viet Pham

Professional Tennis Registry (PTR)

R.F. Moeller

Science Museum of Minnesota

Clay Sollenberger David Stingley Tennis Clothing Co. Albert & Esther Tsai Nguyen Vo Niltooli Wilkins

Wilson Sporting Goods

In Memory of Ed Backstrom

Mike Backstrom

Paul & Constance Backstrom

Gary Elledge Deborah Frishberg lody Hargrove Vonnie Lou Lowman Mark Palmer Kirk Vadnais Steven Verdon Joe & Cindy Walz

In Memory of Lucy Gehan

Patrice Werner

In Honor of Pat Undlin

Edna Bernstein

In Memory of Mary Ellen Goswitz

Ann Hilger Marc Johnson Robert & Diane Reid ZP Sawicki

Robert & Susan Wheaton Paul Williams & Michelle Moore

Nguyen Vo Family Scholarship Fund

\$1,000+

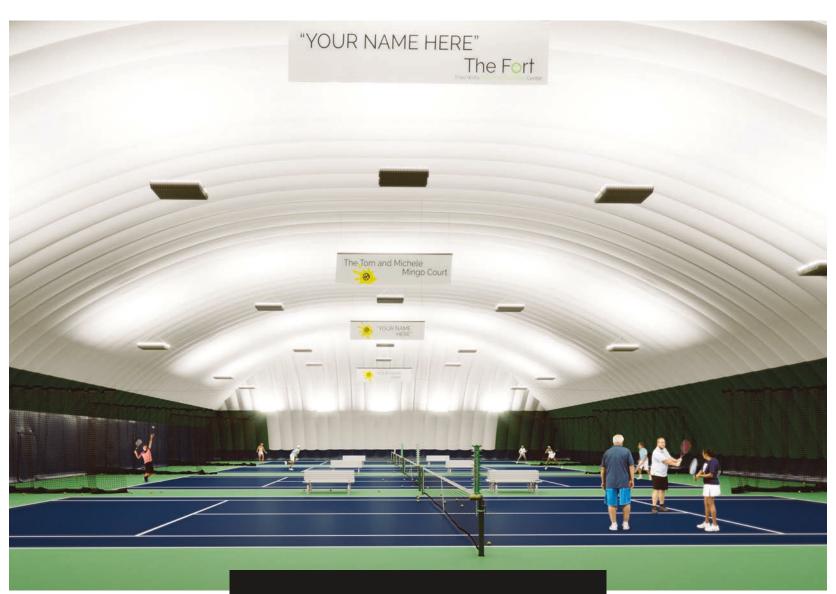
Nguyen & Emi Vo

\$100-\$499

Mark Duthoy

Niandong Liu & Xianzhao Zhao

*Contributor to both Annual Fund and Capital Campaign



"There is a reason we are called patrons and not members—members are consumers, while patrons are active supporters of our mission.

Patrons contribute to The Fort by volunteering, giving to our Annual Fund and Capital Campaign, serving on committees, helping in some manner to make The Fort a tennis home and not just a tennis club. I feel strongly as patrons we all share the responsibility to write the next chapter in the story of The Fort and to make it a glorious one."

Santosh Krishnan, Treasurer, Fred Wells Tennis & Education Board of Directors

The Fort

Fred Wells Tennis & Education Center