



A Game That Begins With Love!



...And Builds Character!
INNER CITY TENNIS

InnerCity Tennis 2004 Annual Report
January 1 - December 31, 2004

CMT's teach children through encouragement





Letter From The Chairman – Skip Gage

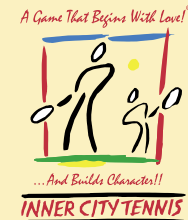
What a great year for InnerCity Tennis. It was certainly a fun year for me to become re-engaged after many years of inactivity with InnerCity Tennis. Because of a successful capital campaign completion and the softness in the '03 economy, it was quite obvious that we had to re-energize our fundraising effort to support growth in our programs. We were able to do this quite successfully and move from a modest deficit position in '03 to a positive position in '04, more than doubling the amount of funds raised while controlling expenses. Because of this effort, we were able to increase our program to 3,450 kids. Included in this expansion were an expansion of hours for our winter program and the introduction of two new outreach programs at the American Indian Center and the North Star Elementary School.

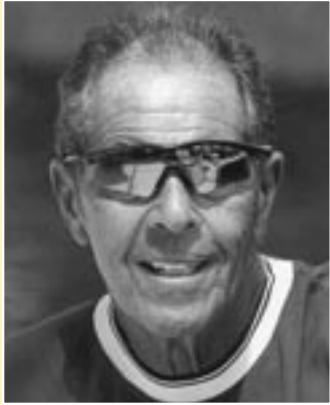
We added 14 new board members, including Nick Bollettieri, world-renowned tennis coach. Nick has been a friend of ICT for many years, and we were extremely pleased when he accepted the invitation to come on our board. Nick's participation culminated in the Bollettieri at Kidspeed event early in February 2005.

We were successfully able to bring on new major sponsors including Wells Fargo, Cub/Supervalu and Carlson. We added a host of additional sponsors in '05 starting with sponsorship of the Bollettieri event.

It seems that almost every week we read more about the positive benefits of Early Childhood Development programs. The need continues to be great, however, with continued, rapid expansion of minority populations in our inner city. We continue to be confronted by new challenges such as obesity in our young people. We continue to be convinced that our Learnings for Leadership® curriculum delivered by a dedicated staff of coach / mentor / tutors is an answer to many of our society's problems now and in the future.

A handwritten signature in blue ink that reads "Skip Gage". The signature is written in a cursive, flowing style.





“I’ve traveled the world teaching and observing tennis. ICT is by far the best inner city tennis program in the world.”

Nick Bollettieri

World Renowned Tennis Coach – ICT Board Member

“Nick’s involvement is a testament to the quality of programming that ICT is providing. This really elevates our program to a national level,” said Eric McNulty, president of the ICT Board.

InnerCity Tennis Mission:

ICT uses the fun of tennis to help young people build character, competence and commitment for personal and community improvement.

InnerCity Tennis Vision:

Inner city children throughout Minneapolis come to ICT to learn how to play tennis, and they leave ICT as better individuals. ICT is like no other sports program because it has less to do with sports and more to do with improving the lives of thousands of children since its establishment in 1952.

InnerCity Tennis Difference:

InnerCity Tennis stands apart from other organizations because of its focus on improving children’s lives and for the results it achieves because:

- ICT complements its initiatives with Learnings for Leadership[®], an educational process to instill values including responsibility, respect, teamwork, enthusiasm, integrity, perseverance and service to others.
- More than 100 volunteer Coach/Mentor/Tutors (CMTs) are the bedrock of the ICT programs, leading a variety of skill-and-values development activities for kids from three to eighteen.
- ICT utilizes progress tracking metrics developed by ICT, the Search Institute and the University of Minnesota to gauge the success of its programs.



CMT Elaine Carlson helps a level 1 student with the ring toss.



ICT Focuses on a "Can-Do Attitude" concentrating on the positives.

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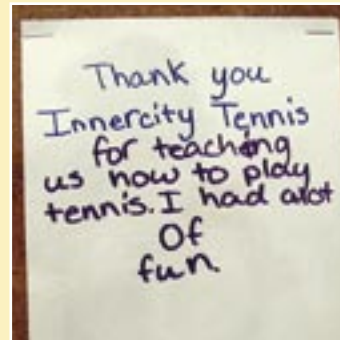
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David L. Sutton
Jann Wilcox



Letters from ICT's children.



GMT & Board Member, Bob Sloan,
works with a youngster on his form.



Coach Mentor Tutors – CMT's

ICT's program enhances the ability of children to become physically fit and develop strong character through the use of volunteer CMTs. More than 100 active CMTs, many recruited through the Senior Tennis Players Club, serve as valuable inter-generational role models. Typically they are retired individuals who love both tennis and children. They share their time and valuable life experiences with kids in need of a caring relationship with an older adult.

To add to CMT's knowledge, a child psychologist holds various sessions throughout the year talking about child development and working with children with special needs and behavioral issues.

"I am continually amazed by the commitment and dedication of our volunteer CMT's. They each find more and more ways to help us: mailings, transportation, equipment repair and communication. While most are retired, we are growing a sizeable number of adults still working who find ways to adjust their schedule to give ICT valuable hours. Even the older teens in our program are now asking for more opportunities to coach, mentor and tutor our younger boys and girls."

"We must thank our CMT's at every opportunity. They are truly our greatest asset."

Roger Boyer
ICT Executive Director



RESPONSIBILITY



RESPECT



TEAMWORK



ENTHUSIASM



INTEGRITY

PERSEVERANCE

SERVICE

Learnings for Leadership®

The core ICT character-building curriculum is our unique Learnings for Leadership® program. It defines, demonstrates and celebrates the important values of responsibility, respect, teamwork, enthusiasm, integrity, perseverance and service to others.

ICT developed its curriculum around these assets with help from the Search Institute. Pairing and modifying from the 40 assets that Search measures into the core seven ICT assets – Our Learnings for Leadership.

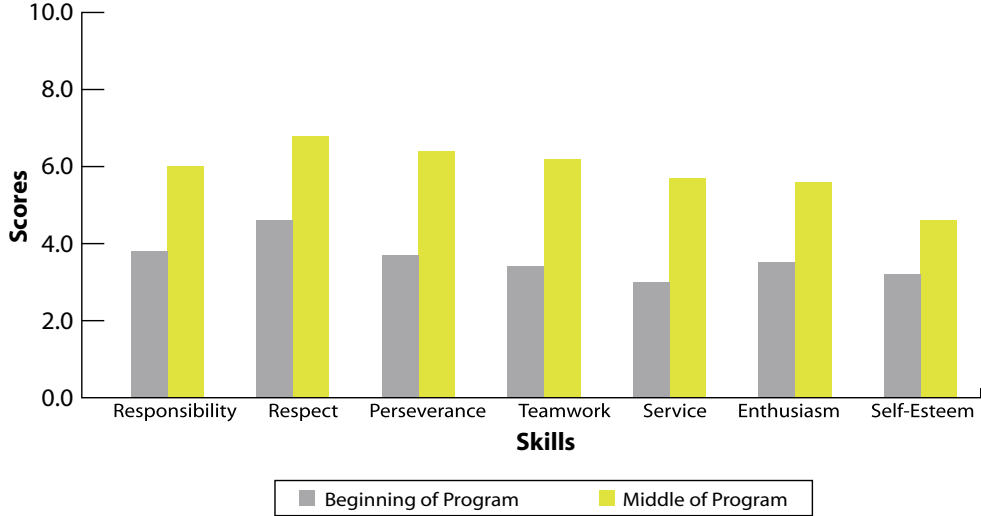
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... And Builds Character!!

INNER CITY TENNIS

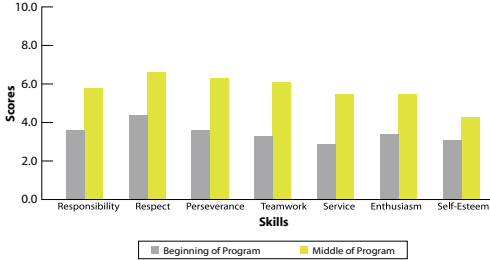
Ages 3-10



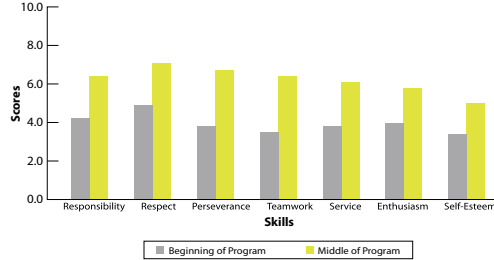
Testing Metrics - We know it works!

Progress tracking outcomes co-developed by ICT, Search Institute and the University of Minnesota demonstrate a 20 to 40 percent improvement in all age groups.

Ages 3-6



Ages 7-10



Programs Overviews:

Winter Program:

More than 300 youngsters, aged 3 to 17 and guided by 40 volunteers, participate in weekly sessions for 22 weeks at no charge to participants at the Reed-Sweatt Family Tennis Facility.

A new format has nearly doubled the capacity of ICT's Winter Program this year. Roger Boyer, executive director of ICT, stated, "This format change puts the Winter Program in a great position to grow and reach more youngsters. We really hope that this will allow ICT to grow its Winter Program to our goal of over 400 youngsters weekly in our Saturday program.

Summer Program:

For more than 30 years, ICT has conducted five-week, five-days-a-week summer tennis programs at Minneapolis city parks. In 2004 ICT served more than 1,600 young people at 22 city parks, schools and community agencies in neighborhoods throughout Minneapolis. This is the Minneapolis Park Board's largest donated program, which is highly valued especially when funding for parks has decreased.

Special Events:

Bollettieri Holds Clinics at ICT :

In July, renowned tennis instructor Nick Bollettieri spoke at clinics held on the MLK courts outside the Reed-Sweatt Family Tennis Center. An audience of 40 CMTs, 40 youngsters and members of the USTA Northern Section participated in the clinics, which were donated by Bollettieri.

Bollettieri's impassioned comments inspired people to become CMT volunteers and generated interest in ICT's continuing programs. "Nick's energy and connection with young tennis players are unmatched," indicated Roger Boyer. "It is a special gift to have Nick be so generous with his time."

Mayor's Day of Play:

May 15 marked the sixth Mayor's Day of Play at Martin Luther King courts adjacent to the Reed-Sweatt Family Tennis Center. Originally started with the Mayor Sharon Sayles Belton's administration, the Day of Play is an annual event that brings children of Minneapolis and their parents out for tennis fun and refreshments. Sponsored by ICT, Minneapolis Park & Recreation Board, Senior Tennis Players Club and the Senior Citizen Advisory Council to the Mayor and City Council, this year Mayor R. T. Rybak's wife, Megan, attended the event and joined the fun on a beautiful spring day on the courts.

"Everyone in the InnerCity program has helped me. I love this program. Every youngster should have it."

Mark Ghaly

26 year-old Egyptian/American post participant

"Through the continuing efforts of InnerCity Tennis, we are building exciting new relationships spanning the generations."

Sharon Sayles Belton

Former Mayor, City of Minneapolis

2004 Financials

Operating to 12/31/04

	2004	2003
Income	\$ 378,198	\$ 234,516
Expenses	\$ 298,861	\$ 308,438
Income Less Expenses	\$ 79,337	\$ (73,922)
In Kind CMT value	\$ 76,133	\$ 83,600
Value delivered to the community	\$ 374,994	\$ 392,038
Consolidated Balance Sheet		
Current Assets	\$ 243,537	\$ 241,674
Property & Equipment	\$ 796,798	\$ 820,367
Other Assets	\$ 381,127	\$ 412,368
Total Assets	\$ 1,421,462	\$ 1,474,409
Current Liabilities	\$ 109,397	\$ 130,515
Net Assets	\$ 1,312,065	\$ 1,343,894
Total Liabilities & Net Assets	\$ 1,421,462	\$ 1,474,409
Cash Statement		
Cash at beginning of year	\$ 95,175	\$ 45,786
Cash at end of year	\$ 89,567	\$ 95,715

“Based on my youth program development work in hundreds of cities, InnerCity Tennis is the best sports related program I have seen. Its success is measured not by athletic achievement but by its impact on young people’s values and life skills. ICT grows responsible and caring young people. It’s exactly what our society needs.”

Peter L. Benson, Ph.D.

President, Search Institute

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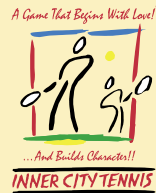
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InnerCity Tennis is deeply grateful to the hundreds of individuals, corporations and foundations who have generously given their time, energy and resources towards the achievement of our Mission. Your contributions support and inspire the children we are trying to reach.

As we look to expand our reach in the coming year, your continued support remains instrumental to our success, as well as to the growth of our community's youth.



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