



SERVICE • TEAMWORK • ENTHUSIASM • INTEGRITY • RESPONSIBILITY

**INNERCITYTENNIS**

ANNUAL REPORT 2017

PERSEVERANCE • RESPECT



## OUR MISSION

We develop and unleash the potential of youth on and off the tennis court by engaging and serving a supportive community.

## CORE VALUES

Enthusiasm	Responsibility
Integrity	Service
Perseverance	Teamwork
Respect	

## KIDS WE SERVE

We reach approximately 5,000 young people each year, ages 3 to 18, including at-risk kids, children of color, children from low-income families, and children diagnosed on the autism spectrum. ICT attracts diverse families from all over the city. Our free-of-charge programs and scholarships for our fee-based programs, ensure that InnerCity Tennis programming is available to all children, regardless of their financial circumstances.

## OUR BOARD MEMBERS

### Officers

William C. (Will) Prest, *Chair*  
 Timothy P. (Tim) Olson, *Treasurer*  
 Hilary Santoni, *Secretary*  
 Robert W. (Bob) Oberrender, *Past Chair*  
 Edwin C. (Skip) Gage, *Chair Emeritus*

### Founder

A. Lachlan Reed (1917-2007)

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### Directors Emeriti

Richard L. Lindstrom, MD  
 Wheelock Whitney (1926-2016)

## MESSAGE FROM BOARD CHAIR



"The skills and personal values that youth develop through our programs will serve them throughout their entire lives."

Dear Friends,

At InnerCity Tennis, we believe that every kid needs and deserves a coach and the encouragement of a supportive community. For more than 65 years, we have offered programs that use tennis to tap into the deep potential within each child through no-fee and scholarship-eligible youth programs. Our coaches and volunteers engage kids in a fun, safe environment to instill mental, physical and values-based tools that serve them on and off the court. We teach essential life skills and promote healthy habits, growth in personal character, and a commitment to lifelong learning and community service. The skills and personal values that youth participants develop through our programs will serve them throughout their entire lives.

Research shows that youth who play tennis have healthier habits, are less prone to risky behaviors, are more community-minded, and get better grades in school. Knowing the power of tennis to make a difference in kids' lives, we are committed to making our programs available and accessible to a diverse community of youth. We partner with local schools and youth organizations to serve kids across the community at no charge. We also provide scholarships for our fee-based programs year-round to ensure that financial assistance is available for all in need. In fact, over the past several years, we have continually increased the number of youth we serve, and we've broadened our reach and deepened our partnerships in the community.

I succeeded Bob Oberrender as Board Chair on January 1, 2018, and I'm looking forward to building on the accomplishments InnerCity Tennis has realized during his tenure. For the past several years, I have served as InnerCity Tennis Foundation's Program Committee Chair, and I am proud of the impactful programming our knowledgeable and caring staff have developed to address our participants' needs. Our team, led by Executive Director, John Wheaton, continually seeks ways to improve and customize our offerings to best serve Minneapolis youth.

Today I am pleased to share some of the highlights of our work in 2017:

- More than 5,400 kids served at 7 school and partner locations, in 24 parks, and at our tennis center in South Minneapolis.
- Expanded partnerships and presence in North Minneapolis, where there is a great need for the healthy, life-changing programs we offer.
- New opportunities for dedicated players to participate in competitive play through our Excellence Team program and the variety of USTA tournaments and play days we offer.

All of us on the Board of Directors know that we couldn't do our work without our vibrant and supportive community of tennis players, donors, partners, and dedicated volunteers and staff, who all share our love of kids and our passion for making a difference.

Thank you for helping us serve Minneapolis youth. Together, we are making a positive and long-lasting impact in their lives.

Sincerely,

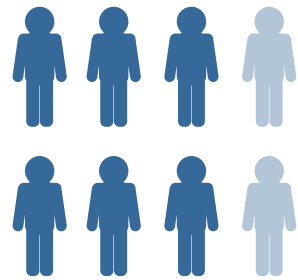
Will Prest  
 Board Chair

# CLOSING THE GAP



## HEALTH

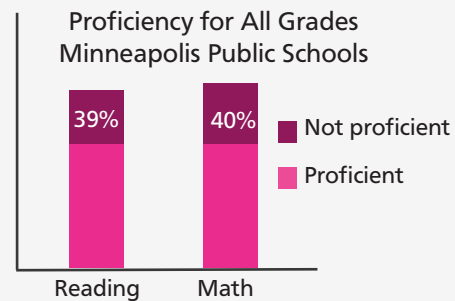
**28%** of Minnesota youth are overweight or obese.



Source: Minneapolis Public Schools. The Trust for America's Health, 2017

## EDUCATION

**2 in 5** Minneapolis students are not proficient in math and reading.

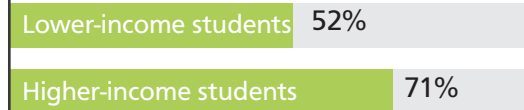


Source: Minnesota Report Card 2017

## CHARACTER & COMMUNITY

Lower income students are far less likely to be engaged in enrichment activities.

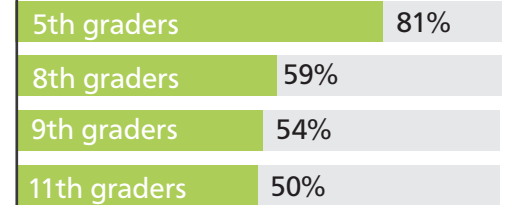
Twin Cities students highly engaged in enrichment activity



Source: Minnesota Department of Education, Health, Human Services, and Public Safety, Minnesota Student Survey 2016

As kids get older, their connections to caring adults in the community decrease.

Twin Cities students connected to a caring adult in the community



Source: Minnesota Department of Education, Health, Human Services, and Public Safety, Minnesota Student Survey 2016

THE CHALLENGE

OUR APPROACH

ICT uses tennis to instill a love of physical activity and teaches students about nutrition to build a foundation for fun lifelong health and wellness.



ICT supports students' education with customized lesson plans developed in collaboration with our school and community partners.



**Laura Myers**  
InnerCity Tennis, Education Coordinator,  
MN Teaching License: 5-12

"ICT's education in the schools focuses on math, reading, nutrition, and character development. Our goal is to supplement kids' learning with fun, educational activities that get kids thinking of themselves as *student-athletes*."

ICT removes barriers to participation by providing youth no-charge outreach programs and scholarships for our fee-based programs.



ICT instills character by helping kids ages 3 to 18 make strong connections to caring adults and a supportive community.



# OUR PROGRAMS AT THE TENNIS CENTER



## SUPER SATURDAYS

Each Super Saturday is a fast-paced afternoon of fun and tennis skills development for kids ages 3-18. It is offered 24 times a year, free-of-charge to about 250 kids per session, with about 65 volunteers from our tennis community helping deliver the program each week.



## CITIES ACADEMY

Cities Academy is ICT's year-round, out-of-school tennis and leadership program for committed youth players. It is fee-based, with scholarships available to all in need. Many academy kids, including all those receiving scholarships, serve as volunteers in ICT's free-of-charge programs.



"We have programs for every kind of player, from first-time beginners to seasoned tournament players, and wherever kids enter our player pathway, they will find a program that perfectly fits their age and ability level."

*John Wheaton, ICT Executive Director*

## TOPSPIN

TopSpin is a service and leadership program for middle and high school students that includes tennis instruction, leadership training, and community service during the school year. The curriculum is centered on ICT's seven core values, and all students receive scholarships to participate.



## OUR SIGNATURE CURRICULUMS



**KIDSPEED®** is a dynamic, fast-paced program developed in partnership with Search Institute. The curriculum is designed to begin teaching children key life skills such as teamwork, perseverance and respect, through the fun of physical activity and tennis.

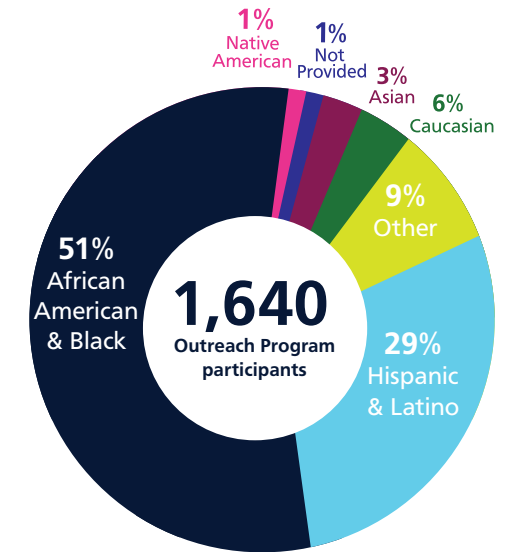
**ACE** was developed by the United States Tennis Association (USTA) and is an out-of-school-time academic curriculum connected to 21st century skills, Common Core State and National Standards, and the sport of tennis.



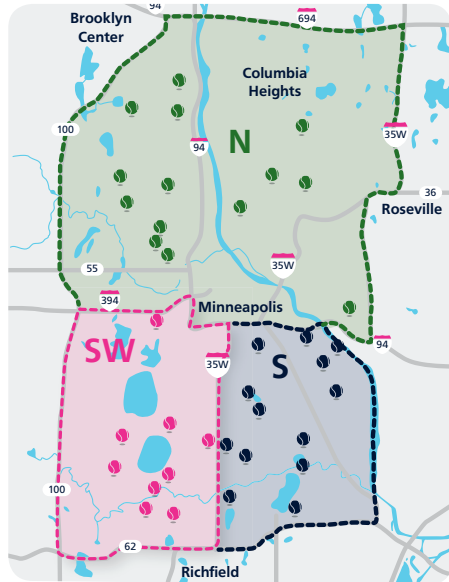
## EXCELLENCE TEAM

The Excellence Team is a tennis training and junior service program for young, top ranked tennis players, who are given opportunities to compete in national and international tournaments. ICT is one of only 13 programs in the United States with an Excellence Team, which is supported by the USTA Foundation. In December, some Excellence Team members participated in the prestigious International Junior Orange Bowl tournament in Miami.

# OUR PROGRAMS IN THE COMMUNITY



## 33 MINNEAPOLIS LOCATIONS



NORTH	SOUTH	SOUTHWEST
Bohanon Park	Bdote Learning Center*	Armatage Park
Fraser Head Start*	Brackett Park	Kenny Park
Hmong International Academy*	Lake Hiawatha Park	Kenwood Park
Hospitality House*	Longfellow Park	Linden Hills Park
Logan Park	McKnight Head Start*	Lyndale Farmstead Park
North Commons Park	Matthews Park	Lynnhurst Park
Tower Hill Park	McRae Park	Martin Luther King Park
Victory Park	Nokomis Park	Minnehaha Creek West Park
Waite Park	Pearl Park	Pershing Park
Webber Park	Powderhorn Park	
Nellie Stone Johnson School*	Wenonah Elementary*	
Prodeo Academy*	Pilgrim School*	

\*Outreach schools and partner locations



"In working with our partners and schools, the positive impact that is made goes both ways. Kids are exposed to tennis, and learn about our 7 core values while ICT coaches are challenged to find different ways of teaching and interacting with diverse students with different socio-economic and cultural perspectives."

*Bao Thao, Senior Manager, Community Outreach Programs*

## SCHOOLS & PARTNERS

ICT in the Schools brings our tennis and life-skills programming to 7 Minneapolis schools and partner sites, one of them tailored for children with autism. This free-of-charge program uses ICT's nationally recognized Kidspeed® curriculum covering tennis, nutrition and life skills. Our expert program staff also delivers the United States Tennis Association's ACE curriculum, which has been adapted by ICT's Education Coordinator to meet the needs of our participants.



## SUMMER TENNIS IN THE PARKS

Summer Tennis in the Parks is a 7 week summer program for youth held at 24 Minneapolis parks. It is one way we bring tennis directly into neighborhoods across the city, right where kids live. The program includes tennis and life skills development. Kids learn about healthy nutrition and developing character through daily challenges. Through scholarships, this fee-based program is made accessible to all who are in need.



**1,014** Summer Tennis In the Park participants  
**\$40,764** scholarships awarded

## NORTHSIDE INITIATIVE

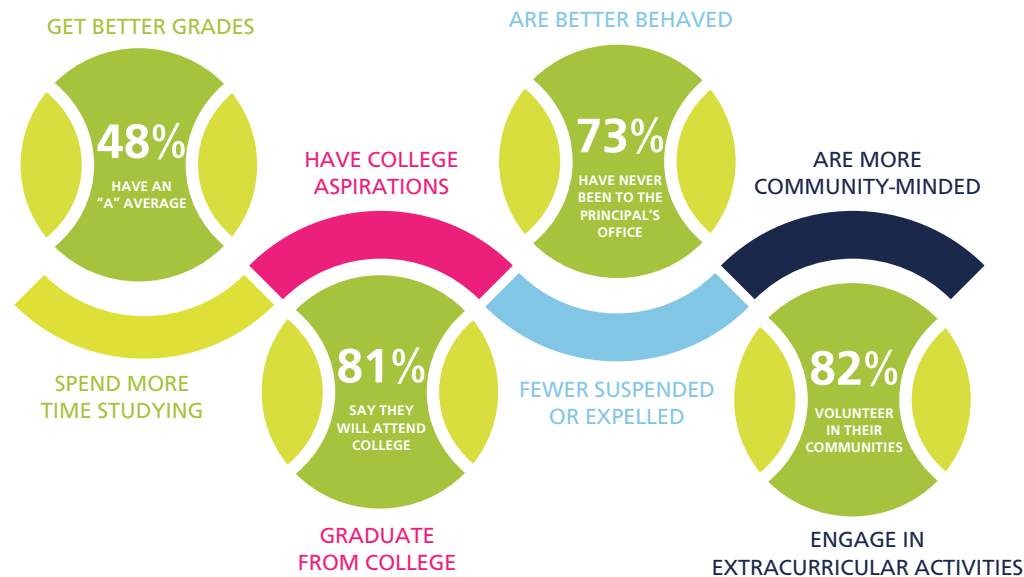
ICT's Northside community partnership with Hospitality House allows us to introduce our tennis and education programs to even more under-resourced kids. ICT's Outreach team delivers the Kidspeed® curriculum covering tennis, nutrition and life skills.



# WHY TENNIS?

## YOUTH WHO PLAY TENNIS...

TENNIS PARTICIPATION POSITIVELY INFLUENCES U.S. YOUTH ACROSS ALL SOCIOECONOMIC LEVELS.



USTA FOUNDATION SOURCE: USTA FOUNDATION SPECIAL REPORT: MORE THAN A SPORT- TENNIS, EDUCATION AND HEALTH



"Tennis gave the students the opportunity to develop skills in ways that they had not had access to before and to have fun while trying new things! Working on these skills built community in our classroom, and strengthened relationships as students worked together in tennis class, which carried over to stronger relationships in our classroom. The positive and encouraging coaches allowed students to develop motor skills necessary to learn how to play a new sport, which many of them had never done before."

Nicole Zagrzebski  
3rd & 4th Grade Teacher, Pilgrim School, Minneapolis

# THANK YOU VOLUNTEERS!

We appreciate the passion and dedication each of our volunteers shares with our program participants!

280 VOLUNTEERS • 3,884 VOLUNTEER HOURS



**Michael Luxenberg**  
7 Years of volunteering

"I've observed that ICT programs increase kids' confidence, competence, and self-esteem. It also teaches them perseverance. Seeing the kids grow is the most rewarding part of ICT."

**Dawn Hill**  
10 Years of volunteering

"I volunteer because I miss being with kids and teaching them... I believe you have to give back and help the community to make things better for people. For those of us who have time, it's important for us to give our time."



**Ken Hom**  
7 Years of volunteering

"I love that I go home on Saturday exhausted after volunteering for Super Saturday. I can't measure the good I did, but I know it was free... work doesn't always mean making money. Why not work for free?"



**Chris Exsted**  
8 Years of volunteering

"We are a tennis family. It's been a blast. All along we've stayed true to Super Saturday because we are big believers in helping the community, but it helps us too. I'd argue that ICT has helped us more than what we've put in."





# THANK YOU DONORS!

Your generosity supports scholarships and free-of-charge programs that make our work possible.

## \$15,000+

Carlson Family Foundation  
 CH Robinson  
 Gage Family Foundation  
 Skip & Barbara Gage\*  
 Robert & Jane Oberrender\*  
 Pohlad Family Foundation  
 UnitedHealth Group  
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 Wells Fargo  
 Florence C Wertz Trust

## \$5,000–\$14,999

Best Buy Co., Inc.  
 BNY Mellon  
 Carlson Companies  
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\*ICT board, strategic advisor, committee or staff member

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 Sergiy Yurchak  
 Mark Zoia & Heidi Weaver

## In Memorial

In Memory of Robert Banchy  
 In Memory of Fran Braun  
 In Memory of Richard Braun  
 In Memory of Jay Bremer  
 In Memory of Del Einess  
 In Memory of George Hage  
 In Memory of Bud Lee  
 In Memory of Phil Otis  
 In Memory of Shirley Pratt  
 In Memory of George Skluzacek  
 In Memory of Paul Stormo  
 In Memory of Craig Thompson

## In Honor

In Honor of Kathy Alex  
 In Honor of Virginia de la Riva  
 In Honor of Joan Derouin  
 In Honor of Tom & Kelly Derouin  
 In Honor of Ken Hon  
 In Honor of Bob Oberrender  
 In Honor of Beth Oliveto  
 In Honor of Dilcia Pederson  
 In Honor of Luke Robertson

# BY THE NUMBERS



**321**  
Days of Junior Programming



**353**  
Caring Coach Mentors



**644**  
Youth Scholarships  
\$122,484

# FINANCIALS



## A SOCIAL ENTERPRISE...FOR KIDS!

Fiscal year ended December 31,	2017	2016
Income	\$2,361,212	\$2,224,572
Expenses	\$2,273,339	\$2,057,803
<b>Income Less Expenses</b>	<b>\$87,873</b>	<b>\$166,769</b>

### Consolidated Balance Sheet

Current Assets	\$796,643	\$610,130
Property and Equipment	\$2,005,274	\$2,112,373
Other Assets	\$693,934	\$674,633
<b>Total Assets</b>	<b>\$3,495,851</b>	<b>\$3,397,136</b>
Current Liabilities	\$355,026	\$344,184
Long-term Liabilities	-	-
Net Assets	\$3,140,825	\$3,052,952
<b>Total Liabilities and Net Assets</b>	<b>\$3,495,851</b>	<b>\$3,397,136</b>

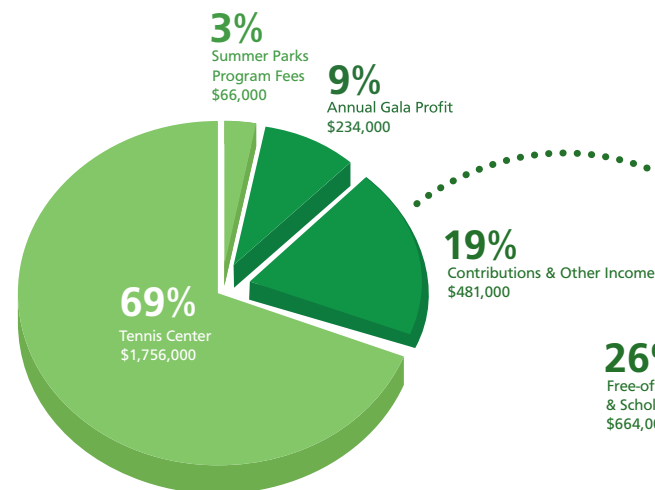
### AS A SOCIAL ENTERPRISE...

*InnerCity Tennis is a non-profit, mission-focused, tax-exempt (501c3) organization that delivers both financial and social returns to further its mission. Our tennis center, together with the contributions of our generous donors, provide the critical financial support needed to deliver ICT's life-changing programs for youth.*

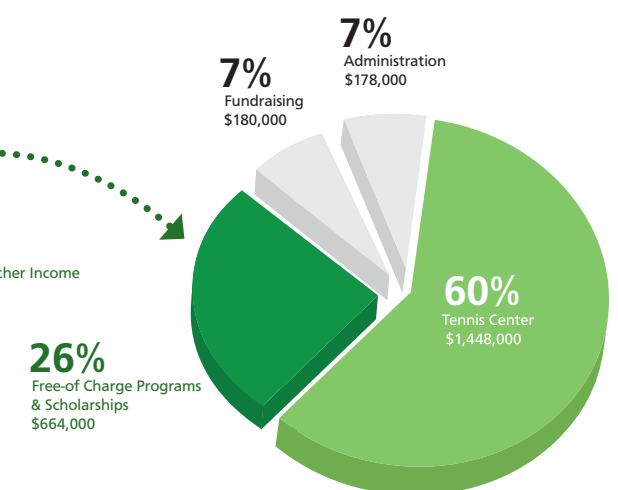
## FREE-OF-CHARGE PROGRAMS & SCHOLARSHIP FUNDING

Since all fundraising and administrative expenses are covered by fee-based revenue,  
**100% OF DONATED DOLLARS GO TO FREE-OF-CHARGE PROGRAMS & SCHOLARSHIPS FOR KIDS!**

### REVENUE



### EXPENSES





# INNERCITYTENNIS

Reed Sweatt Family Tennis Center  
4005 Nicollet Avenue | Minneapolis, MN 55409

AN NJTL CHAPTER SUPPORTED BY 