



INTERMOUNTAIN
COLORADO



2020 ANNUAL REPORT

TENNIS ... INTERRUPTED

IT WAS FRIDAY, THE 13TH OF MARCH, 2020...

The word came down from the USTA's national office in the afternoon, suspending all sanctioned USTA play for five weeks. No program was spared, the directive included all tournaments, leagues and team tennis.

Before we could all take a collective breath, tennis courts across Colorado went dark. Denver and other metro area cities locked their courts, and took down their nets. At first, there was optimism. But by mid-April, USTA had canceled the Adult League National Championships for all divisions, with local tournaments following. There was hope to be open by April 20. Then maybe May 3, then June 1. But as each date came and went without relief, the reality started to intrude on the optimism.

When COVID-19 had just begun to rage across the US in March, the USTA announced the creation of Tennis Industry United (TIU), which was charged with assessing overall industry needs and making recommendations for how to best assist industry sectors in need of help.

"TIU was originally formed to help combat and get us through COVID," said Mike Dowse, USTA CEO and Executive Director. "Now it has pivoted towards advocating for tennis as a collective group, and driving diversity and inclusion in our sport. When we all work together on the exact same initiatives, it's so much more powerful than when we go out and try to do it on your own."

With monthly meetings set for the foreseeable future and a more formalized structure, TIU will remain a driving force behind the growth of tennis, even in an eventual post-pandemic world.

Shortly after the formation of TIU, the USTA committed in April to \$50 million in coronavirus relief for the tennis industry. This included \$35 million committed to community tennis programming, nearly \$5 million in facility grants, \$5 million in NJTL chapter support through the USTA Foundation, \$2.5 million in grants for certified tennis teaching professionals, and a variety of other services and resources to help local tennis programs, facilities and workers continue to remain viable throughout, and following, this pandemic.

"We are now seeing the outcome of putting those measures into place, with tennis surging," said Dowse.

The USTA's first strategic priority is to attract, engage and retain a new generation of diverse tennis participants. With tennis' inherent social distancing helping attract these new players, the engagement and retention of these new players becomes paramount. To that end, the USTA—through TIU—is focused on working with the USPTA and PTR to increase membership and get more qualified coaches and teaching pros to serve this new client base.

"Ultimately, that's how people get engaged with the sport," said Dowse. "As beginners come in, if they have a positive experience with their first coach, the data bears out that they'll stay with the sport much longer."

This sort of industry teamwork, at many levels, is the major takeaway for the new USTA CEO as he looks back on a challenging, yet productive, first year in the role.

"When things got tough, everyone came together," he reflected. "Both within the USTA—and that includes the volunteers the sections, the districts, the national staff—and then it expands even broader outside the USTA family to the whole tennis industry, as demonstrated by Tennis Industry United."

"You can even take it even to the next level, the ATP and WTA and our Grand Slam peers. We've had more communications with them in the last year than any other year in the recent past."

With more COVID-19 vaccines on the horizon in the coming months, we can begin to look forward to a post-pandemic world — and while much about it might look different than we remember, the forecast for tennis looks bright.

OUR MISSION CONTINUES

Since the onset of the COVID-19 pandemic, USTA Colorado has worked to do all we can to ensure our continued effort to fulfill our mission, to promote and develop the growth of tennis in our state. These are unprecedented times. The pandemic has impacted our finances and like the rest of the country (world), we are in a continued state of uncertainty moving forward.

Earlier this summer, our USTA National organization announced a restructure, laying off 23% of their staff. The COVID-19 pandemic also created significant hardships for our organization. While USTA Colorado was able to reduce our expenses with the reduction of programming, the loss of direct revenue was drastic, and the final participation numbers for 2020 were staggering.

At the mid-year mark, the organization was looking at losses greater than 50% of projected revenue. Coupled with the unknown duration of the pandemic, and the projection of sizable direct revenue decreases for 2021, the Board of Directors was forced to make extremely difficult decisions.

In an effort to stabilize the short- and long-term financial situation of the organization, USTA Colorado downsized our operation to the pre-2011 expansion of Marketing/ Diversity & Inclusion, Player Development and additional permanent part-time staff for Community Development.

The Board focused on adhering to the newly adopted 5-year plan and sought to ensure the organization's efforts emphasized key elements of our strategic goals and objectives.

Many of the responsibilities of those departments eliminated were delegated to the remaining staff; and some areas were 'paused' for future assessment after the pandemic subsides. In addition, the pandemic played a role in our decision to eliminate our print publications (Colorado Tennis and the Big Book of Colorado Tennis), which had already been under review.

Our heartfelt thanks go to our departing and re-classified personnel who were a part of our team for many years. We are grateful for your time, passion, dedication and professionalism.

USTA Colorado also modified our volunteer structure to be consistent with our re-organization. Those changes were approved by the Board and will be adopted in 2021.

A Special Category Board position, appointed by the President, will be added specifically for Diversity & Inclusion representation. And a Youth Tennis Council will be formed to better coordinate all aspects of our youth tennis spectrum. The Council will be comprised of volunteer committee leaders and respective staff who are involved with youth programs.

Obviously, our organization has changed. But our mission, core values, focus areas and strategic objectives remain intact and continue to be guided by our 5-year Strategic Plan. We are hoping for and gearing up for better days ahead.

THE SILVER LINING

Tennis is the perfect social-distancing sport—and the numbers prove it.

TENNIS PARTICIPATION GROWTH IN 2020



Source: 2020 Physical Activity Council's Participation (PAC) Report.

Tennis participation in the U.S. increased by 22% in 2020, with 21.64 million people hitting the courts, according to recent data from the Physical Activity Council's Participation (PAC) report produced by Sports Marketing Surveys.

Of the more than 21 million Americans saying they played tennis last year, 6.78 million were either new or returning/lapsed players. Nearly 3 million of those were first-time players, a 44% increase over new players in 2019. Additionally, the 3.82 million Americans who returned to the sport after time away was a 40% increase over the same measure in 2019.

PAC reported 10.08% of the US population playing tennis over that span, compared to 6.75% in the third quarter of 2019—an increase of nearly 50%. With the U.S. population now over 331 million, the 3.33% jump represents roughly 11 million tennis players.

“We are thrilled that so many new and existing players came back to the sport—especially in what was such a challenging year for so many people,” said Mike Dowse, USTA Chief Executive Officer and Executive Director. “These new participation numbers are a testament to the hard work, pas-

sion and commitment of a united industry that worked together to ensure that tennis not only survived, but that it thrived.

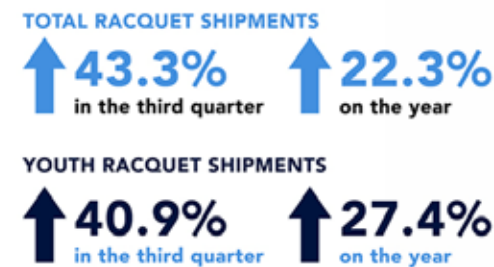
“Even though we continue to face challenges, it’s evident that many people recognize tennis as the ideal social-distancing sport, which puts it in a great position to continue to grow and allow people to stay active and social in a healthy and safe manner.”

In addition to the increase in participation highlighted in the PAC report, the Tennis Industry Association—the trade association that assists in monitoring the entire U.S. tennis industry—reported that racquet sales in the entry-level category have seen significant year on year growth of nearly 40%.

With its inherent social distancing, along with many other health benefits, tennis continues to show strength in the face of the coronavirus pandemic. To that end, the USTA—with input from the USTA Medical Advisory Group—established in 2020 a series of recommendations and guidelines on how to play tennis safely for both players and facilities. Additionally, a recent study, which analyzed the surface of balls used in various sports, showed that tennis balls used during normal play are unlikely to put players at risk of developing COVID-19.

Tennis facilities throughout the country have benefitted from this increase in play. Many health and fitness clubs are cross-promoting their tennis offerings to fitness members, creating a new stream of tennis players. Bringing people from the fitness center out onto the tennis court is easy because they feel safer outside. They do cardio drills on the court and get introduced to the sport of tennis. Because people don’t have to have a skill level to get some exercise in, this type of cross-promotion has been successful in some locations.

SALES OF INTRODUCTORY TENNIS RACQUETS

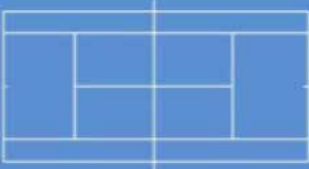



Source: TIA Quarterly USA Wholesale Equipment Census.

TENNIS HEALTH BENEFITS

TOP 10 REASONS TO PLAY TENNIS

THE SPORT FOR A LIFETIME






YOUR BODY

GET FIT
Lose Weight, Burn Calories
An hour of singles play can burn 580-870 calories.
According to Oja, et al. Am J Sports Med. 2016

LIVE LONGER
Playing just 3 hours per week will reduce your risk of heart disease 56%.
According to a 2016 Harvard University study

STRENGTHEN HEART, MUSCLES, AND BONES
Compared to other sports, tennis players have the lowest incidence of cardiovascular disease.
40-year study conducted by Oxford, England University

DEVELOP HAND-EYE COORDINATION
Playing tennis involved several skills that all contribute to good hand-eye coordination. You can improve your agility, balance, coordination, reaction time and more.




YOUR LIFE

ENJOY FAMILY AND FRIENDS
Great for the whole family, no matter what your age. With minimal equipment needed and plenty of courts nearby, it's easy to bring a friend or find one on the courts.

DEVELOP TEAMWORK AND SPORTSMANSHIP
From doubles play to team and league play, tennis develops your ability to communicate and work together.

IMPROVE SOCIAL SKILLS
Tennis outperforms all other sports in developing positive personality characteristics.
According to a study by Dr. Jim Garcia at Colorado University



YOUR BRAIN


REDUCE STRESS
Tennis helps you deal with physical, mental, social, and emotional challenges, and increases your capacity to deal with stress.

INCREASE BRAIN POWER
From alertness to tactical thinking, tennis enhances the neural connections in your brain. Kids who play tennis regularly get better grades.
According to a 2013 USTA study

LEARN TO SOLVE PROBLEMS
Tennis is a sport that is based on evaluating angles, geometry and physics to get the best result, which translates into better problem-solving off the court.
In the late 1990s, several experts proposed that tennis, since it requires alertness and tactical thinking, may generate new connections between nerves in the brain and promote a lifetime of continuing brain development. This was supported in John Ratey's book "Spark." Ratey was quoted in USA Today as saying, "A heart-thumping game of tennis can keep the brain in top shape."

Tennis is FUN! Get started TODAY!

Let TENNIS add years to your life — and life to your years!
Go to USTA.com to find a place to play!



Tennis' positive health impacts are well documented, and have recently been further highlighted by one of the largest sport-specific studies to date. The study, published in the July 2020 edition of the Journal of Medicine and Science in Tennis, showed that those who play the sport have higher general, physical, social and mental health scores than the general population.

"We are excited to see these positive trends and such significant growth in our sport," said Craig Morris USTA Chief Executive, Community Tennis. "We are energized to continue putting forward key industry partnerships and quality programming to ensure new and existing players of all ages and abilities have the best experience playing the sport for a lifetime."

It's been a message that's resonated across the country, and aided by the creation of "Tennis Industry United" in March — a collaboration of the USTA, TIA, USPTA, PTR, ITA, ATA, major endemic media partners and others—tennis has continued to thrive across the U.S., in the face of the pandemic. Indeed, people have taken to the sport in impressive numbers in this pandemic-plagued year, that surge continuing even into the colder fall months.

Improved General Health Outcomes in US Recreational Tennis Players

JOURNAL OF MEDICINE AND SCIENCE IN TENNIS • JULY 2020

The physical health benefits of exercise are well-established, including decreasing the risk of cardiovascular disease and diabetes, improving lipid profiles, and increasing bone density and strength. Furthermore, the mental benefits of exercise, including improved cognitive performance and memory have also been noted. There is strong evidence to support the health-related quality of life benefits conferred to athletes in comparison to non-athletes.

A positive relationship of the beneficial effects of exercise (specifically running) has been seen with increasing duration and frequency. However, the majority of athletes in these studies have focused primarily on elite groups in comparison to the general population. Moreover, the influence of specific sports on health, however, has not been well studied.

Tennis is one of the most popular recreational sports worldwide with international organizations in more than 200 countries and with more than 75 million participants worldwide. Tennis athletes make up a diverse population, varying in experience, skill and physical fitness.

USTA League is the largest adult competitive tennis program in the country. Based on a questionnaire that was sent to more than 300,000 USTA league players in the United States, USTA Leagues players have higher general, physical, social and mental health scores than the general population median. Patients with a higher level of skill have higher physical functioning. Younger tennis players and athletes who competed more than three times per week scored higher than those who were older and played less, respectively.

USTA COLORADO



INTERMOUNTAIN
COLORADO

ABOUT USTA COLORADO: THE COLORADO TENNIS ASSOCIATION

Founded in 1955, USTA Colorado is a district affiliate of the United States Tennis Association, and the governing body of tennis in Colorado. Its mission is to promote and develop the growth of tennis in Colorado, coordinating recreational and competitive tennis opportunities for players of all ages, abilities, and backgrounds. A not-for-profit organization, USTA Colorado invests 100% of its resources into growing the game.

We provide grants to organizations that want to introduce tennis to their communities and we offer scholarships to junior players who seek to take their game to the next level.

We coordinate adult league play for more than 40,000 players across the state, and offer programs for junior players of all ages and abilities. Our sanctioned tournament schedule included more than 240 events this year, including opportunities for players of all ages and abilities.

We are in the parks. We are in recreation centers and in private clubs. We are in schools helping physical education teachers introduce our kids to a game that they can play for a lifetime, keeping them fit and healthy. We believe that fundamental tennis principles like sportsmanship, hard work and personal responsibility translate into every area of life. Through tennis we are helping people realize their potential both on and off the court.

We are more than 20,000 members strong, but our scope is not confined to those players alone. We represent the hundreds of thousands of tennis players in our state, providing information and opportunities to play for each and every one of them. We reach out to all players, including those of diverse cultural backgrounds, mentally and physically challenged athletes, and under-served communities. Diversity and Inclusion are strategic priorities and core values for USTA Colorado. The more we include diverse perspectives and experiences, the more we are able to advance diversity and make inclusion a reality.

USTA COLORADO STAFF

Executive Director
Associate Executive Director
Administrative Assistant
Accountant

Community Development Director
Community Youth & School Tennis Coordinator

Marketing/Diversity Director

Communications/Creative Director

League Programs Director/IT Coordinator
League Operations Director
League Coordinators

Player Development Director

Tournament Operations Director

Fritz Garger
Lisa Schaefer
Anita Cooper
Cindy Springsteen

Kristy Harris
Kristy Jenkins

Paula McClain

Kurt Desautels

Jason Rogers
Taylor McKinley
Mary Brennan
Jarret Sutphin

Cindy MacMaster

Jason Colter

INDEPENDENT CONTRACTORS

Information Technology/Technical Support Director

Tennis Specialists

Gary Goff
Janna Albers, Jackie Bingham-Levine
Dave Boon, Julie Ciarvella, Nora Harrison, Nikki Hola,
Hugo Jimenez, Clarence Milton, Linda Schley, Kristyn Wykert

Colorado Tennis Advertising

Team Colorado Coaches

Karen Engel
Mike Phillips, Meike Babel,
Meredith McGrath, Alex Davydov, Wendy Donovan, Jamal Heydari,
Brent Mazza, Peggy Bernardis, Glauco Nascimento,
Maureen Slattery, Madison Porter

LEAGUE COORDINATORS

Junior Leagues (Northern CO)
Junior Leagues (Southern CO)
Adult Leagues (Northern CO)
Adult Leagues (Southern CO)
Adult Leagues (Mountain)
Adult Leagues (Western Slope)

Bryce Melcher
Mike Humphrey
Diane Westlind
Jean Orton, Susan Swarmer
Shelley Freeman
Kathy Elliott

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A MESSAGE FROM THE PRESIDENTS

USTA COLORADO CAROLYN PETERS, PRESIDENT



Reflecting on 2020 for all of us is a mixture of emotions and experiences. At USTA Colorado, it was the same. We began the year like we have so many others, with our 20th Annual Colorado Tennis Hall of Fame Gala and USTA Colorado Annual Awards Celebration. It was quite a night: celebrating the induction of Gigi Fernandez, an icon of our sport on the international stage, along with our look back on ALL our past Hall of Fame inductees, and the recognition of our Annual Award winners, all of whom were so deserving. But very shortly thereafter, our world changed dramatically. The remainder of the year was a time that has changed lives in so many ways. But our organization, from the Board to committees and the staff, proved that even during difficult times, exceptional leadership can provide opportunity.

Although this past year has presented us with many hard decisions, including a structural reorganization, the Board of Directors kept at the forefront the importance of our financial stability so we could continue to fulfill our mission, to promote and develop the growth of tennis in Colorado. With that in mind, we have been able to stabilize in

2020 and develop plans to establish a sustainable position for 2021 and beyond. Our goal is to remain focused on the priorities set forward in our Five Year Plan (which officially began in 2020), including our intention to provide outstanding programming and support for communities statewide.

While 2020 resulted in significant loss of league and tournament offerings, the staff at USTA Colorado became creative and managed to facilitate more league opportunities than initially imagined and some tournament directors were able to host events, although the number of tournaments was way down. Given the circumstances we faced, it was miraculous that we were able to facilitate what we did. Our sport's ability to offer interactions with natural physical distancing proved invaluable as tennis was an outlet sorely needed for everyone's physical, emotional and mental well-being. Not only existing players were reminded, but many new players realized the value that tennis adds to their lives.

Our administration, Communications and Community Development departments spent a lot of time in 2020 supporting the many providers and professionals throughout our state. Efforts were made and hours spent on coordinating local, state and national health guidelines and regulations along with the distribution of recovery support grants to facilities in need. It was at times overwhelming, but our entire industry worked to help one another, here in Colorado, our Intermountain Section and at the National level.

Our efforts will continue in 2021, with provider, community and individual player support. The USTA Colorado Board is grateful to so many for the passion, leadership, innovation and commitment given to our organization and our sport this past year. We all have grown from this extraordinary journey of 2020 and look forward to greater things in the year ahead.

USTA COLORADO BOARD OF DIRECTORS

Delegates At-Large

Carolyn Peters (Denver), President
Laurie Anderson (Greeley), Treasurer
Susan Bolton (Denver), Secretary
Leslie Davis (Lakewood)
Brett Haberstick (Boulder)
John Martinez (Denver)
Rachel Morley (Denver)
Mark Scruggs (Denver)
George Tavarez (Castle Rock)

Regional representatives

Gonzo Garcia (Boulder), Vice President
Laura Ecton (Northern Colorado)
John Wendt III (Western Slope)
Mike Humphrey (Southern Colorado)
Kate Walker (Mountains)

Special Category Members

Jon Messick (CTUA)
John Suter (Hall of Fame)
Tom Van De Hey (USPTA)
Bethany Brookens (CHSAA)
Marc Knutilla (Public Parks)

CYTF BOARD OF TRUSTEES*

Cindy McLemore, President
Chris Mease, Vice President
Kerry Barker, Secretary
Janice Simpson, Treasurer
Bill Conway
Brett Haberstick
Mary Moses
Eileen Pero
George Tavaréz

* Board of Trustees directly oversees all disbursements of scholarships and grants for the CYTF.

COLORADO YOUTH TENNIS FOUNDATION CINDY MCLEMORE, PRESIDENT

I'm certainly not the first to remark that 2020 was a year unlike any other! Just as the CYTF Board was preparing for our first meeting of 2020, the world as we knew it changed. Like many other organizations, the CYTF had to adjust on the fly and try to navigate the uncharted waters of a global pandemic.

Despite the challenges of COVID-19, we did have some bright spots. The 20th Annual Colorado Tennis Hall of Fame Gala and USTA Colorado Annual Awards Celebration took place in February. I cannot thank USTA Colorado enough for their amazing support and the efforts of the staff to bring about this event. And, to our sponsors, donors and attendees...thank you as well for your support. Dollars raised during the Gala make a big difference in the lives of the kids we serve.

In 2020, we took our Scholarship and Grant application process online. In a typical year, March is our primary disbursement meeting where we allocate funds to individual scholarship applicants and programs. As most programming was cancelled, the Board moved forward with providing funding and other resources to support our applicants' efforts to remotely stay active and fit (emotionally and physically) during the shutdown. Our recipients took advantage of the opportunities and were very grateful to be able to provide this support during a very challenging time for kids.

The CYTF also continued its partnership with USTA Colorado to support SERVES. Two of our SERVES satellite programs were able to come back on-court once restrictions relaxed to operate and provide meaningful tennis and life skill learning opportunities for program participants.

This pandemic has forced us to consider how the CYTF can thrive in this new environment so we can continue and expand our support of under-resourced youth in Colorado — providing them with opportunities to participate in a lifetime sport. In truth, the pandemic has forced us to look at new ways of outreach in all facets of our efforts. The CYTF Board has been receptive, engaged and creative when looking at the coming year.

I cannot thank my fellow Board members enough. Our partnership with USTA Colorado is stronger than ever, the staff is amazing and works so hard for all of the Colorado tennis community. Our donors, friends, supporters and partners have all stepped up in meaningful ways. Together, we have continued the important work we do and will continue to change lives through tennis.



VOLUNTEER STRUCTURE

USTA COLORADO (COLORADO TENNIS ASSOCIATION)

Roles and Working Relationships
(includes CYTF structure)

Executive Director's Role: Leadership/Management

- Recommend and execute the vision/strategy/objectives.
- Manage USTA Colorado & CYTF programs, resources and budgets.
- Direct USTA Colorado & CYTF staff and day-to-day activities.
- Provide leadership to the Board and constituents.

Staff Roles: Operations and Program Support

- Coordinate program execution.
- Provide professional management expertise.
- Maintain the integrity of the budgets.
- Support the activities of USTA Colorado & CYTF committees and leadership.

President's Role: Leadership

- Leadership of the Board and organization

Director and Trustee's Roles: Leadership

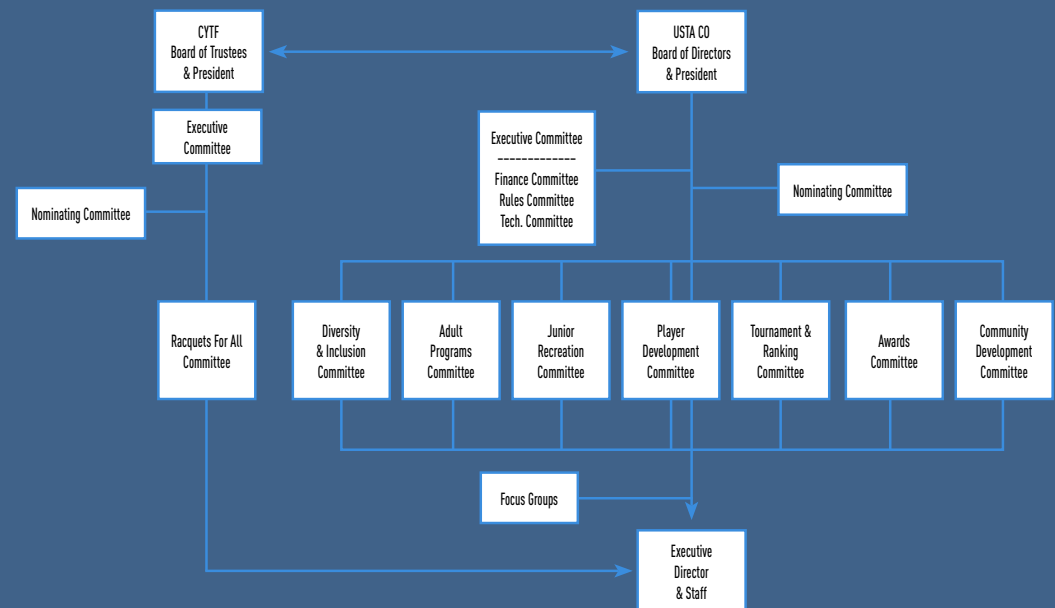
- Determine vision/strategy/objectives.
- Develop resources and approve budgets.
- Create policy and oversee management.
- Direct community liaison and recruit leadership.
- Assist in programs (as desired/appropriate).

Executive Committee & Audit Committee's Role: Leadership

- Finance/Audit
- Rules
- Technical

Focus Groups' Roles: Projects and Programs

- Consideration of new program ideas.



COMMITTEES

USTA COLORADO (COLORADO TENNIS ASSOCIATION)

Volunteer Committees

ADULT PROGRAMS

Judy Anderson—Chair
Tom Van De Hey—Vice Chair
Taryn Archer
Alden Bock
Lisa Heastan
Christine Houldsworth
Scott Langs
Karen Schott
Mike Shellman
Jaime Stokes

COMMUNITY DEVELOPMENT

Diane Wolverson – Chair
Susan Bolton
Dave Boon
Voradel Carey
Marc Knutilla
Carolyn Peters
Jesse Rodriguez

DIVERSITY & INCLUSION

Brian Young—Co-Chair
Taryn Archer—Co-Chair
Frank Adams
Meike Babel
Voradel Carey
Viviana Casillas
Alvin Cooper
Olga Garcia
Dan Gonzalez
Nora Harrison
Shadia Lemus
John Nelson
Kenny Orive

JUNIOR RECREATION

Laurie Anderson—Chair
Judy Anderson
Diane Daniels
Gonzo Garcia
Linda Schley

NOMINATING

Lena Elliott
Steve Henson
Tom Van De Hey

PLAYER DEVELOPMENT

Mike Phillips — Chair
Meike Babel
Angela Finan

RACQUETS FOR ALL (CYTF)

Sarah Killeen—Chair
Christian Hawley
Kira Kraatz
Nancy Kraatz
Rachel Morley
Susan Swarmer
Tom Talmadge

TOURNAMENT/RANKING

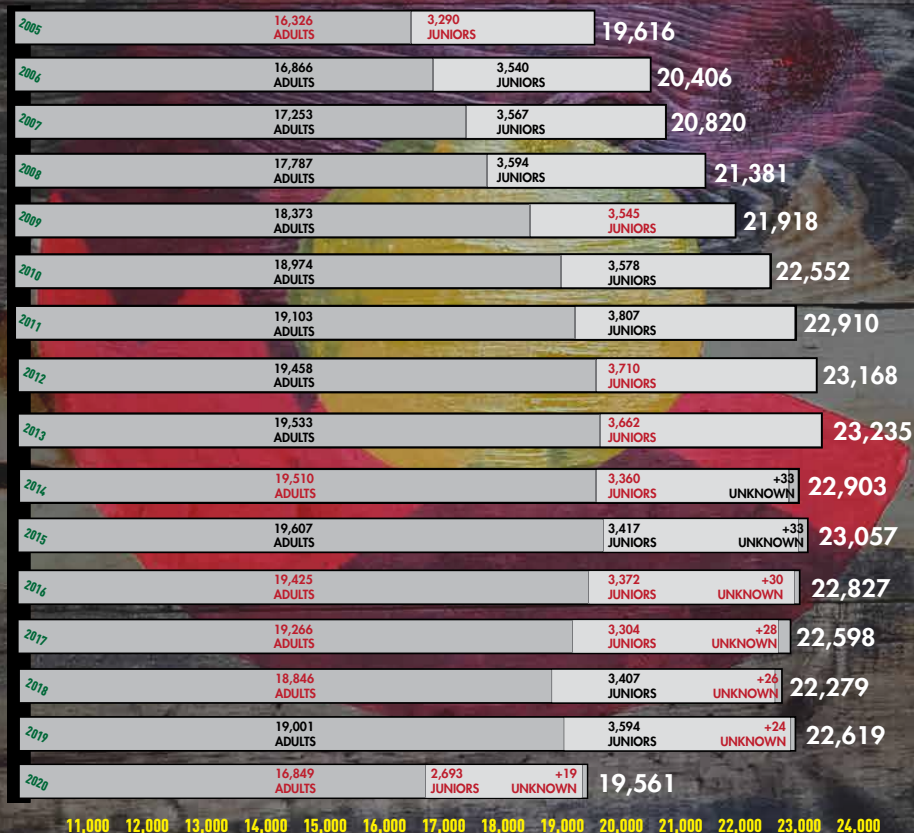
Brett Haberstick—Chair
Jon Messick
Duke Paluch
Mike Shellman

MEMBERSHIP / LOCAL

After a rise in membership in 2019, Colorado experienced a sizeable decline in 2020, as both adult and junior memberships dropped heavily. This pattern was typical across the Section and the Nation, as the COVID pandemic and related lockdowns pushed membership numbers back 15 years to mid-2000s levels.

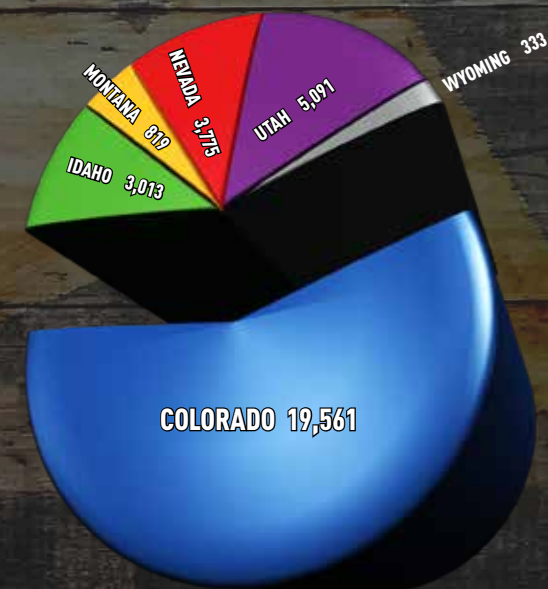
In late 2020, USTA announced a new membership structure where all junior memberships would be complimentary.

COLORADO MEMBERSHIP THROUGH THE YEARS



2020 INTERMOUNTAIN MEMBERSHIP/DISTRICT USTA INTERMOUNTAIN SECTION (32,592) PERCENTAGE OF TOTAL MEMBERSHIP/INCREASE OVER 2019 (37,649)

COLORADO	60.0%	-13.52%
Utah	15.6%	-8.94%
Nevada	11.6%	-6.30%
Idaho	9.2%	-16.68%
Montana	2.5%	-34.79%
Wyoming	1.0%	-38.10%
INTERMOUNTAIN	100%	-13.43%



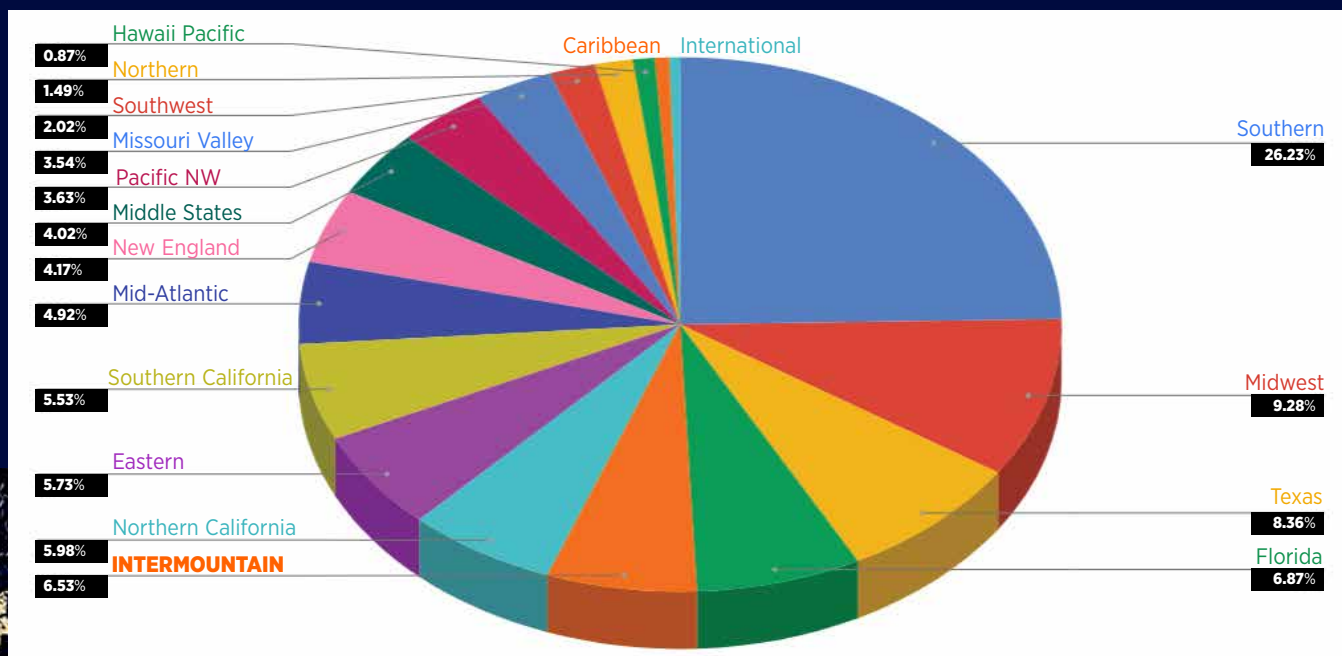
MEMBERSHIP / NATIONAL

2020 USTA MEMBERSHIP BY SECTION USTA NATIONAL % / # 2015-CURRENT

After ticking up for the first time in nearly a decade, USTA membership dropped significantly over the last 12 months.

Youth membership fell by nearly a third, while adult membership declined by almost 20% nationwide.

There was a silver lining: Intermountain rose from 8th to 5th in the overall rank of Sections.



Section	2015	2016	2017	2018	2019	2020	% Total Members	% Change YF	# Change YF	% Change (vs 2015)	# Change (vs 2015)
Southern	170,293	166,758	161,066	155,280	158,368	130,848	26.23%	-17.38%	-27,520	-23.16%	-39,445
Midwest	74,227	70,800	67,058	60,887	60,632	46,280	9.28%	-23.67%	-14,352	-37.65%	-27,947
Texas	52,285	51,875	50,869	50,023	51,417	41,719	8.36%	-18.86%	-9,698	-20.21%	-10,566
Florida	41,291	40,751	39,875	39,793	40,299	34,271	6.87%	-14.96%	-6,028	-17.00%	-7,020
Intermountain	39,230	38,305	37,402	36,921	37,649	32,592	6.53%	-13.43%	-5,057	-16.92%	-6,638
Northern California	51,451	49,456	45,839	44,119	43,494	29,803	5.98%	-31.48%	-13,691	-42.07%	-21,648
Eastern	42,893	41,853	39,725	37,681	37,830	28,585	5.73%	-24.44%	-9,245	-33.36%	-14,308
Southern California	42,077	41,905	40,741	40,036	41,909	27,586	5.53%	-34.18%	-14,323	-34.44%	-14,491
Mid-Atlantic	35,663	34,431	32,681	31,121	31,542	24,561	4.92%	-22.13%	-6,981	-8.61%	-3,071
New England	30,742	30,372	29,045	28,324	28,847	20,776	4.17%	-27.98%	-8,071	-32.42%	-9,966
Middle States	28,944	27,927	26,841	25,698	25,684	20,046	4.02%	-21.95%	-5,638	-30.74%	-8,898
Pacific NW	24,221	23,922	23,833	23,807	24,604	18,102	3.63%	-26.43%	-6,502	-25.26%	-6,119
Missouri Valley	21,841	21,752	21,210	20,735	21,022	17,638	3.54%	-16.10%	-3,384	-19.24%	-4,203
Southwest	12,553	12,501	12,415	12,363	12,835	10,059	2.02%	-21.63%	-2,776	-19.87%	-2,494
Northern	11,449	11,366	10,788	10,130	10,143	7,455	1.49%	-26.50%	-2,688	-34.89%	-3,994
Hawaii Pacific	6,327	6,201	6,002	5,827	5,802	4,331	0.87%	-25.35%	-1,471	-31.55%	-1,996
Caribbean	4,740	4,476	4,272	3,844	3,758	2,471	0.50%	-34.94%	-1,327	-47.87%	-2,269
International	3,263	3,215	2,971	2,895	3,092	1,597	0.32%	-48.35%	-1,495	-51.06%	-1,666
Missing	0	0	6	26	21	41	0.01%	95.24%	20	---	41
Total	693,490	677,866	652,639	629,510	638,988	498,761	100.00%	-21.95%	-140,227	-28.08%	-194,729

ORGANIZATIONAL MEMBERS

Anthem Ranch
Apex Tennis Center
Arapahoe Tennis Club
Applewood Athletic Club
Applewood Knolls
Aspen Glen Club
Aspen Meadows Tennis
Basalt High School
Basalt Recreation Department
Bear Creek Swim & Tennis
Bear Valley Park
Berkeley Park Tennis Club
Boulder Country Club
Boulder Tennis Association
Bow Mar Tennis Club
Breckenridge Tennis Center
Broadmoor Golf Club
Broomfield Swim Tennis Club
Castle Pines Village Tennis
Centennial Valley Tennis Association
Cherry Creek Vista
Cherry Hills Country Club
City & County of Broomfield
City of Aurora
City of Glenwood Springs
City of Longmont
City Park Racquet Club
Club Greenwood
Colorado Athletic Club Inverness
Colorado Athletic Club Monaco
Colorado I Have A Dream Foundation
Colorado School of Mines Tennis
Colorado Spring Lifetime Fitness

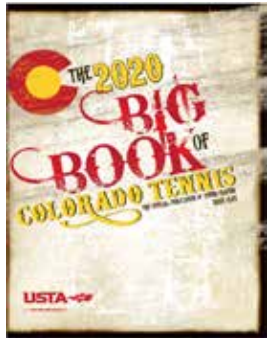
Colorado Springs Country Club
Colorado Springs Racquet Club
Colorado Springs Sport Corporation
Colorado Flatiron Athletic Club
Colorado Tennis Association
Colorado Tennis Umpires Association
Colorado Wheelchair Tennis Foundation
Colorado Youth Tennis Foundation
Columbine Country Club
Columbine Knolls Recreation District
Corey Speaks
Country Club of Colorado
Crestmoor Community Association
Crown Mountain Recreation District
Denver Area Tennis Enthusiasts
Denver Country Club
Denver Parks Recreation CityWide Sports
Denver Tennis Club
Devils Thumb HOA
District 50 Education Foundation
Eastmoor Swim & Tennis Club
Eaton Tennis Association
Englewood Parks & Recreation
Evergreen Park & Recreation District
Evergreen Tennis Club
Everitt Middle School
Foothills Swim Tennis Club
Fort Collins Country Club
Fort Collins Tennis Association
Fox Hill Country Club
Foxridge Swim & Racquet Club
Fraser Valley Metropolitan Rec District
Garden of The Gods Club

Gates Tennis Center
Genesee Tennis
Glenmoor Country Club
Golden High School
Golden Tennis Association
Governors Ranch HOA
Grand Junction Tennis Club
Green Oaks CTA
Hay-Arthur Estates
Heritage Eagle Bend CTA
Heritage Greens Association
Heritage Village HOA
High Altitude Tennis
Highland Meadows Tennis Center
Highlands Ranch Community Association
Highlands Ranch Metro
Hiwan Golf Club
Homestead Court Club
Homestead Farm II HOA
Homestead Farm Tennis
Homestead In The Willows
I Have A Dream of Boulder County
Junction Indoor Tennis Center
Ken Caryl Ranch
Keystone Tennis Center
Knolls CTA
Lakewood Park Tennis
Lakewood Tennis Association
Lewis Tennis School
Life Time Athletic Centennial
Life Time Athletic Colorado Springs
Lone Tree Elementary
Longmont Athletic Club

Longmont Tennis Association
Loveland Parks & Recreation Dept.
Loveland Tennis Association
Maroon Creek Club
Meadow Creek Tennis & Fitness Club
Meadows Swim & Tennis
Memorial Park Tennis Center
Mesa County Tennis Program
Miramont Lifestyle Fitness
Mount Vernon Canyon Club
Nederland Tennis Association
Niwoot Tennis Association
NJTL of Fort Collins
Normandy Estates
North Jeffco Tennis Club
Parker Racquet Club
Pinehurst Country Club
Pinery Country Club
Piney Creek
Pueblo Parks & Recreation
Pueblo Tennis Center
Pueblo Tennis Club Inc.
Ranch Country Club
Randy Ross Tennis Center
Renner Sports Surfaces
River Valley Ranch Masters Association
RMTCC Boulder LLC
Rocky Mountain Racquet Club
Salida Community Tennis Association
Skyline Acres Swim Tennis Club
Sloan's Lake Tennis
Smuggler Racquet Club
South Suburban Parks & Recreation

Stangeland Tennis LLC
Stapleton Tennis Club
Steamboat Tennis & Court Sports
Steamboat Tennis Association
Steele Elementary
Stonegate Village Metropolitan District
Sundance Hills T A
Sunrise Elementary
Tennis Association of Greeley
Tennis Mania Inc
The Aspen Tennis Club
The Club At Flying Horse
The Club at Rolling Hills
The Country Club at Woodmoor
The Denver Tennis Park
The J Tennis Center
The Point at Lakewood
The Preserve Tennis Club
The Town of Parker
Thornton Tennis Association
Town of Castle Rock
Town of Cedaredge
Town of Crested Butte Parks & Rec Dept
USTA Intermountain Tennis
Vail Tennis Center
Valley Country Club
Valor High School
Village Club
Washington Park Tennis Club
Widefield Parks & Recreation
Willow Creek Tennis Club
Windsor Tennis Association
Work Out West Fitness & Tennis Club

COMMUNICATIONS & PARTNERSHIPS



END OF AN ERA

After 45 years and numerous format changes, the last issue of Colorado Tennis rolled off the presses in November 2020.

The final determination to end the production of the magazine, which was born in 1976 as *High Bounce*, was hastened by the COVID pandemic, and the uncertainty surrounding a return to normal. The final tally reached 278 issues, the last 13 years also offering a digital version.

Colorado Tennis was the last of its kind, a locally focused and produced tennis-specific magazine — other local tennis publications had long since stopped printing.



Insider Info for 2021:

In early 2021, USTA is set to debut the local-first version of its website. The goal is to deliver priority content to users based on their location. Colorado is the first District to be included in this plan.

SHIFT IN DIRECTION AS COLORADO BEGINS TRANSITION TO USTA.COM

For more than a year, USTA Colorado was preparing to migrate from the aged American Eagle platform to a new website built on the open-source WordPress platform.

But due to a number of factors, including the promise of a national marketing initiative targeting the Denver area, the decision was made to move away from an independent website and build on the national USTA.com Adobe platform. Colorado is the first District in the country to have this opportunity at the moment.



SOCIAL MEDIA NETWORK CONTINUES EXPANSION

USTA Colorado maintained its social media network with Facebook, Twitter, and Instagram. Over the past several years, USTA Colorado's various platforms have an engagement of more than 500,000.

Facebook likes climbed by 10%, while Twitter and Instagram saw modest growth.

Overall engagement was down significantly, however, due to fewer updates on play opportunities.

YEAR-ROUND PARTNERS EXPAND OPPORTUNITIES FOR PLAY

USTA Colorado is thankful for its partnerships with several companies who help us grow tennis at the grassroots level.



COMMUNITY TENNIS

2020 UPDATE

The department started the year expanding the staff by an additional part-time employee and working to enhance targeted provider connection, education and support, specifically around **Net Generation**, the junior pathway programs and the new digital tool, **Serve Tennis**. Momentum was picking up with early efforts to meet one-on-one with providers and conduct a number of professional training events for coaches, physical educators and instructors of all backgrounds. Significant activity took place the first part of the year with several more trainings and events on the books before it came to a screeching halt. Efforts to continue relationships and connections with the targeted providers continued throughout the rest of the year with a more general approach.

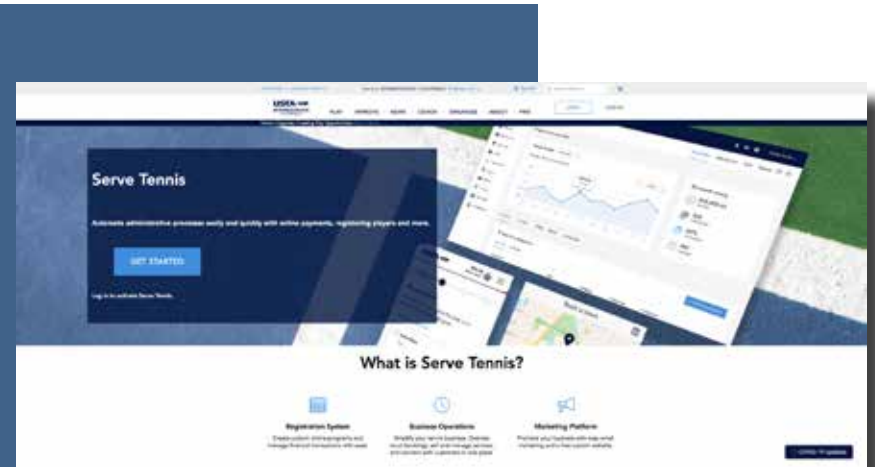
Between January and mid-March the following trainings took place:

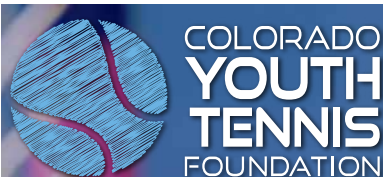
- Two-day USTA Wheelchair Coach Development workshop with National staff (22 coaches)
- Net Generation Community workshop for APEX Parks & Recreation (14 instructors)
- Collaborative Coaching Series focusing on Team Challenges/Team Tournaments jointly offered by Player Development and Community Development departments (18 coaches)
- School Tennis meetings/trainings for Pueblo District 60, Aurora Public Schools, Cherry Creek Public Schools and Colorado Springs District 11

After the initial shockwave of the COVID quarantines, the USTA quickly brought together the entire tennis industry to create **Tennis Industry United** as a source of immediate and longer-term support for all involved with the sport to more easily access federal, USTA and other partner information and funds during the pandemic. Topics ranging from legal and employment matters to mental health, safe return to play and programming were presented by experts through webinars, podcasts and articles.

Additionally, USTA committed millions of dollars to local facility recovery and certified coach assistance. Twenty Colorado facilities applied for and received funding totaling \$83,500 to assist with additional expenses related to re-opening in the midst of the pandemic. USTA Colorado was specifically able to make significant impact in the resurfacing of the Fraser tennis courts (pictured right) through a \$2,500 Adopt-a-Court grant award. The funding was leveraged to complete the only Fraser Valley Metro Recreation District 2020 capital improvement project in a year where tennis exploded in this smaller mountain community.

Investing in certified USPTA and PTR coaches, another high priority led by USTA, was illustrated with funds distributed through the 2021 dues relief subsidy for certified teaching professionals. Approximately 40-50% of Colorado USPTA pros qualified and benefited from this financial relief. Facilities and coaches remain areas of focus for USTA and USTA Colorado support in 2021 as we work together to welcome and engage new and returning players to the game!



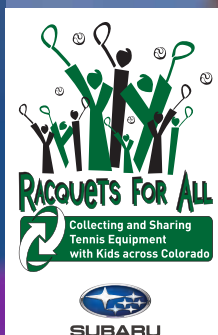


"Through the lifetime sport of tennis, the Colorado Youth Tennis Foundation promotes the physical, emotional and social development of ALL youth to aspire to become active, productive and responsible citizens."

RACQUETS FOR ALL 2020

- Racquet collection and distribution continued throughout the year at a slower pace with minor modifications to the process. Yet over 400 racquets were still collected and over 300 racquets given out to programs in need.
- Efforts were made to re-engage with past recipients from over the past 13 years to invite them to remind them to tap into the equipment inventory for their programs.
- The girls' and boys' high school challenges were both put on hold due to the cancelled and/or abbreviated seasons.

	Collected	No. of Donors	Distributed	No. of Recipients
2008	88	4	56	4
2009	552	26	247	18
2010	704	43	674	35
2011	1006	39	585	53
2012	631	45	561	36
2013	1197	45	608	34
2014	495	32	634	33
2015	828	40	777	42
2016	709	50	582	33
2017	893	43	584	24
2018	819	37	978	38
2019	1198	43	1008	38
2020	420	20	301	16
	9540		7595	



SERVES

SERVES is an acronym for: Success, Education, Respect, Values, Excellence and Self-Confidence and these principles are built into the fabric of the program — a program that incorporates more than just tennis.

Athletic skills development as well as learning and practicing life and leadership skills round out our holistic approach for youth development. Programs included: SERVES at the Denver Tennis Park (62 participants) and Steamboat SERVES (32 participants).

As part of the SERVES support, satellite program partners received grant dollars to help offset costs associated with the day to day running of their programs as well as additional resources from USTA Colorado.

SERVES is a partnership between USTA Colorado and the Colorado Youth Tennis Foundation.

INVESTING IN YOUTH

The Colorado Youth Tennis Foundation invested nearly \$30,000 into the community through program grants to organizations running programs for kids in need and special needs scholarships to youth who need assistance.

This figure was down significantly from 2019 due to COVID-19 and the forced shutdown of tennis facilities and programming.

FUNDING BREAKDOWN

The CYTF funded 23 special need scholarships and 1 program grant.

Region	% of Funding
Metro Denver	50%
Northern Colorado	29%
Southern Colorado	16%
Mountain	5%
Western Slope	0%

JUNIOR TEAM TENNIS

JUNIOR TEAM TENNIS

USTA suspended all league play until June 1st due to COVID-19, resulting in our decision to cancel JTT league play and offer three alternate options for facilities: an in-house flexible format league (for those not permitting guests), partnering with other facilities, and/or run a smaller scale league or offer programming without the support of staff or TennisLink.

Columbine Country Club and Crestmoor individually offered successful in-house flexible format leagues with a combined total of 219 players. We also saw success with a South Denver league, in which multiple facilities participated in a smaller-scale JTT league that had 755 players. As these leagues included player registration on TennisLink and were all coordinated and scheduled

by USTA Colorado, we have included the numbers in the overall participation data below.

Despite the turbulent year, Fall JTT league operated with a modified format (1s/1d), drawing 326 players. The plan for 2021 is to run JTT & JTT Fall league as normal, but we are prepared to make alterations to the league(s) if needed if COVID-19 restrictions persist.

JUNIOR TEAM TENNIS PARTICIPATION

BY AGE DIVISION/LEVEL OF PLAY, 2011-2020

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	COMPARED TO 2019	
											SUMMER%	FALL%
10 Futures	0	0	0	0	0	0	129/0	213/24	177/32	52/32	-70.62%	+0.00%
10 Challenger B	321	331	305	363	396	433	309/46	135/64	250/32	53/37	-78.80%	+15.63%
10 Challenger A	76	117	234	223	232	204	188/46	263/0	183/53	13/0	-92.90%	-100.00%
TOTAL 10s	397	448	539	586	628	637	626/92	611/88	610/117	118/69	-80.66%	-41.03%
12 Futures	107	227	195	159	207	160	175/60	132/0	117/0	36/14	-69.23%	>0
12 Challenger B	410	376	388	483	474	560	510/38	233/65	430/44	138/87	-67.91%	+97.73%
12 Challenger A	222	238	209	302	264	252	275/0	506/28	282/97	139/29	-86.17%	-70.10%
12 Championship	0	4	96	31	40	0	27/0	20/0	0/0	0/0	0%	0%
TOTAL 12s	739	845	888	975	985	972	987/98	891/93	829/141	213/130	-74.31%	-7.80%
14 Futures	37	81	40	98	96	96	78/6	80/0	47/0	0/0	-100.00%	0%
14 Challenger B	513	462	512	479	580	609	522/76	322/69	454/26	187/56	-58.81%	+115.38%
14 Challenger A	366	353	398	372	374	297	298/25	571/50	422/69	40/20	-90.52%	-71.01%
14 Championship	40	71	71	116	40	48	42/0	29/0	32/0	0/13	-100.00%	>0
TOTAL 14s	956	967	1021	1065	1090	895	940/107	1002/119	955/95	227/89	-4.69%	-6.32%
18 Futures	20	3	53	25	72	23	42/0	0/0	10/0	0/0	-100.00%	0%
18 Challenger B	488	533	440	546	532	591	617/0	634/23	415/42	114/24	-72.53%	-42.86%
18 Challenger A	513	483	587	585	595	636	622/0	532/0	545/48	65/14	-88.07%	-70.83%
18 Championship	309	318	329	304	258	222	243/0	218/0	208/0	18/0	-91.35%	0%
TOTAL 18s	1330	1337	1409	1460	1457	1472	1524/0	1384/23	1178/90	197/38	-83.28%	-57.78%
							4077/297	3888/323	3572/443	755/326	-78.86%	-26.41%
TOTAL	3422	3597	3857	4086	4160	4131	4374	4211	4015	1300*		
% Growth (Previous Year)		4.87%	6.74%	5.60%	1.78%	-0.70%	5.88%	-3.73%	-4.65%	-67.62%		

JUNIOR TOURNAMENTS

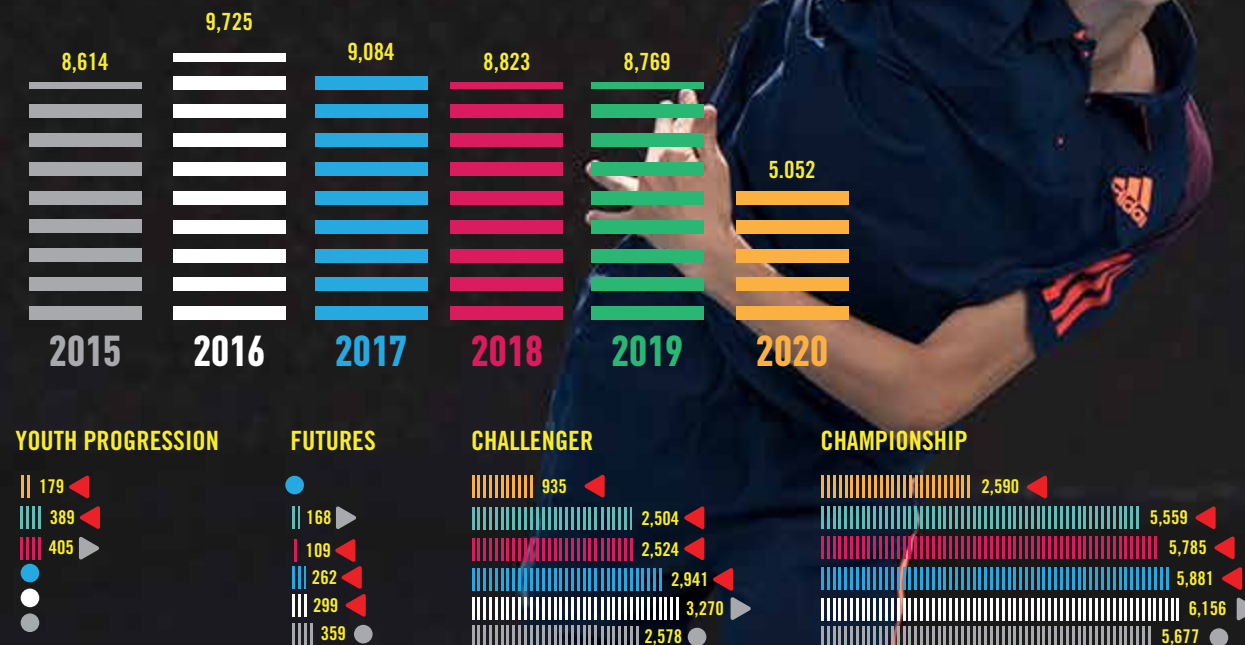
MAKING THE BEST OF A CHALLENGING SITUATION

Only a handful of youth events had been played when the COVID quarantine hit in mid-March. For several months, facilities were unable to host any tournament play. As restrictions eased, several facilities were able to offer limited opportunities for members, but it wasn't until months had passed that facilities were allowed to host events that were open to the public.

There were originally 134 junior events scheduled for 2020. Seventy were canceled, and the remaining were held using strict protocols to help minimize the risk of spreading COVID.

There were two facilities who had the means and opportunity to host additional Challenger-level events — Parker Racquet Club and The Pinery Country Club. Together they offered 12 new events for players ages 10-18.

COLORADO TOURNAMENT PARTICIPATION DETAIL OVERALL AND BY LEVEL, 2015-20

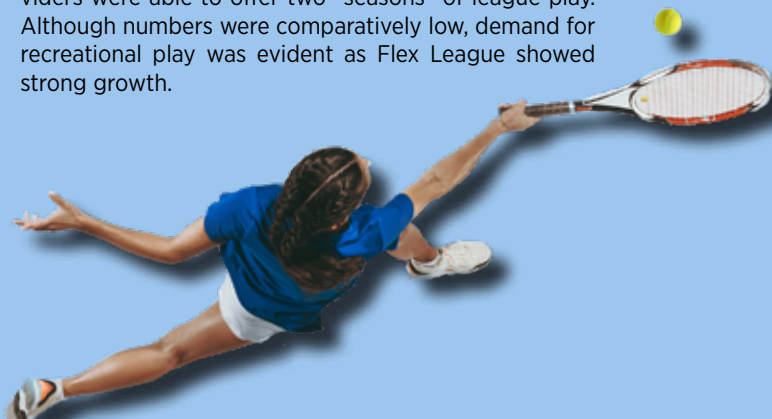


ADULT SANCTIONED PLAY

OVERALL ADULT SANCTIONED PLAY

As a result of the pandemic and subsequent quarantines, overall adult participation fell by nearly 60% in 2020. Due to local and state restrictions, many tennis providers were unable to open their doors for months. When restrictions eased, many were unable to welcome non-members into their facilities, and therefore were unable to accommodate league or tournament play. Ultimately, USTA Colorado was forced to cancel six leagues and all District Championship events.

Despite these challenges, USTA Colorado and area providers were able to offer two “seasons” of league play. Although numbers were comparatively low, demand for recreational play was evident as Flex League showed strong growth.



LEAGUES + TOURNAMENTS

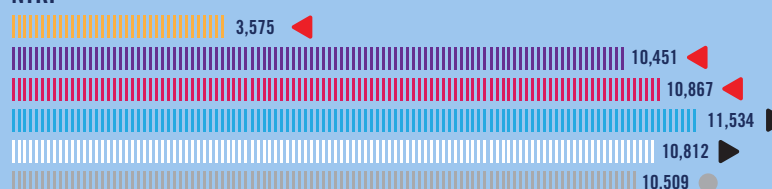
	2015	2016	2017	2018	2019	2020
TOURNAMENTS	12,670	12,959	13,864	12,993	12,628	3,616
LEAGUES	39,314	40,385	40,874	41,976	41,722	20,165
TOTALS	51,984	53,344	54,738	54,969	54,350	23,781

COLORADO TOURNAMENT PARTICIPATION DETAIL

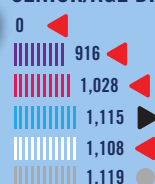
BY LEVEL, 2015-2020

Tournament participation was cut dramatically due to a very limited number of events that were held throughout the year. Nearly 75% of scheduled tournaments were canceled, including the state's largest events — the Denver City, Boulder and Colorado State Opens.

NTRP



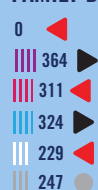
SENIOR/AGE DIVISION



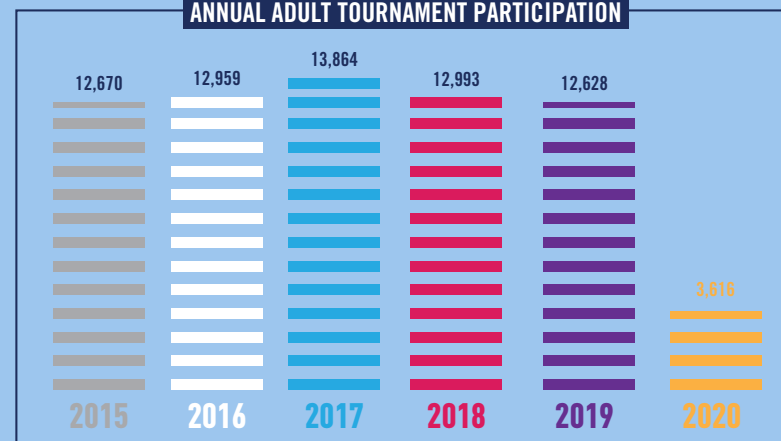
OPEN/CHAMPIONSHIP



FAMILY DOUBLES



ANNUAL ADULT TOURNAMENT PARTICIPATION



LEAGUE PARTICIPATION DETAIL

COLORADO ADULT LEAGUE PARTICIPATION ALL LEAGUES/DETAIL, 2015-2020

USTA LEAGUES	2015	2016	2017	2018	2019	2020	% +/-
USTA MIXED 18+	3047	2840	2611	2894	2977	1860	-37.52%
USTA MIXED 40+	409	543	680	1372	1577	0*	-100.00%
USTA ADULT 18+	11301	10777	10424	10241	10058	6791	-32.48%
USTA ADULT 40+	6363	7126	7432	7606	7643	0*	-100.00%
USTA ADULT 55+	1785	1859	1982	2130	2168	1366	-36.99%
USTA LEAGUE TOTALS	22905	23145	23129	24243	24423	10017	-58.99%
CTA LEAGUES							
CTA 18-39	0	337	391	249	388	67	-82.73%
CTA 65	714	752	847	817	755	334	-55.76%
CTA DAYTIME DOUBLES	2745	2850	2753	2597	2496	1535	-38.50%
CTA SUMMER DAYTIME	1914	1895	1816	1856	1803	1147	-36.38%
CTA TWILIGHT	6406	6704	6827	6924	6841	4378	-36.00%
CTA W2.5	482	672	768	794	855	0*	-100.00%
CTA LEAGUE TOTALS	12261	13210	13402	13237	12750	7461	-41.48%
ITA/NON-TRADITIONAL							
Trio	1296	1387	1371	1279	1364	0*	-100.00%
ITA Mixed	2491	2352	2265	2149	2108	1251	-40.65%
WTT	101	116	115	105	98	0*	-100.00%
Flex Leagues	260	175	592	822	838	1065	27.09%
Social League	0	0	0	141	141	0*	-100.00%
In-House League	0	0	0	0	0	371	NEW
OTHER LEAGUE TOTALS	4148	4030	4343	4496	4549	2687	-40.93%
TOTALS	39,314	40,385	40,874	41,976	41,722	20,165	-51.67%

*leagues canceled due to COVID

AUDITED FINANCIALS



FINANCIAL STATEMENT

COLORADO TENNIS ASSOCIATION

Consolidated Statement of Financial Position
December 31, 2020 (With Comparative Totals for 2019)

	Without Donor Restrictions	With Donor Restrictions	Totals 2020	2019
ASSETS				
Current assets				
Cash and cash equivalents	\$ 645,838	\$ 83,992	\$ 729,830	\$ 689,779
Accounts receivable	25,238	—	25,238	37,688
Prepaid expenses and deposits	8,876	—	8,876	23,516
	679,952	83,992	763,944	750,983
Property and equipment				
Furniture and equipment	117,425	—	117,425	115,715
Leasehold improvements	52,730	—	52,730	52,730
	170,155	—	170,155	168,445
Less: accumulated depreciation	(143,336)	—	(143,336)	(133,909)
	26,819	—	26,819	34,536
	<u>\$706,771</u>	<u>\$83,992</u>	<u>\$790,763</u>	<u>\$785,519</u>
LIABILITIES AND NET ASSETS				
Current liabilities				
Accounts payable and accrued expenses	\$ 21,938	\$ —	\$ 21,938	\$ 41,581
Deferred revenue	43,423	—	43,423	52,740
Accrued compensated absences	30,242	—	30,242	28,780
	95,603	—	95,603	123,191
Net assets	611,168	83,992	695,160	662,328
	<u>\$706,771</u>	<u>\$83,992</u>	<u>\$790,763</u>	<u>\$785,519</u>
REVENUES				
League and tournament fees	\$ 523,982	\$ —	\$ 523,982	\$ 1,148,657
Grants from USTA	532,575	—	532,575	510,745
Membership dues from USTA	271,322	—	271,322	270,166
Forgiveness of PPP & EIDL loans	252,263	—	252,263	—
Special event income	73,987	—	73,987	92,764
Contributions	80,718	—	80,718	47,992
Advertising and sponsorships	84,025	—	84,025	108,950
Interest, dividend & other income	5,014	—	5,014	56,302
	1,823,886	—	1,823,886	2,235,576
Net assets released from restrictions due to satisfaction of program restrictions	—	—	—	—
Total revenue and reclassifications	1,823,886	—	1,823,886	2,235,576

	Without Donor Restrictions	With Donor Restrictions	Totals 2020	2019
EXPENSES				
Program services				
Leagues and tournaments	636,725	—	636,725	924,157
Player & community development	371,109	—	371,109	407,592
Member publications	189,936	—	189,936	189,906
Colorado Youth Tennis Foundation	120,019	—	120,019	158,663
	1,317,789	—	1,317,789	1,680,318
Supporting services				
Management and general	141,198	—	141,198	158,868
Financial development	332,067	—	332,067	332,174
	473,265	—	473,265	491,042
Total expenses	1,791,054	—	1,791,054	2,171,360
CHANGE IN NET ASSETS	32,832	—	32,832	64,216
NET ASSETS, BEGINNING OF YEAR	578,336	83,992	662,328	598,112
NET ASSETS, END OF YEAR	<u>\$611,168</u>	<u>\$83,992</u>	<u>\$695,160</u>	<u>\$662,328</u>
CASH FLOW FROM OPERATING ACTIVITIES:				
Change in net assets			\$ 32,832	\$ 64,216
Adjustments to reconcile to net cash provided by operating activities:				
Depreciation			9,427	9,260
Changes in operating assets and liabilities:				
Decrease in accounts receivable			12,450	2,576
Decrease in prepaid expenses & deposits			14,640	5,091
(Decrease) in accounts payable			(19,643)	(12,613)
Increase in accrued compensated absences			1,462	6,106
(Decrease) in deferred revenue			(9,317)	(10,480)
Net cash flow from operating activities			41,761	64,156
CASH FLOW USED BY INVESTING ACTIVITIES				
Net additions to fixed assets			(1,710)	—
CHANGE IN CASH AND CASH EQUIVALENTS			40,051	64,156
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR			689,779	625,623
CASH AND CASH EQUIVALENTS - END OF YEAR			<u>\$729,830</u>	<u>\$689,779</u>
SUPPLEMENTAL CASH FLOW INFORMATION:				
Interest and dividends received			\$3,974	\$6,448

FINANCIAL NOTES

A complete copy of the 2020 Audited Financials is available by contacting the USTA Colorado office, 303/695-4116.

COLORADO TENNIS ASSOCIATION

Notes to Financial Statements

Note 1: Summary of Significant Accounting Policies

Significant accounting policies are as follows:

a. Organization

Colorado Tennis Association ("CTA", the "Organization") was incorporated under the laws of the State of Colorado on March 29, 1982. CTA is the largest of the six state districts within the Intermountain Region (ITA) of the United States Tennis Association (USTA). CTA is a nonprofit membership organization whose purpose is to promote, encourage and develop the growth of amateur tennis in the State of Colorado through programs that enhance the enjoyment and skill development of players of all ages and abilities. Programs have also been developed to introduce the sport to under-served and other non-traditional tennis populations and communities.

While established as a 501(c)(3) unique and separate entity in 1961, the Colorado Youth Tennis Foundation (CYTF) consolidated its leadership into the CTAs executive committee in 1990. CYTF's objectives have always been the same, namely to support junior tennis players and youth tennis programs throughout Colorado. In 1998, CYTF re-established its own independent Board of Trustees to take on the fiduciary responsibilities of the Youth Foundation. The CTA and CYTF partner in a variety of ways, including joint efforts with the Colorado Tennis Hall of Fame to annually recognize the achievements and contributions of Coloradans and to raise awareness of and fundraise for CYTF.

b. Financial statement presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. In accordance with these requirements, the financial statements include the accounts of CYTF. All significant balances and transactions between the two entities have been eliminated. Net assets, support and revenues are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and the changes therein are classified and reported as follows:

Without donor restrictions - Resources not subject to donor-imposed restrictions.

With donor restrictions - Resources subject to donor-imposed restrictions that will be satisfied by actions of the Organization or the passage of time.

c. Cash equivalents

Cash equivalents consist of demand deposits and short-term, highly liquid investments that are readily convertible into cash within ninety (90) days of purchase and not legally restricted as to withdrawal. All account balances at December 31, 2020 were fully insured by the FDIC.

d. Property and equipment

Expenditures for furniture, equipment and leasehold improvements in excess of \$500 are capitalized at cost. Expenditures for maintenance, repairs and other renewals of items are charged to expense. When items are disposed of, the cost and accumulated depreciation are eliminated from the accounts and any gain or loss is included in the results of operations. The provision for depreciation is calculated using the straight-line method based upon estimated useful lives of five to ten years.

e. Donated materials and services

Donated materials and services are reflected at their fair value if significant, an objective basis is available to determine their value and the items would have been purchased if not otherwise received by donation. There were no donations of a significant amount meeting these criteria during 2020.

f. Revenue recognition

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted support that increases that net asset class. When a temporary restriction expires, net assets with donor restrictions are reclassified to net assets without restrictions and reported in the statement of activities as net assets released from restrictions. If a restriction is fulfilled in the same time period in which the contribution is received, the Organization reports the support as without restrictions.

The Organization adopted ASU 2018-08, topic 606 (FASB ASC 606) "Revenues from Contracts with Customers" effective January 1, 2020. Accordingly, program service fees are recorded as revenue in the period earned by the Organization's performance of its underlying obligations. Funds received in advance of being earned are recorded as deferred revenue, a liability.

g. Accrued vacation and sick leave payable

In accordance with USGAAP, the Organization accrues vacation and sick leave payable when earned.

h. Functional expenses

Expenses which can directly be identified with a functional area are charged to such area. When an expense item benefits more than one area, it is allocated by the staff time expended or another reasonable basis.

i. Estimates

The preparation of financial statements in conformity with USGAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

j. Subsequent events review

Management has evaluated subsequent events through February 26, 2021, the date that the auditor's opinion on these financial statements was issued.

k. Comparative Financial Information

The accompanying financial statements include certain prior-year summarized comparative information in total but not by net asset class, which does not constitute a presentation in conformity with USGAAP. Accordingly, such information should be read in conjunction with our audited financial statements for the year ended December 31, 2019, from which the summarized information was derived.

l. Tax status

CTA and CYTF are both exempt from federal and state income taxes under Sections 501(c)(4) and 501(c)(3), respectively, of the Internal Revenue Code. Both organizations believe that they have conducted their operations in accordance with, and have properly maintained, their tax-exempt status.

Note 2: Related Party Transactions/Concentration of Support

At December 31, 2020, \$15,175 of CTAs accounts receivable were due from ITA, the regional affiliate of USTA. All \$803,879 of the 2020 grants and membership dues from USTA, representing 44% of CTAs total revenues, were passed through to CTA by ITA during 2020.

Note 3: Deferred Revenue

Deferred revenue at December 31, 2020 consists primarily of funds received by CTA during 2020 that relate to events which will occur in early 2021.

Note 4: Lease Commitments

CTAs rents its space on the second floor of the Gates Tennis Center located in Denver's Cherry Creek area pursuant to a five-year lease which expires on April 20, 2023. The lease includes 2 additional lessee options for five-year extensions. Minimum rental commitments during each of the next four years under the current lease agreement are as follows:

Year	Amount
2021	73,847
2022	73,847
2023 (partial)	72,585

\$170,279

Rent expense for 2020 of \$64,616 is recorded herein under "occupancy costs".

Note 5: Net Assets Released from Restrictions and Temporarily Restricted Net Assets

The Organization's \$83,992 of net assets with donor restrictions represent donor restricted contributions from prior periods within the Foundation that are available for the following purposes at December 31, 2020 (along with a summary of activity for the year ended December 31, 2020):

Donor/Restricted Purpose	Balance at Dec. 31, 2019	Donor Restricted Revenues	2020 Expenses Satisfying Restrictions	Balance at Dec. 31, 2020
CYTF memorial funds:				
• To promote junior tennis in Southern Colorado	\$ 23,289	\$ --	\$(--)	\$ 23,289
• Junior tennis program grants & scholarships statewide	60,703	--	(--)	60,703
	83,992	\$ --	\$17,000	\$83,992

Note 6: Liquidity and Availability of Financial Resources

Financial assets available for general operating expenditure within one year of the balance sheet date consist of the following current assets, less what is needed for donor restrictions, as illustrated on the Statement of Financial Position, herein:

Cash and cash equivalents	\$ 729,830
Receivables and prepaid expenses	34,114
Less: funds encumbered by restrictions	(83,992)

\$679,952

Note 7: Federal PPP Loan from the Small Business Administration

On April 17, 2020, the Organization received a \$242,200 loan through their primary bank under the Small Business Administration's Payroll Protection Program (PPP) intended to help mitigate the financial impact of the COVID 19 pandemic by providing support to meet payroll and related expenses. The proceeds were initially recorded as a liability. The Organization used the proceeds for payroll related costs during the 24-week period from when the loan was issued on April 17. Late in the year, the Organization submitted an application for forgiveness of 100% of this loan. The amount of forgiveness is dependent upon satisfying all verification requirements, including the level of future Full Time Equivalent (FTE) employees. Any loan amounts not forgiven will result in on-going principal and interest payments over 2 years at a 1% interest rate, but may be paid off early without penalty.

On December 1, 2020 the Organization was notified by its bank that the Small Business Administration had forgiven 100% of the balance of the loan. At that time, the Organization reclassified the loan as "debt forgiveness income".





INTERMOUNTAIN
COLORADO

GATES
TENNIS CENTER

photo by Kurt Desautels/USTA Colorado