

2019

# ANNUAL REPORT



*Inspiring Youth To Serve*





## FROM THE EXECUTIVE DIRECTOR

Throughout 2019, we asked, “Why TMYL?” Why do our coaches spend endless hours with our kids teaching them tennis and life skills? Why do our board members give their time and talent? Why do donors support TMYL year in and year out? Why do our tutoring volunteers spend their time each week helping kids learn? The answer is simple: they believe in our mission - to prepare young people, especially those from under-resourced families and communities, for success as individuals and as active, responsible citizens. TMYL is what it is today because of all the amazing people involved, from coaches and staff, to board members, to donors and to volunteers.

Without each and every one of you, none of what we do would be possible. 2019 was a year of deepening our roots in the community, building partnerships with other organizations focused on kids in the Lansing area, and impacting over 4,000 children! Working together with these organizations, the school district, and the City of Lansing, we will not just impact kids, but also their families, and in turn, our community. YOU are an integral part of that collaboration.

In 2020, TMYL will continue to sharpen our vision for the future in order to have a deeper and wider impact on the youth we serve. We hope that you are as excited as we are to make this vision a reality!

Best,

*Rebecca Johnson*

## YEAR IN REVIEW

**4,030**

**Number of Youth Served**

**15,518**

**Hours of Physical Activity**

**2,498**

**Hours of Tutoring**



### Junior Team Tennis

42 Participants  
709 Hours of Activity





# TMYL PROGRAMS



**Friday Night Tennis**  
117 Participants  
1,317 Hours of Activity  
23 Volunteers



**Academic Tutoring**  
48 Participants  
2,498 Hours of Tutoring  
59 Volunteers



**After School Tennis**  
136 Participants  
709 Hours of Activity



**Summer Program**  
230 Participants  
8 Weeks  
5,336 Hours of Activity  
8 Educational Trips





## PARTNERSHIP WITH LANSING SCHOOL DISTRICT

While we have always worked closely with Lansing Parks and Recreation, TMYL strengthened its relationship with the Lansing School District in 2019 by providing Lunch Time Tennis and Late Start Wednesday Tennis for students within the district. This partnership launched in 2018 to help bring more physical activity and structured play to Lansing students, who only have gym class **SIX TO EIGHT TIMES** during the school year. Coaches come to the school with nets, racquets and low compression balls to play with the kids during lunch time recess, with a focus on building relationships, serving as mentors, teaching the game of tennis, and building physical fitness through agility, balance, and coordination.



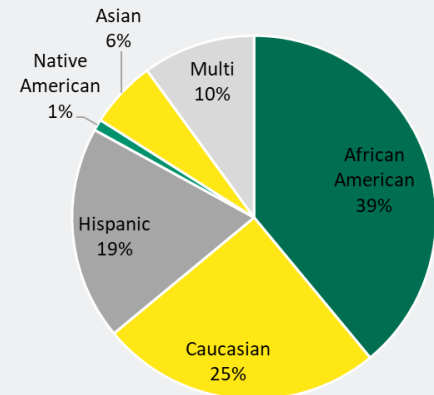
In 2019, TMYL provided Lunch Time Tennis programming five days a week at a variety of schools, providing students with athletic and life experiences that are essential in their development. TMYL also provided tennis programming at two community centers for Lansing students two to three times a month during the district's late start Wednesdays, which allow teachers to participate in professional development.



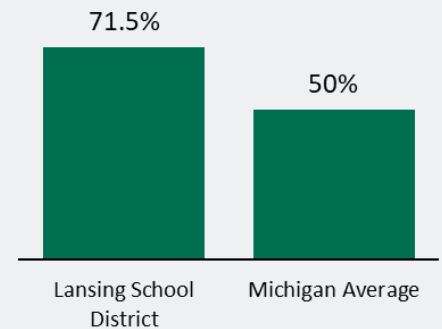
TMYL also supported schools where Lunch Time Tennis is not provided, partnering with district gym teachers to provide tennis instruction during gym class, introducing many youth to the sport for the first time.

In 2019, TMYL provided Lunch Time Tennis during recess to more than **1,900** Lansing students, and additionally served **105** youth on late start Wednesdays.

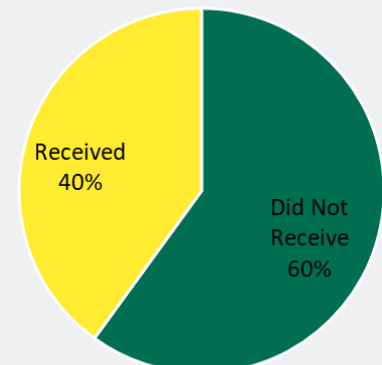
### Lansing School District Demographics



### Students Eligible for Free or Reduced Lunch



### % Lansing Students Receiving Academic, Social, and/or Behavioral Assistance from Student Support Specialists





## 2019 EVENTS

### 6th Annual Tennis Extravaganza

On April 26 and 27th, TMYL hosted the 6th Annual Tennis Extravaganza in Chicago. The weekend event included a tennis clinic at College Park Athletic Club and a full day of tennis at Midtown Athletic Club in Chicago, including a cardio clinic, junior clinic, Junior/Parent Roundtable and an exhibition match featuring Todd. More than 200 people participated during the weekend, supporting the work we do every day with youth. The success of the event allowed TMYL to expand the Lunch Time Tennis program to at least two more schools for the 2019/2020 school year.



#### Event Committee

Anne Chalesle, Event Director  
Michael Brakora  
Caroline Chambers  
Troy Close  
Vinny Gossain, Board Member  
Liz Opie  
Chris Struck, Board Member

Babolat  
Ballyhoo Hospitality  
Beam Suntory  
BNP Paribas Open  
Boka Restaurant Group  
BonAnno  
Kelly & Miguel Cervantes  
Chicago Cubs  
Chicago Pizza Tours  
Troy Close  
Club Pilates  
CSz Theater Chicago  
Custom Hair Lounge

Don Morris  
Dona Jo  
Farmhouse  
The Great Central Brewing Company  
Guaranteed Rate  
Kim Gerbosi  
Matthew Haley  
Todd Martin  
Midtown Athletic Club Chicago  
Monograms on Webster  
Josh Moulton Fine Art  
Matt Ohlsen  
Liz Opie - Stella & Dot

Nick and Angie Pope  
Sarah Purcell - BeautyCounter  
Northwestern University Athletics  
Powdr Corporation  
Revolution Brewing  
Lori Sapio  
Second City  
Sky High Sports  
USTA  
Western & Southern Open  
Bob & Berkley Wellstein  
Wilson  
Yonex

#### Auction Donors

All She Wrote  
Amy Bissonette Photography  
The Art Institute of Chicago  
Ashland Leather

### Champions Dinner and Auction

In October, TMYL hosted our annual Champions Dinner & Auction in Lansing. Todd was able to join in for a record-setting event, with more supporters in attendance and more money raised than ever before. The proceeds from this annual event allowed us to expand our Lunch Time Tennis to an additional school, which allows TMYL to impact more than 700 additional youth. Attendees had a chance to learn about the impact TMYL is having in Lansing and hear directly from a panel of program participants and parents about how TMYL programs have impacted them.



#### Dinner Host Committee

David & Patricia Brogan  
Greater Lansing Sports Authority  
Sheri Jones  
Rick & Suzanne Lasch  
Mayor Andy & Erin Schor  
Matt Steigenga

Kelly & Miguel Cervantes  
Anne Chalesle  
Court One Athletic Clubs  
Creative Wellness  
Doggy Daycare and Spa  
Douglas J Aveda Salon  
EnVie  
Flagstar Bank  
Foods for Living  
Frederik Meijer Gardens  
Geckobrand  
Goldfish Swim School  
Good Truckin' Diner  
H&H Mobil  
Hawk Hollow Golf Properties  
International Tennis Hall of Fame

Joan Witter  
Lansing Brewing Company  
Lansing Lugnuts  
Lansing Symphony Orchestra  
Lisa Busch  
MSU Football  
MSU Men's Soccer  
NCG Cinema  
New Balance  
Nut House Sports Grill  
OrangeTheory Fitness East Lansing  
Paramount Coffee  
Peacock Road Tree Farm  
Peoples Yoga  
Playmakers  
Pure Barre

Riverwalk Theatre  
Saddleback BBQ  
Savin Maven  
Soup Spoon Café  
Sparrow Michigan Athletic Club  
Spartan Golf  
Steam Railroading Institute  
Studio C  
Swan Electric  
Underground Printing  
USTA/Midwest  
Western & Southern Open  
Wheatfield Valley  
Wilson  
X-Golf Lansing

#### Auction Donors

Art's Pub  
Babolat  
Biggby Coffee  
Blue Owl Coffee  
BNP Paribas Open  
David & Patricia Brogan  
Buffalo Wild Wings  
Capital City Sports Auction



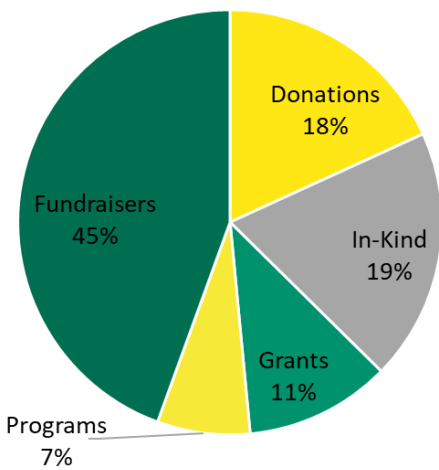
# TMYL FINANCIALS

In 2019, TMYL increased its revenue by 11%. This resulted in a 55% increase in youth served.

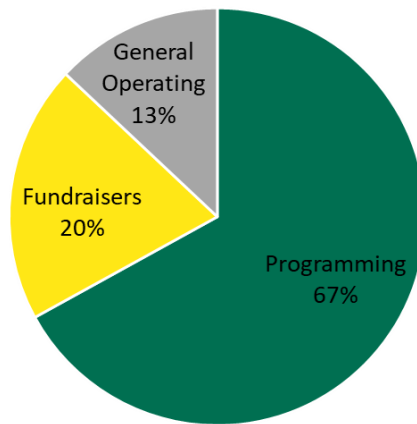
As we continue to grow, we intend to demonstrate financial integrity and provide transparency to our donors. For this reason, TMYL’s 2018 financials were audited in 2019. This is a practice we plan to continue on an on-going basis.

TMYL strives to turn financial support directly into as many resources as possible to expand our programming and reach more youth.

## 2019 Revenue



## 2019 Expenses



**\$483,217.23**  
 ENDOWMENT BALANCE  
 AS OF DEC. 31, 2019

### In-Kind Donors

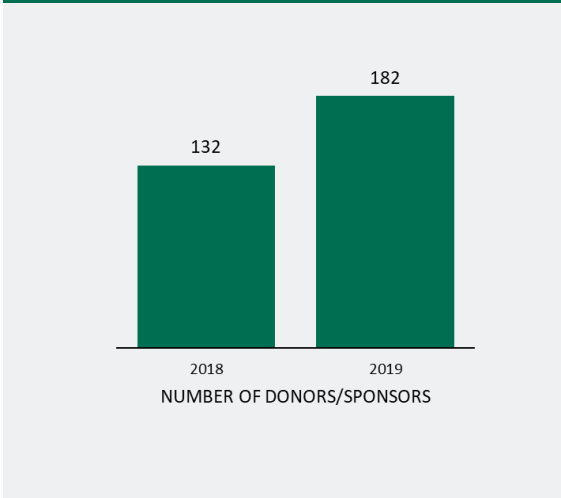
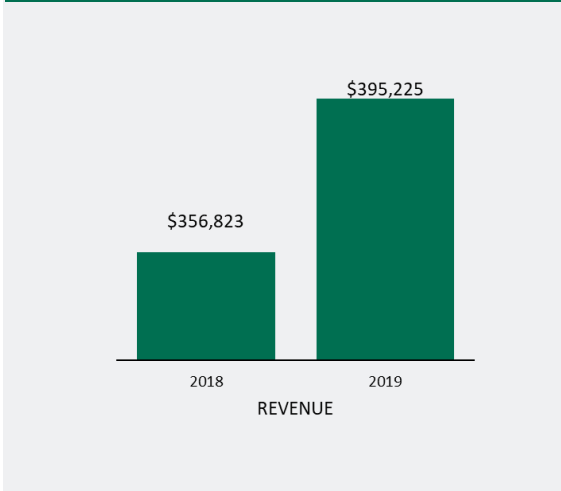
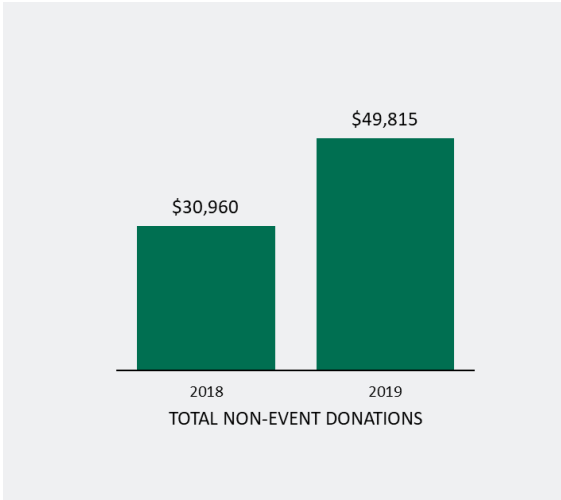
- BeBold Energy Bar
- Court One Athletic Clubs
- Chapelure Fine Pastry & Espresso
- Lansing Parks & Recreation
- Chicago Signs and Printing
- Sparrow Michigan Athletic Club
- Amy Bissonette Photography
- MSU Center for Community Engaged Learning

### Grantors

- Capital Region Community Foundation
- Gannett Foundation
- Jackson National Life
- Joe. D. Pentacost Foundation
- USTA Foundation
- USTA/Midwest
- USTA/Midwest Tennis & Educational Foundation

### Generous Partners

- Court One Athletic Clubs
- Lansing Parks & Recreation Department
- Lansing School District
- MSU Indoor Tennis Center
- Sparrow Michigan Athletic Club
- USTA Foundation
- USTA/Midwest





## 2019 DONORS - TODD'S TEAM

TMYL is thankful for our generous donors and partners who are committed to helping us impact the youth we serve. Without this support, our programming would not be possible. In 2019, TMYL had 50 more donors than in 2018, and saw a 3% increase in donations. There was also a significant increase in non-fundraising event donations from 45 to 72 donors.

### Coach's Corner

Conant Leadership  
Lynn & Margo Swan\*

### Player's Box

David & Patricia Brogan\*  
Troy & Anne Close\*  
Courtney Combe  
Sal & Marcie Durso  
Jack & Kelly Griffin  
McKinsey & Co.\*  
Octagon\*  
Dan & Julia Swan  
David & Mary Swan

### Diamond

Lynn Martin  
Mike & Anna Miller  
Jay & Susan Monahan  
National Heritage Academies\*  
Wayland & Carrie Ni  
Orchid Orthopedic Solutions\*  
Chris Struck  
Matt & Jennifer Van Dyke\*

### Platinum

Sally & Ralph Beebe\*  
Nick & Ellen Belloli  
Peter Berka  
Michael & Lisa Brakora  
Brand Labs\*  
Caroline Chambers, Jameson  
Sotheby's International Realty\*  
Chicago District Tennis  
Association\*  
Nancy & William Danhof  
Dean Transportation\*  
DeFeo Family Foundation\*  
The Eyde Company\*  
GCSI /Mike & Orlene Hawks\*  
Scott & Naz Green  
Dave & Julie Haak  
Jake Haunty  
Jack Griffin Farm Bureau Insurance\*  
Kristina Janssens & Dane Downer\*  
Mark & Allison Johnson\*  
Richard & Emalie Karp\*  
Dave & Kristyn Ladd\*  
Casey Lubahn\*  
Todd Martin  
Adrian & Mirosia Martin  
Roberto Martinez

McLaren Greater Lansing\*  
MetisMD  
Physicians Health Plan\*  
Sue & Jim Powers  
Alan & Ronnie Schwartz  
Jay and Tanya Sharman  
Sparrow Health Systems\*  
The Struck Family\*  
Swan Electric\*  
Linda Beth Tiedje  
UPSTREAM Investment Partners\*  
Vision Collision Center LLC\*  
Marco Wen\*  
Woodworth Commercial\*

### Gold

Mike & Lynn Atkins  
Mark Castellani & Lisa Hildorf  
Dart Bank\*  
David Demuth  
Sarah Eyde  
Farm Bureau Life Insurance  
Company of Michigan  
Aaron Fershee  
Blair & Dane Fife\*  
Vinny & Sally Gossain\*  
Greater Lansing Sports Authority\*  
Ravi & Anne Marie Kapoor  
Lansing BWL\*  
Rakesh Madhava  
Plante Moran\*  
Nathan & Amber Russell  
Torye Santucci & Ben Price  
Paul Torricelli  
Matt & Jeanne Wakenight  
Witt/Kieffer Inc.  
Angela Zeigerbacher

### Silver

Nim Aggarwal  
David & Katie Atkins  
Justin & Margaret Cook  
Rick Ferman  
Amanda Fisher  
Matt & Heather Hagan  
Jeff & Becky Hager  
Graeme & Amy Hodson  
Megan Kearney  
Mark & Deidre Levine  
Ryan & Beth Miller  
Rohit Narayan  
George Navas

New World Flood  
Jon & Diane Powell  
Ric Sotorrio  
Butch Staples  
Ed & Corey Starmer

### Bronze

Eric & Joanie Brogan  
Raymond & Lori Choi  
Brett & Carla Kaschinske  
Scott Kilgren  
Sanjit Mahanti  
Brett & Liz Opie  
Wayne Repko  
Nikola Schreiber  
William & Maria Struck  
Steven Weyhing  
Jon & Roseann Zumbrink

### Partner

Mary, Doug, & Thomas Adelman  
Leocadie Ahmes  
Erin Alvarez  
Leslie Antunovich  
Chip Barnett  
Cosette Buckberry  
Maureen Burns  
Christine Campanelli  
Colleen Carrier  
Kelly Cervantes  
Anne Chalesle  
Chris Chepy  
Kathy Clark  
Carol & Richard Comar  
Mindi Cromwell  
Matt Cunningham  
Shanna & James Davis  
Kathy Dalla Costa  
Pamela Deloatch  
Peter & Mallory DePrekel  
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Elizabeth Dickison  
Richard & Whitney Duffield  
Scott & Kara Eldridge  
Jan Elegant  
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Tracey Gau  
Rebecca Gersonde  
Christopher Gillett  
Bethany Gosewehr  
Ved & Ramma Gossain  
Sue Green

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Josh Hagar  
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Mark & Rosemary Kerrins  
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Randy Kinder  
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Anne Mackey Kling  
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Claire Per  
Judy Piccione  
Lisette Poletes  
Kristine Prugh  
Lisa Raterman  
Elizabeth Repko  
Mary Repko  
Martha & Larry Robins  
Miriam Ruiz-Barrientos  
Christine Rosenkrankz  
Tracey Sartino  
Abigail Scott  
Scott's Tennis Enterprises  
Diane Selke  
Jill Siegel  
Ro Simbolon  
Joanne Slater  
Sue Smith  
Anthony Spadafore  
Jason Stanislaw  
Maura Starshak  
Betty Stevens  
Lindsay Stockwell  
Lori Stockwell  
Cassius Street  
Michele Tam & Jason Ramski  
Lisa Thompson  
Toni Towns  
Steven Trecha  
Leah Williams  
Susan Woods  
Peter & Jodi Wujkowski  
Valerie Yudelovitch  
Melissa Yutzey McKinley

*Special thanks to Jackson National Life and Principal for serving as TMYL Matching Organizations in 2019.*

*\* Denotes a donor who sponsored at least one event.*



## TMYL AT THE WESTERN & SOUTHERN OPEN



In 2019, TMYL had the incredible opportunity through USTA/Midwest to take 24 kids to the Western & Southern Open in Cincinnati on August 14.

Several families joined the trip, as well as coaches and teachers from the schools where TMYL runs Lunch Time Tennis.

While at the W&S Open, the kids had an exciting on-court experience, and everyone enjoyed watching a full day of professional tennis! One of the participants had the opportunity to escort a player to her match on center court.

The kids had an amazing time and it would not have been possible without the support of TMYL donors and supporters.

This was a once-in-a-lifetime opportunity for the youth that opened their eyes and broadened their world view. For many of the participants, it was their first time out of Michigan.

## BOARD OF DIRECTORS

David Swan, Swan Electric Company, President  
 Amanda Fisher, NFIB/Michigan, Vice President  
 Todd Kosta, Treasurer, Woodworth Commercial  
 Emalie Karp, Secretary, Sparrow Health Systems  
 Nick Belloli, Orchid Orthopedic Solutions  
 Nicole Brilliantes, Michigan Athletic Club  
 Vineeth Gossain, Witt-Kieffer  
 Kristina Janssens, Flagstar Bank  
 Mark Johnson, Michigan Software Labs  
 Casey Lubahn, Michigan State University Golf  
 Roberto Martinez, National Heritage Academies  
 Joe Mendez, Lansing School District  
 Chris Mitchell, Michigan Health & Hospital Association  
 Kim Neir, MSU Department of Political Science  
 Nikki O'Meara, Resch Strategies  
 Nick Pope, Washington Street Advisors  
 Sue Selke, Court One  
 Sagar Sheth, Moebius Technologies  
 Bill Struck, Retired Teacher  
 Chris Struck, First Trust Portfolios  
 Dan Swan, McKinsey & Co.



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