

TODD MARTIN YOUTH LEADERSHIP



ANNUAL REPORT



WWW.TMYL.ORG

FROM THE EXECUTIVE DIRECTOR



Who could have imagined that we would still be in the throes of COVID nearly two years after the world shut down?! Despite the ongoing pandemic, I am thrilled that TMYL has found new ways to engage with the Lansing community, helping our students to accelerate and thrive in a tough environment.

TMYL returned to the courts with our kids in March of 2021 with modified spring programming before running our full 8-week summer program. The return to a sense of “normalcy” continued as we were granted access to return to the schools in the fall of 2021.

In keeping with our motto to “meet kids where they are”, TMYL continues to offer hybrid program options as a way to ensure continuity and consistency for our kids and their families.

I am extremely proud that TMYL has not missed a step in continuing to serve, provide for and impact our youth and families. Through the continued uncertainty, we have been increasingly grateful for all the members of the TMYL family. Like any family, every member plays a role: from our founder, Todd, to the board, to the coaches and tutors, to the parents and participants, to you! And together we are creating a better future for our kids!

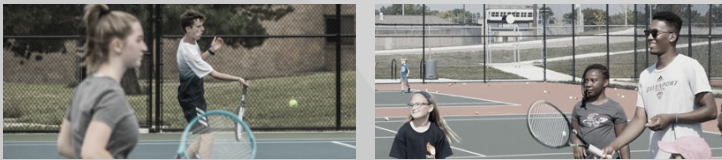
Thank YOU for being a valued part of our family and making possible all that you see in this report.

A handwritten signature in cursive script that reads "Rebecca Johnson".

Rebecca Johnson
TMYL Executive Director



TMYL PROGRAMS



Friday Night & Summer Tennis

370 Participants

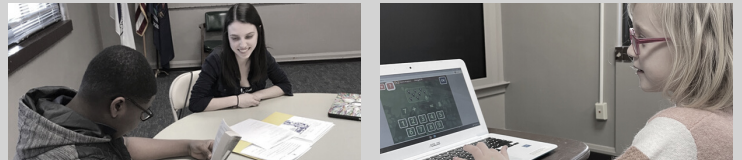
7,719 Hours Engaged
in Physical Activity

Academic Tutoring

74 Participants

3,422 Hours of Tutoring

182+ Hours of Online
Programming



Outreach & Partnership Tennis

1,565 Participants

3,432 Hours Engaged
in Physical Activity



2,009
Total Youth Served



11,151
Total Hours of Exercise



PRAISE FOR TMYL



4.6/5

Overall Satisfaction*

“TMYL culture of inclusion makes it a comfortable place for so many families; we feel loved, cared for and respected. Through TMYL programs, our children learn about so many aspects of life—they're growing up with a very strong background and life skills to direct them to a better life. Yes, TMYL you're my family!”

- Zuwena Sandu, TMYL Parent

“The relationships and bonds in the program last through generations. Individuals that were coaches in the past are now sending their kids to TMYL classes. And many of the coaches are former participants as well so that family bond is able to continue for years with those coaches.”

- Berni Garibay, Former Participant & Current Coach



“Todd Martin Youth Leadership not only teaches you tennis, it also teaches you how to be a leader or a kind friend. And the coaches are also nice and great role models.”

- Evie Laxton, Participant

“They say it takes a village to raise a child and I agree with that! TMYL has been part of our village for generations now! Our family has developed many relationships with coaches, tutors, participants, and Rebecca! They have all cheered us on, encouraged us, and supported us through tennis and life! I think that when my children look back on their childhood, the experiences and relationships they formed through TMYL will be significant in their memories.” – Emily Baker, TMYL Parent



100%
of parents would
recommend TMYL to
friends*

*Based on cumulative results from surveys conducted after each program in 2021.



2021 EVENTS

8th Annual Tennis Extravaganza

TMYL held the 8th Annual Tennis Extravaganza in Chicago on June 11th and 12th. The weekend started with a member mixer and cocktail hour at Lincoln Park Tennis Association (LPTA) and was followed by a full day of tennis activities at Gillson Park in Wilmette, Illinois. TMYL would like to thank LPTA and the Wilmette Park District Tennis Program for hosting this year's event and Sophia Steakhouse and Glunz Winery for their generous support. We look forward to the Spring of 2022 and our next Chicago event!

Event Committee

Anne Chalesle, Event Director
Rob Black
Anne Gemmill Black
Michael Brakora

Vinny Gossain, Board Member
Liz Opie
Chris Struck, Board Member
Paul Torricelli



Auction Donors

42°N Shore
A.C. Nielsen Tennis Center
All She Wrote
Athleta
Babolat
Ballyhoo Hospitality
Blueoco
BNP Paribas Open
Botanica-cbd
Miguel Cervantes
Anne Chalesle
Chicago Prime Steakhouse

Club Pilates Wicker Park
Barbara Cobb
Computer Repairman
Court Couture
Courtgirl
Ania Cramer Sabika
Eris Brewery and Cider House
Fairgrounds Craft Coffee & Tea
Caitlin Hill
Hit Happy
Josh Moulton Fine Art
Life in Motion Guide
Lincoln Park Salon and Spa

LoveTennisLoveGolf
Mammoth Distillery
Todd Martin
Michele Marie Photography
Music Box Theatre
Chris Navin
Northwestern University Athletics
Old Irving Brewing Co
Liz Opie
Poppypointe
Powdr Corporation
SBT Stitches
Silver Stich Needlepoint
Spa Spazio Nail Salon

Standard Bar & Grill
Glenn Stevens
Chris Struck
Tennis Warehouse
The Gentle Minimalist
The Initial Choice
Paul Torricelli
Transform Fit Club
Unforgettable Edibles Catering
Vanille Patisserie
MS Walker
Whaley Cute Designs
Wilmette Park District
Wilson

2021 Champions Weekend

The TMYL team was excited to be back in person in Lansing November 5th and 6th! On Friday we kicked off the weekend with a Cocktail Reception and Auction at the Country Club of Lansing, where Brooklyn Burke was announced winner of the National Essay Contest and EmmaMae Baker was awarded a TMYL Scholarship. The next morning, we started bright and early at Court One East with our sold-out Kids Clinic and ended the day with an Adult Cardio session with our founder, Todd Martin.



Auction Donors

Blue Owl Coffee
Blue Rose Cookie Co.
Carsmetology
Miguel Cervantes
Courtgirl
Creative Wellness
Detroit Red Wings Charitable Donations
Detroit Tigers Foundation
Douglas J Aveda Salon
Dave Ewert
Foods for Living

Frederik Meijer Gardens
Grand Rapids Escape Room
H&H Mobil
Health & Harmony Massage & Wellness
Herman Miller
Indianapolis Colts
Jackson
Joey Logano Racing
Lansing Symphony Orchestra
Launch Trampoline Park Lansing
Reuben Levinsohn

Toni Mihalopoulos Stella & Dot Stylist
Mark Mowery
MSU Basketball
MSU Football
MSU Men's Soccer
OrangeTheory Fitness East Lansing
Peacock Road Tree Farm
Peoples Yoga
Playmakers
Potter Park Zoological Society
Pure Barre

Quisenberry Family
Joel Raddatz
Saddleback BBQ
Bill Struck
Swan Electric
Tory Sport
Courtney Tostevin
Van Atta's Greenhouse
Wharton Center
Wheatfield Valley
Zap Zone



TMYL FINANCIALS

\$572,711.19

ENDOWMENT BALANCE
AS OF DEC. 31, 2021

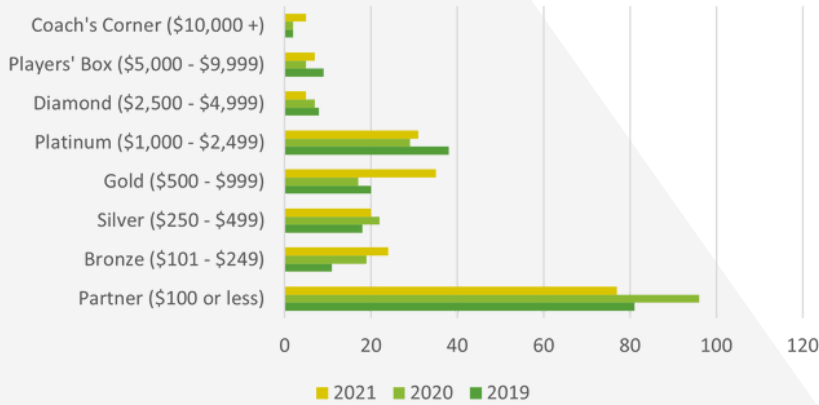
2021 was a year of immense generosity! One big highlight was that our number of individual donors increased by 26% compared to 2020, and made up 30% of our total revenue. That's more than twice as much compared to last year when donations made up only 14% of TMYL's revenue!

Through your kindness we were able to dedicate 84% of our funding to supporting our kids via TMYL's regular tennis and tutoring programming. That's an amazing 27% increase from 2020!

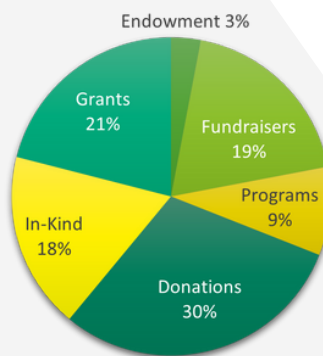
We cannot begin to express how much your contributions mean to us. We hope we can count on you to partner with us and spread the word to expand our donor base. The more resources we have, the more children we can reach!

Number of Donors by Donation Level

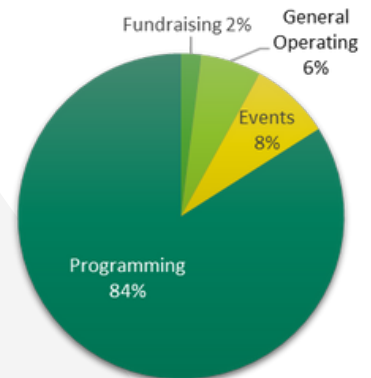
Donor Comparison 2019 - 2021



2021 Revenue



2021 Expenses



In-Kind Donors

- | | |
|------------------------------|--------------------------------|
| Destinee Anderson | MSUFCU |
| Anne Black | Madison Mayhew |
| BraeLynne Bobo | Shahad Nasir |
| Court One Athletic Clubs | Kim Neir |
| Greta Gmazel | Ian Opel |
| Jackson | Liz Opie |
| Gladys Kamdem | Jessica Quisenberry |
| Brigitta Kessler | Parth Reddy |
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Grantors

- Community Foundation
- Delta Dental Foundation
- Jackson
- Joe D. Pentacost Foundation
- R.E. Olds Foundation
- USTA Foundation
- USTA Midwest Tennis & Education Foundation
- Women's Sport Foundation



2021 DONORS - TODD'S TEAM

We cannot begin to express our gratitude to those who have supported TMYL so faithfully throughout the years, and to those who have newly joined the TMYL Family with their generous contributions this year. In 2021, we saw 111 new donors join Todd's Team, and saw a 24% increase in donations. Thank you to each and every one of you for helping us to serve the under resourced children in the Lansing area. We appreciate you!

Coach's Corner

David & Patricia Brogan
Courtney Combe
Cookie Jar Foundation
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Lynn & Margo Swan*

Players' Box

Ralph & Sally Beebe*
Marcie & Sal Durso
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Jennifer & Matthew Van Dyke

Diamond

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*Denotes a donor who sponsored at least one event.

A special thank you to Goldman, Sachs & Co, Jackson, and McKinsey & Co. for serving as Matching Organizations in 2021.



LOOKING AHEAD TO 2022

As our journey continues in 2022, TMYL is focused on going “deeper”.

We will go deeper in our relationship with the Lansing School District by spending more days at each school for Lunch Time Tennis in order to really get to know every kid, to help them improve their tennis skills, and reinforce important life skills.

We will go deeper with our current participants by offering more opportunities to play, arranging opportunities to watch collegiate and professional tennis, and providing financing and guidance for participation in match play and tournaments.

We will go deeper with our middle and high school participants by creating a Junior Advisory Board to highlight the power of youth voice in creating impactful changes within our organization and the community.

We will go deeper with our coaches by investing in professional development opportunities in the areas of tennis, trauma-informed coaching, and sport-based youth development.

We will go deeper by setting down roots with a place of our own to call “home” where TMYL kids and parents alike feel safe, welcomed, and loved.

We are very excited for what 2022 will bring and we thank you for coming along with us on this wild ride!



BOARD OF DIRECTORS



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