

THE
TODD MARTIN
DEVELOPMENT
FUND



Building Success One Child at a Time...

2006–2007 Annual Report



*"Young people have limitless potential;
we are doing our part to guide them
toward lifelong success."*

TODD MARTIN

Touching Lives for 15 years...

Dear Friends,

Fifteen years and 2 weeks ago, The Todd Martin Development Fund came to be. At the time the idea of just providing area youth with an opportunity to try their hands at tennis seemed daunting. Although there were programs in other cities to model ourselves after we were entering into a world of unknowns. Fortunately, we were able to navigate those first few years and slowly but surely provide better programming to the children of mid-Michigan. Now, having grown and evolved our programming, our kids are developing leadership and life skills through the experiences and guidance they receive on and off the court from the TMDF.

We are supporting the development of hundreds of young people. They are being provided activities to learn about people, the world, and themselves each and every day. Through their mentors they consistently have positive examples of how to conduct themselves in a myriad of settings. Simply put, they are being given ample opportunity to be happier in their lives and nurtured during a time that is most critical in their young lives.

This is more than I could have ever dreamed when conceiving of the TMDF all those years ago. Thanks to great leadership on the part of our Board of Directors and tremendous support from our community we have achieved so much. However, there are always ways for us to improve the way we serve these children. I invite you to renew your support and make a commitment to empowering these youth with the tools they need to succeed in life.

Affecting the lives of young people is one of the great joys in my life. Children are capable of such greatness if given quality structure and education. I am extremely proud of what the TMDF has accomplished over the last 15 years. I am also very excited about what we can achieve with your loyal support.

**Thank you for all that you do for our children,
Todd C. Martin**



Mission

To provide Mid-Michigan youth with a safe and healthy alternative activity while developing their leadership and tennis skills to the fullest.



The Todd Martin Development Fund

Todd Martin, an East Lansing native and former World #4-ranked tennis professional, was inspired to provide his hometown area youth with an opportunity to learn the life and leadership skills he developed through the sport of tennis.

Established as part of the Capital Region Community Foundation in 1994, the Todd Martin Development Fund, a 501(c)(3) non-profit organization, is a chapter of the U. S. Tennis Association/National Junior Tennis League (NJTL).

The TMDF's goal is to provide Lansing area youngsters with programs that build self esteem, reinforce positive values, and teach courage, discipline and leadership, while developing their tennis skills to the fullest.

The TMDF organization staffs and funds summer and year-round tennis and leadership programs for at-risk youth in partnership with the City of Lansing Parks and Recreation Department and Court One Athletic Clubs.



Taking Our Program to the Next Level...

Dear Friends,

There is a story known to many educators: One day after a storm washed thousands of starfish up on the beach, a passerby noticed an old woman throwing them, one by one, back into the sea. When the passerby pointed out that it wasn't possible to throw all of them back, she replied, "Yes, but the ones I do will get the chance to live."

Our area youth face many challenges, and I am happy to report that with each passing year, we have been able to reach more and more of them through tennis. This has been made possible by the incredible support of our founder, our board, our sponsors, and our dedicated staff. With this support, we are taking our program to the next level through:

- A grant from Canadian National, North America's Railroad, will allow us to expand our programs to Lansing Schools during the school year.
- A grant from Jackson National Life Insurance Foundation has allowed us to expand our high quality experiences to our summer participants
- A partnership with the Lansing's H.O.P.E. Scholarship Program, a crime prevention and education initiative of the Lansing Police Department, Lansing Community College, Michigan State University, Lansing School District, and the City of Lansing in cooperation with local businesses and private citizens
- A Pilot Program in 2007 for younger promising players with the goal of preparing them for high school team play and possibly leveraging these skills to produce college scholarships
- Construction of a new web-site that will provide access to a broader market of young people and their families while updating donors about our many successes and ways to continue their support
- Winning the Midwest Section 2007 NJTL of the Year Award for the Budget Level 2-3 category.

My thanks to each of you for helping us build success with our children, one at a time.

Warm Regards, Nancy Danhof

GRANT FROM CANADIAN NATIONAL, NORTH AMERICA'S RAILROAD



"The Todd Martin [program] is the best program ever! I started NJTL at the age of five and now I am an instructor. Not only have I developed my tennis skills...I have met so many new friends, and I have learned about the importance of leadership."

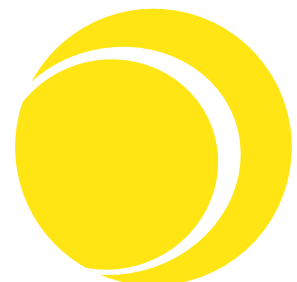
COSETTE BUCKBERRY

Celebrating & Supporting Tennis...

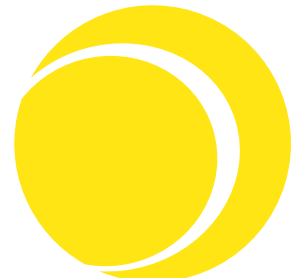
Lansing's Grand Slams

The 2006 and 2007 The Centennial Group Grand Slam Tour fundraisers were resounding successes. Friday's activities kicked off each year with the French Open Kids Clinic, sponsored by Farm Bureau Insurance. Later that evening the Australian Open Adult Clinic and Mixer, sponsored by Plante & Moran, featured tips from the pros. Saturday's U.S. Open Pro/Am Tournament, sponsored by Carrabba's Italian Grill (2006) and Court One Athletic Clubs (2007), gave local teams the chance to play with Jim Courier in 2006, and Mal Washington and Aaron Krickstein in 2007.

Saturday evening's Wimbledon Ball featured auctions, program updates, TMDF player awards, and a few words from Todd Martin and the visiting pros. In 2006, Jim Courier spearheaded a spontaneous live auction, offering his signed tennis racquet and a lesson from Todd Martin. Thanks to him and all the generous donors, the event raised \$25,500.00. In 2007, Michael Kosta played in the Pro/Am, took the chair for the Exhibition Match, and stepped in to emcee the Ball. A stand-up comic and tennis player, he kept us all laughing as we raised \$33,600.



Statement of Financial Activity for the Years 2006 and 2007



2006 | 2007

Capital Region Community Foundation Todd Martin Development Endowment Fund

Contributions & Revenue

Contributions, Nonspendable	9,014	10,687
Net Gain on Investments	45,987	22,711
TOTAL Contributions & Revenue	55,001	33,398

Expenditures

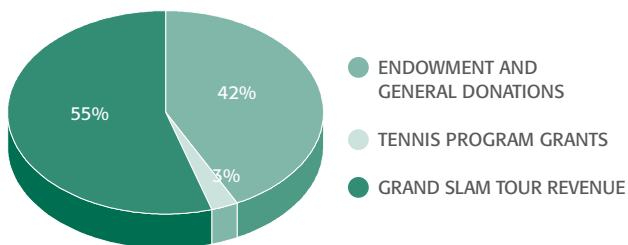
Grants to General Operating Fund	20,700	14,829
Foundation Administrative Fees	3,962	4,264
TOTAL Expenditures	24,662	19,093

Net Assets beginning 1/1	396,203	426,542
Change in Net Assets	30,339	14,306
Net Assets ending 12/31	426,542	440,848

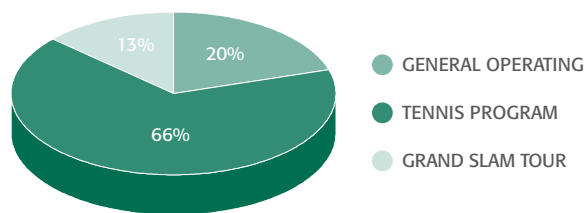


General Operating Budget

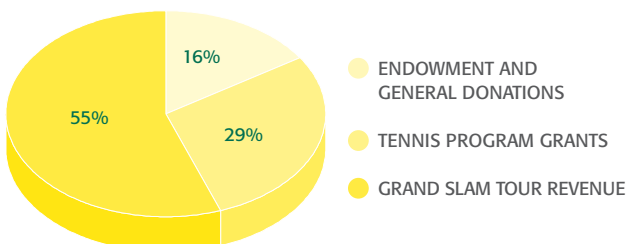
2006 Annual Revenues



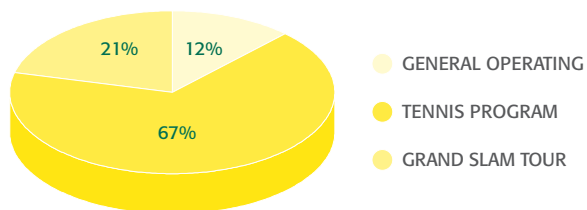
2006 Annual Expenses



2007 Annual Revenues



2007 Annual Expenses



Growing Skills...

Tennis and Leadership Programs

Area youth, ages 8 to 18, learned tennis fundamentals, attended leadership and life skills sessions, and weekly field trips designed to broaden their horizons. Two 4-week sessions were held at Eastern High School, Letts Community Center, and Wainwright Elementary School. In 2006, enrollment totaled 227. In 2007, that number increased to 256, of whom 66% were returning campers.

Leadership and life skills training included sessions on Personal Responsibility, Nutrition and Physical Fitness, Cultural Awareness and Acceptance, and Self Esteem. Field trips included Howell Nature Center, Binder Park Zoo, Detroit Science Center, Global Village and the Boys 16s and 18s National Tennis Tournament. For many, this was a first exposure to these resources.

The Local Excellence Program helps motivated high school players mature in the sport and their personal development. The Pilot Program offers higher level instruction to younger promising players by preparing them for school team play and the opportunity to compete for college tennis scholarships. All receive leadership and life skills training.

At the end of the summer program there was a pizza party for participants and families, special awards were presented, and each young person received a certificate of completion.

NJTL and Local Excellence programs run year round. TMDF underwrites the costs of instructors, equipment, field trips, leadership activities and speakers; Court One Athletic Clubs provide indoor tennis facilities and staff during the fall, winter and spring.

Creating Winners On and Off the Court...

Scholarships & Awards

TMDF Scholarship recipients were Renée Hoekstra and Aaron Laatsch in 2006, and Olivia Moreau and Josh Clingenpeel in 2007.



"I can honestly say that you work hard, have fun, and become the best tennis player and person you can be."

OLIVIA MOREAU

The NJTL, founded by Arthur Ashe, sponsors an annual essay competition. Young players write about a selected topic reflecting Ashe and his commitment to leadership development and academic excellence. Winners of the **Arthur Ashe Writing Award** were Garrison Thompson and Lauren Moreau in 2006, and Lauren Moreau and Kristen Wolfolk in 2007.



"For every hour spent on the playing field, two should be spent with a book."

ARTHUR ASHE

Daniel Mammah received the 2007 scholarship to the **USTA National Tennis and Leadership Camp** in Seattle, Washington representing the USTA/Midwest Section.

"TMDF has developed me not only as a player, but as a person. I learned...what it takes to be a leader. The program also gave me a better understanding of the sport of tennis and the opportunities it can open up. Because of TMDF, I have come to LOVE the game of tennis."

DANIEL MAMMAH





Building Community Support...

Thanks to Our Generous Donors, Sponsors and In-kind Supporters

Senator Jason and Suzanne Allen, 2007
 Marlene and Burt Altman, 2007
 Laura Appel and Gary Garbarino, 2006 & 2007
 Art Craft Display, 2006 & 2007
 Susan Bailey, 2007
 Ann and Steve Ball, 2007
 Bob Barr, 2006
 Martin B. Bass, 2006
 Sally and Ralph Beebe, 2007
 Dr. Shawn L. and Dr. Ian Fox, 2007
 Brogan Reed & Van Gorder, Ohio National
 Financial Services, 2006 & 2007
 David and Patricia Brogan, 2006 & 2007
 John C. Brogan, 2007
 Gary, Julie, Gary, Colette,
 Cosette Buckberry, 2006 & 2007
 Barrett Bugg/Pure Water Technology, 2006 & 2007
 Capital Area United Way, 2006 & 2007
 Rob Carr, 2007
 Cawood Building Co., 2006
 Carrabba's Italian Grill, 2006
 CBRE Richard Ellis/Martin, 2006 & 2007
 The Centennial Group, 2006 & 2007
 James and Constance Close, 2006 & 2007
 CN, North America's Railroad, 2007
 William and Henriette Cook, 2006 & 2007
 Court One Athletic Clubs, 2006 & 2007
 Creamer Gillin & Associates LLC, 2006
 Creative Occasion, 2006 & 2007
 Nancy Dancz, 2006
 Lana G. Dart, 2007
 Carol and Ronald M. Dooley, 2006 & 2007
 Salvatore and Marcella Durso, 2006 & 2007
 Enterprise Rent-A-Car, 2006 & 2007
 Karen and Mike Evans, 2006
 Susan and Fred Fabian, 2006 & 2007
 Farm Bureau Insurance, 2006 & 2007
 Rick Ferman, 2006 & 2007
 Jim and Marny Figenshau, 2006
 Laurie and Jim Gallagher, 2006
 Tim Gallagher, 2007
 Billie D. Gamble, 2006
 Dr. and Mrs. Mukesh Gandhi, 2007
 Kathy L. Gann, 2007
 Roland and Mary Lou Gifford, 2006 & 2007
 James Gleason, 2006
 Ved and Ramma Gossain, 2007
 Brian and Wendy Gottfried, 2007
 Greater Lansing Tennis Patrons, 2006 & 2007
 Jack Griffin, 2006 & 2007
 Julie and Thomas Gullikson, 2007
 Rosemary Gullikson, 2006 & 2007
 Hammond Farms Landscape Supply, Inc., 2006
 Dr. Paul Hankenson, 2007
 Cheryl Hayes, 2007
 Michael and Ann Hayes, 2006 & 2007
 Kinta and Dave Heath, 2007
 Michael and Maureen Hirten, 2006
 Ice Mountain, Natural Spring Water, 2006 & 2007
 Jackson National Life, 2006 & 2007

Deborah L. Wilcox Jamieson, 2007
 Beth and Peter Jannick, 2007
 Kelley Cawthorne, LLC, 2006 & 2007
 Susan and Rust Kessel, 2006
 Ann Kiewel, 2007
 Dave Kilgren, 2007
 Trystin Kleiman, 2007
 Ken LeCureux, 2007
 Clare and Cecil Mackey, 2006 & 2007
 Vic Mankowski, 2007
 Lynn Martin, 2006 & 2007
 Todd and Amy Martin, 2006 & 2007
 Jill McGeechey, 2006
 Mercury Printers & Promotions, Inc., 2007
 Gregory G. Messenger, 2006
 Gordon J. Miles, 2007
 D. Miller, CVM, Ltd., 2007
 New York Junior Tennis League, Inc., 2006 & 2007
 Irv and Christy Nichols, 2006 & 2007
 Charles E. Nihart, 2007
 Marilyn and George Nugent, 2007
 Michael Obsitnik, 2006 & 2007
 Old Country Caterers, 2006 & 2007
 Mary and Herbert Olson, 2006
 Christine A. Ondrick, 2006 & 2007
 Michele Orians in honor of H. Rollin Allen, 2006
 Mary Ellen Ott, 2006
 the Parking Spot, 2006 & 2007
 Parks Communications, 2007
 Plante & Moran, LLP, 2006 & 2007
 Jan Plewes, 2006 & 2007
 Scott Pohl, 2007
 Barbara and Robert Potter, 2007
 Wayne Repko, 2006
 Walter Reynolds, 2006
 Joy Rodenberg, 2006
 Ted Sawyer, 2006
 Susan Selke, 2006 & 2007
 Catherine Shaw, 2006 & 2007
 John D. Shingleton, 2006 & 2007
 John and Cindy Shinsky, 2006
 Kevin and Renee Shrier, 2006
 Robert Shumake, 2006
 Rick J. Smith, MD, P.C., 2006 & 2007
 Ted and Pauline Sondag, 2006 & 2007
 Terry and Ed Stemle, 2006
 The Sterling Corporation, 2006 & 2007
 Lynn and Margo Swan, 2006 & 2007
 Pat and Abe Takahashi, 2006 & 2007
 Lucille and Clifford Taylor, 2007
 United States Tennis Association, 2006
 USTA/Midwest, 2006
 Van Atta's Greenhouse, 2006 & 2007
 Robert Van't Hof, 2006 & 2007
 Malivai Washington, 2007
 Ambassador and Mrs. Ronald Weiser, 2006 & 2007
 Steven D. Weyhing, 2006 & 2007
 Williams Auto World, 2006
 Wilson Sporting Goods, 2006 & 2007
 Lorinda and William Wertz, 2006

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Brogan, Reed & Van Gorder

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Heather Mactaggart
MSU Indoor Tennis Facility

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Rick Ferman,
Altheus, Advisor to the Board

Todd Martin, Advisor to the Board

Nancy Danhof, Executive Director

*Joined in 2007

Summer Staff for 2006 & 2007

Henry Brunnschweiler—
Program Director, 2006 & 2007

Greg Hughes, Assistant Program Director,
2006 & 2007

Jarrold Becht, 2006 & 2007

Colette Buckberry, 2006 & 2007

Cosette Buckberry, 2007

Michael Douglas, 2006 & 2007

Mike Fessel, 2007

Emily Francis, 2006 & 2007

Michael Gallagher, 2006 & 2007

Diane Green, 2007

Dion Green, 2007

Miriam Holzman-Lipsitz, 2007

Archis Joglekar, 2006 & 2007

Megan McNamarra, 2006 & 2007

Jennifer Prisner, 2006

Garrison Thompson, 2006 & 2007

Chris Wolff, 2006 & 2007

