



# Annual Report

## 2018



## Our Mission

To improve the lives and futures of Milwaukee's youth through tennis, education and mentoring.

## Our Vision

MTEF strives to create opportunities for children in Milwaukee, especially those from low-income families and communities, to learn a lifetime sport and, more importantly, develop into healthy, well-rounded, well-educated, tolerant and compassionate human beings who will contribute to making their community and the world a better place.

## Our Core Values

**Honesty:** MTEF is committed to the highest standards of integrity, honesty and ethics.

**Integrity:** We offer what we can deliver, and work hard to achieve it.

**Responsibility:** We assume responsibility for our actions and their consequences.

**Perseverance:** We continue to strive to do our best in spite of any challenge.

**Fun:** We find enjoyment in our undertakings on the court, in the classroom or in our interactions.

**Learning & Growth:** We believe in constant improvement, learning from our everyday experiences and becoming better as a result.

## Our Goals and Objectives

**Academics:** Improve academic performance by taking personal responsibility for homework, attendance and grades.

**Tennis Skills:** Develop skills through instruction and competitive play that lead to a lifelong enjoyment of the sport.

**Fitness and Nutrition:** Educate children on the advantages of healthy living, including a balanced diet and regular physical activity.

**Life Skills:** Nurture and develop life skills that can be used both on and off the court.

**Community Tennis Development:** Including social and competitive tennis development.

# A Message From MTEF's President

Dear Friends,

I am pleased to present our 2018 Annual Report on behalf of the board of directors and staff of the Milwaukee Tennis and Education Foundation.



Horneffer

As a member of the USTA Foundation's National Junior Tennis and Learning network, MTEF is committed to helping young people strive for excellence on the court, in the classroom and in life.

MTEF is proud to be one of only 20 4-star National Junior Tennis and Learning (NJTL) chapters out of hundreds across the country, providing more than 30 weeks a year of tennis, academic enrichment and mentoring for under-resourced youth. Through a broad outreach in after-school programs to a more in-depth engagement in our High Performance Academy, MTEF promotes healthy habits, a love of physical fitness, a commitment to lifelong learning, and the development of important life skills that help children succeed.

Our work today is more important than ever. Despite fewer safe places for urban children to play and learn, MTEF programs remain broadly accessible through neighborhoods, schools, Boys & Girls Clubs and indoor facility partners. 43% of Milwaukee youth live in poverty but MTEF removes barriers to participation through low-cost programming and scholarships for those in need.

MPS graduation rates hover at 60%, yet MTEF's educational programming helps ensure that our students graduate high school and move on to higher education. While many inner-city children lack the adult support needed to avoid high-risk behaviors, develop resilience and thrive on their paths to adulthood, MTEF offers a supportive environment of coach-mentors who empower kids across our city to dream big and achieve.

2018 highlights include the following:

- MTEF served 61 students in after-school programs in Milwaukee schools and Boys & Girls Clubs, introducing tennis and providing opportunities for children to engage in physical activity in fun and safe environments.

- 604 youth participated in MTEF summer camps. Full and half-day sites offered MTEF's complete curriculum of academics, fitness, nutrition and life skills combined with tennis instruction. Students at our Merrill Park site participated in the Milwaukee Public Library's Super Reader Program, reading over 900 minutes during the summer.

- Sixty-four students from various summer camp sites competed in the NJTL national essay contest.

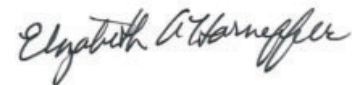
- Twenty-four of MTEF's more experienced players had the opportunity to travel across the city and suburbs to compete in Junior Team Tennis, exposing them to youngsters from diverse backgrounds and cultures.

- MTEF's year-round High Performance Academy provided weekly tennis and tutoring and biweekly mentoring sessions for 35 youngsters during the school year. Life skills training focused on topics such as Growth Mindset and setting S.M.A.R.T. Goals, while mentor-student relationships were nurtured through service projects and group outings. This high dosage of instruction from caring adult coaches and mentors made an impact.

- 100% of High Performance students were promoted to the next grade level and 100% of our seniors graduated high school and moved on to two- or four-year colleges.

We couldn't continue this tremendous outreach without the many generous donors who share our love of children and passion for making a difference.

Thank you for your support. Together, we can continue to use the sport of tennis as a vehicle to help inner city youth reach their greatest potential.



Elizabeth Horneffer  
President

## MTEF Officers and Directors

**President:** Elizabeth Horneffer

**Vice President:** Kurt Janavitz

**Treasurer:** Christopher Schifano

**Secretary:** Sarah Cyganiak

**Assistant Secretary:** Kim Kirkpatrick

**Directors:** Thomas Balistreri, Michael Buckholdt, Mary Fran Cahill, Judy Coran, Timon Corwin, Sarah Cyganiak, Jeffrey Davis, Donna Drosner, Trevor D'Souza, Louis Gral, Herbert Hentzen, Elizabeth Horneffer, Kurt Janavitz, John Kandler, Charles Mulcahy, Frank Parker, David Pelisek, Thomas O'Byrne, Rajit Saluja, Christopher Schifano, Michael Sperling, Frank Thometz, Joanne Williams, Lisa Winders

**Past Presidents:**, Charles Mulcahy (1975-2006), David Pelisek (2006-2008), Thomas O'Byrne (2008-2010), Trevor D'Souza (2010-2012), Michael Sperling (2012-2014), Timon Corwin (2014-2016)

**Advisory Board:** John Austin, Bill Henk, Daniel O'Brien

## MTEF Staff

**Executive Director/Tennis Director:** Mike Levy

**Office Staff:** Tina Grubor, Turquoise Welch-Loera

**Controller:** Barbara Franzen

# 2018



Participants and staff gathered for a photo at the 2018 MTEF/NJTL Rally.

## Partnerships Played Key Role in 2018

The Milwaukee Tennis & Education Foundation is a Wisconsin 501(c)(3) nonprofit corporation devoted to building the lives of at-risk youngsters one child at a time.

Founded in 1975 as a vehicle to preserve and promote the game of tennis in Wisconsin, the foundation primarily has focused its efforts on its central-city outreach and community tennis programs since 2002 when it absorbed the Milwaukee Community Tennis Association.

Although MTEF had offered outreach sessions involving tennis and education since 1995, it was not until 2001, when a \$31,000 grant from Miracle on Canal Street initiated the exponential growth TEAM has experienced since then.

MTEF is the Greater Milwaukee area's official National Junior Tennis and Learning (NJTL) chapter.

It also is a USTA Serves chapter, which allows MTEF to use a highly regarded life-skills curriculum developed for the organization formerly known as First Serve.

As of 2018, MTEF had received numerous national and regional awards for its programming, which emphasizes reading, life skills and nutrition/fitness in addition to tennis.

Among the honors, MTEF was rated, out of more than 500, the No. 1 NJTL chapter in the country by the USTA in 2011 and the No. 2 in 2012

It also is one of a handful organizations to continually receive the USTA's four-star rating, the highest a chapter can achieve.

In 2018, MTEF renewed summer partnerships with the

Summit Educational Association, the Brown Deer schools and the Brown Deer Parks and Recreation Department to offer tennis instruction to children on Milwaukee's South Side and from the Milwaukee suburb respectively. The Summit site was financed by a generous grant from the Al Hurvis/ADAMM Education Foundation.

MTEF also continued its partnership with the Milwaukee Public Library by offering the Super Reader program at Merrill Park.

MTEF's first high-performance summer site, opened in 2014, continued at Merrill Park. The site offers programming designed to cultivate and develop up-and-coming junior players from Milwaukee's central city.

Milwaukee Public Schools continued its tennis partnership with MTEF, making MTEF the sole tennis provider to the district's community learning centers (CLCs).

MTEF continued in USTA Jr. Team Tennis (JTT) play competing with teams from suburbs such as Fox Point and Germantown.

MTEF continued to assess students in each of its four main areas of programming — life skills, academics, fitness/nutrition and tennis skills. (Data for the List of 39 was not collected in 2018, but we did collect some data such as GPAs, JTT and tennis tournament results, behavioral assessments, attendance, participation in service projects, etc.)

For complete information on MTEF's activities, please visit [www.mtef.com](http://www.mtef.com)



Field trips provide youngsters with a variety of fun experiences. Youngsters enjoyed a photo-op with Bucky Badger as part of a visit to the Nielsen Tennis Center in Madison. **Above:** A highlight of a visit to the 2018 Milwaukee Tennis Classic intercollegiate tournament was a lunch provided by Cousins Subs.

**Milwaukee Tennis & Education Foundation, Inc.**  
**Statement of Financial Position**  
**Years ended December 31, 2018 and 2017**  
**Assets**

	<b>2018</b>	<b>December 31</b>	<b>2017</b>
<b>Current Assets</b>			
Cash and Cash Equivalents	\$64,562		\$92,734
Investments at fair value	48,941		73,049
Prepaid Expenses	1,500		1,000
<b>Total Assets</b>	<u>\$115,003</u>		<u>\$166,783</u>

**Liabilities and Net Assets**

**Current Liabilities:**

Accounts Payable	\$10,592		\$17,113
------------------	----------	--	----------

**Net Assets:**

Without donor restriction	104,411		145,005
With donor restriction	0		4,665
<b>Total Net Assets</b>	<u>104,411</u>		<u>149,670</u>

**Total Liabilities and Net Assets**

	<u>\$115,003</u>		<u>\$166,783</u>
--	------------------	--	------------------

The financial statements of the Milwaukee Tennis & Education Foundation for the years ended December 31, 2018 and December 31, 2017 were audited by Reilly, Penner & Benton. The audited financial statements are available for review upon request or by visiting [mtef.com](http://mtef.com).



**Milwaukee Tennis & Education Foundation, Inc.**  
**Statement of Activities**  
**Years ended December 31, 2018 and 2017**

	<b>Without Donor Restriction</b>	<b>With Donor Restriction</b>	<b>Total 2018</b>	<b>Total 2017</b>
<b>Revenue</b>				
Contributions	\$163,214	\$0	\$163,214	\$196,132
In-kind contributions	65,757	0	65,757	67,420
Investment Income	1,160	0	1,160	864
Gain (loss) on investments	(229)	0	(229)	0
Special Event Revenue	93,698	0	93,698	109,205
Special Event Expenses	(54,663)	0	(54,663)	(53,836)
Registration Fees	9,795	0	9,795	12,522
Miscellaneous income	75	0	75	0
Net Assets Released from restrictions	4,665	(4,665)	0	0
<b>Total Revenues</b>	<u>283,482</u>	<u>(4,665)</u>	<u>278,817</u>	<u>334,307</u>
<b>Expenses</b>				
Program related	243,885	0	243,885	250,083
General and administrative	38,406	0	38,406	39,051
Fundraising	41,785	0	41,785	43,766
<b>Total Expenses</b>	<u>324,076</u>	<u>0</u>	<u>324,076</u>	<u>332,900</u>
<b>Change in net assets</b>	<u>(40,594)</u>	<u>(4,665)</u>	<u>(45,259)</u>	<u>(1,407)</u>
<b>Net Assets, Start of year</b>	<u>145,005</u>	<u>4,665</u>	<u>149,670</u>	<u>148,263</u>
<b>Net Assets, End of year</b>	<u>\$104,411</u>	<u>\$ 0</u>	<u>\$104,411</u>	<u>\$149,670</u>



## Grants and Gifts

### Grants

Bader Foundation  
 Robert W. Baird Foundation  
 Bortz Family Foundation  
 Brewers Community Foundation  
 Ralph Evinrude Foundation  
 Fidelity Charitable Gift Fund  
 Greater Milwaukee Foundation  
 Al Hurvis/ADAMM Education Foundation  
 Herb Kohl Philanthropies  
 Midwest Youth & Tennis Foundation  
 Modern Woodmen  
 Stackner Family Foundation  
 Summit Educational Association  
 United States Tennis Association  
 United Way of Metropolitan Chicago  
 United Way of Greater Milwaukee  
 US Bank  
 Wells Fargo Community Support Campaign  
 Wisconsin Tennis Association  
 Ziegler Family Foundation

### Individual

Anonymous  
 John and Elizabeth Baranko  
 John Beck  
 Deborah Burgess  
 John and Julie Cabaniss  
 James and Penelope Deshur  
 Gretchen Durkin  
 David and Susie Fondrie  
 Julie Gorens-Winston  
 Kristyn Harrell  
 Mark and Elizabeth Horneffer  
 Marjorie Kozlowski  
 Mark and Cynthia Mason  
 Aoy and Michael Mitchell

John Moore  
 Angela Orentas  
 Bruce and Mary Pindyck  
 Deborah and Christopher Schifano  
 Robert and Judy Scott  
 Brian Sikorski  
 Roger and Beth Stafford  
 Janine Sullivan  
 Rebecca Trimble  
 United Way of Greater Milwaukee  
 Jeffrey Davis  
 Rachel Schneider  
 US Bank Employee Giving Campaign  
 Eric and Bev Wentz  
 Aaron Zavadsky

### *In Memory of Anna Barrera*

Carol Cantieri  
 Ann Charlier  
 Robin DeVilbiss  
 Karen Kondrakiewicz  
 Olof Jonsdottir  
 Linda Moore  
 Trude and Frank Pletcher  
 Julie Reigle  
 Karen Straw  
 Dagmar Vetta  
 Micki Wagner  
 Nancy Wilder

### *Spring Appeal*

Anonymous  
 Cynthia Amini  
 Ronald and Kristy Brooks  
 Rita Burns  
 Mary Fran Cahill and Herb Hentzen  
 Tom and Frankie Carswell

Sarah Cyganiak  
 Ken Harris  
 Mark and Elizabeth Horneffer  
 Joe Horning  
 John and Martha Kendler  
 Todd and Linda Mackay  
 Christina Mendez  
 Frank and Lynn Parkers  
 Sally Quillan  
 Tom and Trudi Roesch  
 Denny Schackter and Patti Lock  
 Greg and Jodi Wait

### *Giving Tuesday*

Sarah Cyganiak  
 Hal Horneffer  
 Mark and Beth Horneffer  
 Deborah and Christopher Schifano  
 Michael Woods

### *Friends*

Ray and Emily Ballecer  
 Bradley Brin  
 Jody and Walter Bronson  
 Mary Fran Cahill  
 John and Julie Cabaniss  
 David J. Frank  
 Robert and Linda Frisch  
 Genie Gengler Charitable Giving Fund  
 Daniel and Jean Gilman  
 Mark and Elizabeth Horneffer  
 Todd and Linda Mackay  
 Frank and Lynn Parker  
 Tom and Trudi Rosech  
 Tom and Kathy Ryan  
 Mark Styles Ltd.  
 Trimble Family Foundation

# Tennis Ball Supporters

## Sponsors

### Premier Sponsors

Caran and Joel Quadracci

### Set Sponsors

Al Hurvis/ADAAM Education Foundation

Donna Drosner and Jeff Pink

### Game Sponsors

Robert W. Baird & Co.

Benefit Services Group, Inc.

Elite Sports Clubs

### Forecourt Sponsors

The Balistreri Family

Reb and Tricia Bortz

Herb Hentzen and Mary Fran Cahill

Kurt and Kari Janavitz

Dave and Mindy Pelisek

The Barbara and John Trimble Family

United Healthcare Community Plan of Wisconsin

### Backcourt Sponsors

The Buckholdt and Kendler Families

Sarah Cyganiak

Jeffrey Davis

Dr. William (Bill) Davis

Drs. Mark and Beth Horneffer

Chris and Debby Schifano

Mike Sperling and Peggy Kirkeeng

Jason and Debby White

### Point Sponsors

Diane Ansay

Steven Buccellato

Scott and Sara Carson

Timon and Rachel Corwin

Joan Donner

Bridgett Gonzalez

Essie Herron

Lois Roloff

Denny Schackter and Patricia Lock

Ryan and Maria Vento

Danny and Elizabeth Westerman

Linda Winders and Ryan Bingham

Sung-Hwan Yoon and Eunsook Lee

## Raffle

Colder's Furniture and Appliance

## Wine Pull

Ansay International

## Donors

### Live Auction

Bartolatta Restaurant Group

Reb Bortz

Mary Fran Cahill and Dan Dance

Jeff Davis

J. Webb Horton

The Tennis Channel

### Silent Auction

Baboloat/Steve Buccellato

Tom Balistreri

Reb and Tricia Bortz

Mary Fran Cahill

Sarah Cyganiak

Donna Drosner

Dunlop/Kai Nitsche and Charlie Bachman

Lou Gral

Head Penn/Mark Kaneko and Greg

Mason

Herb Hentzen

Mark and Beth Horneffer

Tracy Lalonde

Miller/Coors

Milwaukee Bucks

PRP Wine International

Sea Glass Fine Art

Wilson/Denny Schackter

Chris and Debbie Schifano

Karen Schifano

Kay Yuspeh/Elite Sports Clubs

Rick Vetter

Danny Westerman/UW Madison

Dr. Chuck Young

## Supporters

Kari and Scott Broady

Drs. David and Judy Coran

Jon and Liz Cyganiak

Jeff Dubofsky

Ralph and Pat Felton

Christin File

Gerald and Natalie Frye

Bridgett Gonzalez

Christina and Don Grubor

Rob and Sally Haderlein

Pam Hammond

Kristyn Harrell and Michael Stull

Mike and Elizabeth Hayes

Deb Kerr

Dr. Peter and Janet Kim

Chad and Laurie Lehman

Diana Levy

Nathaniel Lynn

Mara Malloy

John and Tamara Marini

Leigh Maxon

Kate and Ian McCain

Jeff McDonald

Ruth and Steve McGuire

Ira and Kathleen Meiling

John and Wendy Mikkelson

Ric and Kathy Monroe

Chas and Judy Mulcahy

Network Health

Wendy Orthober

Dave and Anne Peterson

Mike and Betsy Peterson

Ratko Rozder and Daniella Pozder

Denny Schackter and Patti Lock

Derek Schneider

Glenn and Jessica Schultz

Ryan and Ellken Sexton

Steve and Julie Spadafora

Roger and Beth Stafford

Ted and Elizabeth Stuckslager

Jen and Bill Sturm

Dave Tengler

Eri and Bev Wentz

Deborah White

Jim and Erika Zaiser

Erik and Erica Zipp

