



# Annual Report 2020



## 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

The past year, 2020, was a difficult one for everyone in Milwaukee and especially for MTEF's participants, families, and staff.



Janavitz

None of us could have foreseen the challenges that would be presented by school closures/online education, job losses/income reduction, physical/mental health issues, limited social contact and other COVID-related issues.

I am proud to report, though, that MTEF continued to improve the lives and futures of our participants through tennis, education, and mentoring.

While our year-round programming had to be canceled in the spring, MTEF was able to provide online social and educational programming to our year-round participants. Through incredible staff efforts under the leadership of then-Executive Director Julie Cordero, MTEF also safely and successfully delivered a modified summer program to a small but meaningful group.

Our organization actually was one of the few that managed to serve our community in-person. And our families commented on how important it was for MTEF to provide access to physical activity and social connections during a time of isolation and uncertainty.

Not only did MTEF survive 2020, we are thriving as an even stronger organization. Thanks to the continued generosity of our board members, individual donors and foundations, as well as timely government assistance, MTEF's balance sheet is the strongest in our almost 50-year history. This enabled us to expand our staff to include a part-time education director, Julia Mercado, who has revamped MTEF's educational curriculum and complemented our already talented team.

Additionally, MTEF has cemented a long-term partnership with Strv365 and we have embedded their trauma-informed

programming into the core of all our offerings. This could not have come at a better time and demonstrates the power of partnerships to address areas of community need.

Finally, we have recruited several new talented and enthusiastic board members who will help MTEF make a greater difference in Milwaukee moving forward.

MTEF moves into 2021 with hopes for a return to some semblance of normal. As long as we can do so safely, we expect to resume our regular tennis and education programming for both year-round and summer participants.

We also look forward to once again holding our Serve and Connect event at Sherman Park on May 22, having our kids attend the Milwaukee Tennis Classic from Sept. 18-20 and hosting the 22nd MTEF Tennis Ball at the Italian Community Center on Nov. 6. It will be great to see many of you in person again!

In closing, I truly appreciate the support that you provide to MTEF's families. They need it and you all are better for it.

As Arthur Ashe, the founding father of NJTL organizations such as MTEF, said: "From what we get, we can make a living; what we give, however, makes a life."

Stay safe.



Kurt Janavitz  
President

## MTEF Officers and Directors (As of Dec. 31, 2020)

**President:** Kurt Janavitz  
**Vice President:** Michael Buckholdt  
**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, Mark Jensen, John Kendler, Steve Lyons, Morgan McCreary, Charles Mulcahy, Thomas O'Byrne, Frank Parker, Rajit Saluja, Denny Schackter, 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), Elizabeth Horneffer (2016-2019)

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

## MTEF Staff

**Executive Director:** Julie Cordero  
**Tennis Director:** Antonio Broaden  
**Education Director:** Julia Mercado  
**Controller:** Barbara Franzen

# It Was an Exercise in Coping With COVID-19

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.

As of 2020, 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 the then-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 an NJTL chapter can achieve.

That history contributed the grit and resiliency MTEF mustered to weather the COVID-19 pandemic that closed much of the nation down for most of 2020.

Several annual events were canceled starting with what would have been the second annual Serve & Connect Day, a daylong program that brings MTEF participants together with representatives of the Milwaukee Fire and Police Departments and community residents.

The annual MTEF TEAM Cup tournament and USTA Jr. Team Tennis were casualties of the pandemic as well. So was the 22nd Annual MTEF Tennis Ball.

But those few minuses fell far short of the many achievements MTEF managed during a difficult year.

Determined to focus on both the physical and social-



emotional wellbeing of its participants, the foundation provided more than 100 virtual classes that ran the gamut from trauma-informed programs with Stryv365, cooking classes and even Spanish lessons. When and where possible, in-person tennis instruction proceeded, albeit with modifications that incorporated pandemic protocols, including mask-wearing and social distancing. In fact, MTEF was one of the first sports organizations to offer in-person activities in 2020.

MTEF also continued its summer partnerships with the Milwaukee Recreations Department, Brown Deer schools and the Brown Deer Parks and Recreation Department.

When asked to donate what they might have spent on the Tennis Ball, the foundation's largest fundraiser, former attendees came through in grand style, raising \$64,000.

In addition, an anonymous donation from a Brookfield couple allowed MTEF to offer scholarships, ranging from \$1,000 to \$5,000 to four MTEF participants.

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



**Milwaukee Tennis & Education Foundation, Inc.**  
**Statement of Financial Position**  
**Years ended December 31, 2020 and 2019**

Assets

	December 31	
	2020	2019
<b>Current Assets</b>		
Cash and Cash Equivalents	\$281,610	\$180,836
Investments at fair value	51,806	50,574
Pledges and accounts receivable	0	275
Prepaid Expenses	<u>3,416</u>	<u>0</u>
<b>Total Assets</b>	<u><u>\$336,832</u></u>	<u><u>\$231,685</u></u>

Liabilities and Net Assets

**Current Liabilities:**

Accounts Payable	\$27,787	\$12,278
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**Net Assets:**

Without donor restriction	292,396	219,132
With donor restriction	16,649	275
<b>Total Net Assets</b>	<u>309,045</u>	<u>219,407</u>
<b>Total Liabilities and Net Assets</b>	<u><u>\$336,832</u></u>	<u><u>\$231,685</u></u>

The financial statements of the Milwaukee Tennis & Education Foundation for the years ended December 31, 2020 and December 31, 2019 were audited by Reilly, Penner & Benton. The audited financial statements are available for review upon request or by visiting mtef.com.



**Milwaukee Tennis & Education Foundation, Inc.**  
**Statement of Financial Position**  
**Years ended December 31, 2020 and 2019**

	Without Donor Restriction	With Donor Restriction	Total 2020	Total 2019
<b>Revenue</b>				
Contributions	\$234,700	\$25,000	\$259,700	\$192,768
In-kind contributions	47,700	0	47,700	93,641
Investment Income	896	0	896	1,081
Unrealized investment gain/(loss)	422	0	422	582
Special Event Revenue	0	0	119,700	119,700
Less direct benefit to donor	0	0	0	(37,463)
CLC Project	0	0	1,380	1,380
Registration Fees	7,257	0	7,257	10,461
Contribution — PPP	24,680	0	24,680	0
Miscellaneous income	858	0	858	34
Net assets released from restrictions	275	(275)	0	0
<b>Total Revenues</b>	<u>316,788</u>	<u>24,725</u>	<u>341,513</u>	<u>382,184</u>
<b>Expenses</b>				
Program related	161,908	8,351	170,259	201,279
General and administrative	43,161	0	43,161	39,454
Fundraising	<u>38,455</u>	<u>0</u>	<u>38,455</u>	<u>26,455</u>
	<u>243,524</u>	<u>8,351</u>	<u>251,875</u>	<u>267,188</u>
<b>Change in net assets</b>	73,264	16,374	89,638	114,996
<b>Net Assets, Start of year</b>	<u>219,132</u>	<u>275</u>	<u>219,407</u>	<u>104,411</u>
<b>Net Assets, End of year</b>	<u><u>\$292,396</u></u>	<u><u>\$16,649</u></u>	<u><u>\$309,045</u></u>	<u><u>\$219,407</u></u>

## Grants and Gifts

# Thank You for your Support!!

### Grants

Baird Foundation, Inc  
Charles D. Jacobus Family Foundation  
Greater Milwaukee Association of Realtors Youth Foundation  
Herb Kohl Philanthropies  
Krause Family Foundation, Inc.  
Robert W. Baird & Co.  
Small Business Administration  
Stryv365  
USTA Foundation  
USTA  
USTA/Midwest Tennis & Education Foundation  
Waukesha County Community Foundation - Bortz Family Fund  
Wisconsin Tennis Association

### Corporate

AmazonSmile Foundation  
Arandell Corporation  
Fiserv, Inc.  
GE Foundation  
UBS  
USTA/Midwest Section  
Woller-Anger & Co. LLC  
Suzanne Brill  
Rod Den Boer  
B. J. Doyle  
Erv Woller

### Miscellaneous Events

Kelly Frank  
Rachel and Timon Corwin  
Julie Gundersen  
Western Racquet Club

### Individual

Anonymous  
Joy Albi  
Robert Auxer  
Emily and Ray Ballecer  
Janet and John Beck  
Bob and Teri Bonan  
Mae Brielmaier  
Glenna and Brad Brin  
Mary Fran Cahill and Herb Hentzen  
Francesca and Thomas Carswell  
Todd Colt  
Julie Cordero  
Sarah Cyganiak

Maureen and Trevor D'Souza  
Mari and Thomas Dougherty  
Donna Drosner and Jeff Pink  
Elisabeth Eaton and Steven Ryan  
Andrea and Barclay Ferguson  
Ronald Fischer and Robert Rapp  
Jennifer Fleck  
Robert Frisch  
Anna and George Gaspar  
Genie Gengler Charitable Giving Fund  
Jean and Daniel Gilman  
Kathy and Clark Gridley  
Julie Gundersen  
Sharon and Michael Hipp  
Beth and Mark Horneffer  
Hal Horneffer  
Jim and Betty Hunter  
Heidi and Patrick Kohler  
Charlene Kordus  
Sarah and Michael Kubly  
Abbey and Luke LaManna  
Lisa and Steven Lyons  
Jill B. and Patrick Marget  
John Markel  
Wendy and John Mikkelson  
Cheryl and John Miller  
Sue and Michael Miller  
Judy and Chas Mulcahy  
Judith Neal  
Karen Newton  
Jo and Rick O'Connor  
Lynn and Frank Parker, Jr.  
Mindy and Dave Pelisek  
Jodi Ristau  
Jyoti and Rajit Saluja  
James Sazama  
Denny Schackter and Patti Lock  
Deborah A. and Christopher Schifano  
Robin and John Siehoff  
Mike Sperling and Peggy Kirkeeng  
Mary E Staten  
Frank and Kathleen Thometz  
Elizabeth and Michael Treptow  
Nancy and Carl Trimble  
James Viste  
Steve Vitale  
Cindy and David Werner  
Susan and Michael Woods  
Peggy and Charles Yang

### Tennis Ball

Karin and Michael Buckholdt  
Mary Fran Cahill and Herb Hentzen  
Rachel and Timon Corwin  
Sarah Cyganiak  
Maureen and Trevor D'Souza  
Rachel Schneider and Jeff Davis  
Tess and Anwer Dhali  
Donna Drosner and Jeff Pink  
Andrea and Barclay Ferguson  
Susie and David Fondrie  
Julie Gorens-Winston  
Kim and David Irwin  
Britt and David R. Frank  
Beth and Mark Horneffer  
Hal Horneffer  
Kari and Kurt Janavitz  
Kari and Mark Jensen  
Patricia Jensen  
Greer Jordan  
Martha and John Kendler  
Janet and J. Peter Kim  
Susan and Jeff Knutson  
Kristin and Patrick Krill  
Lisa and Steven Lyons  
Cynthia and Mark Mason  
Morgan McCreary  
Milwaukee Tennis Classic  
Judy and Chas Mulcahy  
O'Byrne Distribution  
Angela Orentas  
Angela and Adam Pearson  
Caran and Joel Quadracci  
Denny Schackter and Patti Lock  
Deborah A. and Christopher Schifano  
Kate and Will Schoyer  
Judith and Robert Scott  
Mike Sperling and Peggy Kirkeeng  
Stryv365  
The Al Hurvis / ADAMM Education Foundation  
The Windhover Foundation  
Trimble Family Foundation  
U.S. Bank  
Frederick Vetter  
Lisa Winders  
Kay and Richard Yuspeh  
Erica and Erik Zipp  
Amy and Edward Zosel