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**We make every effort to ensure the accuracy of our annual report. Please feel free to contact us with any discrepancies. Thank you.*





15 LOVE 
Giving Kids the Advantage™

2018
annual report

FROM THE board president



Dear Friends and Supporters of 15-LOVE:

“Giving Kids the Advantage” has been 15-LOVE’s slogan since the program began in 1990. During the past three decades, we have sought to fulfill the message imbedded in our slogan by truly making a significant (oftentimes, a transformational) difference

in the lives of our participants (our kids). Indeed, we are fully focused upon “Giving Kids the Advantage”.

During the past year (2018), we had over 4,500 kids participate in our programming. These kids live primarily within the cities of Albany, Schenectady and Troy. We have the opportunity (and, in fact, the privilege) of interacting with these kids in various ways. Having fun while playing and learning tennis, of course, is one way our instructors engage the kids, but there are other meaningful ways they interact as well. Our “off-court” discussions, which follow every tennis session, allow for conversations on important topics such as good health, peer pressure, reading, education, drugs, sportsmanship, honesty, and the environment, among many others. Our graduates will oftentimes say that these “off-court” discussions, led by our instructors, made a real difference in helping shape their opinions and attitudes toward important topics in their lives. These conversations also provide opportunities for kids to express themselves in a non-threatening environment, thereby helping to develop their communication skills and to build self-confidence.

In addition, one of the most important outcomes that “give kids the advantage”, as participants in 15-LOVE, are the lifetime friendships that are established among the participants themselves, with our instructors, and with our dedicated staff members. The bonding that occurs is extremely strong and long lasting (covering lifetimes). We make a point of telling our participants that 15-LOVE is not only here for them while they are kids, but we are here for them throughout their lifetimes. We make every effort to stay connected with our graduates and to keep them engaged with 15-LOVE and with each other. We seek to be a closely-knit family with all our “kids” and we strive to give them every possible advantage.

The past year was another outstanding year of accomplishments for 15-LOVE, as this Annual Report will show. We are grateful for your support in helping us fulfill our mission and for assisting us in implementing our slogan. “Giving Kids the Advantage” is not just a clever slogan, it is what we do on an ongoing basis.

Thanks for helping us make it all happen.

With gratitude.

God Bless.

Herb Shultz

President, Board of Directors

FROM THE executive director



Dear Friends,

Each year, some theme seems to pop up – either during the summer or throughout the year. 2018 affirmed our mission and made it clear that we are needed in the communities we served. Over the summer, it seemed

like every day featured a news story about a new bout of violence. Twice we couldn’t get to a site because the roads were blocked off around it to investigate a shooting. Once, one of our instructors got caught inside a building and one outside (bringing in equipment) during a lockdown. We had a serious chat with our instructors about what was going on, about staying safe, and about the fact that now, more than ever, we were needed. We are often the only structure in a child’s day over the summer. We work in neighborhood parks as much as possible, where kids can just walk to the tennis courts, and many do just that, without any sign of an adult.

At our Monday meeting, after a large altercation that weekend that involved many people, and ended with someone getting shot, I reminded our instructors that there would be a kid coming to class whose mother, cousin, sister or aunt was involved in that altercation. And, likely that kid wasn’t going to talk about it, but that they would show it in other ways. We talked about ways to help kids who are under types of stress that I can’t even imagine. The thing is, that while some of them can’t imagine it either, some have lived through it. Over 80% of our instructors have come up through the program. We have raised them. They are family. And, they understand what it’s like to be in the shoes of the kids they are teaching. So, that Monday morning, I had one of the most difficult discussions I have ever had with a group of teenagers and young adults. I asked them to go back

out there. I told them that I completely believed they were safe and that I wouldn’t ask them to do anything I wouldn’t be comfortable sending my own children out to do. And that was true. I had chatted with City officials and police officers, I had read every story and knew that the shootings weren’t random – and not in public places during daylight. But, there is still some fear. I offered each of them the opportunity to work in the office with our educational programs if they weren’t comfortable going back out to the open parks, with no shelter. No one even hesitated with their decision. They went back out there and made sure the energy level was high and the atmosphere was extra positive and encouraging. And later, when reporting to our Board, I told them how proud I was of our staff, of our family, and that it had affirmed that we are working in the right places. We are needed. We are making a difference. If we weren’t dealing with issues such as this, we wouldn’t be fulfilling our mission.

What I can tell you for certain is that we take our work very seriously. From the board on down, every decision is made based on what is best for the kids and families we serve, and our community, even if it’s not the easiest for the organization. We are here to serve, make a difference, and change lives - and we could not do that without your support. So, thank you. Thank you for helping us to do this work. It is a privilege.

With great appreciation,

Amber Marino

Executive Director

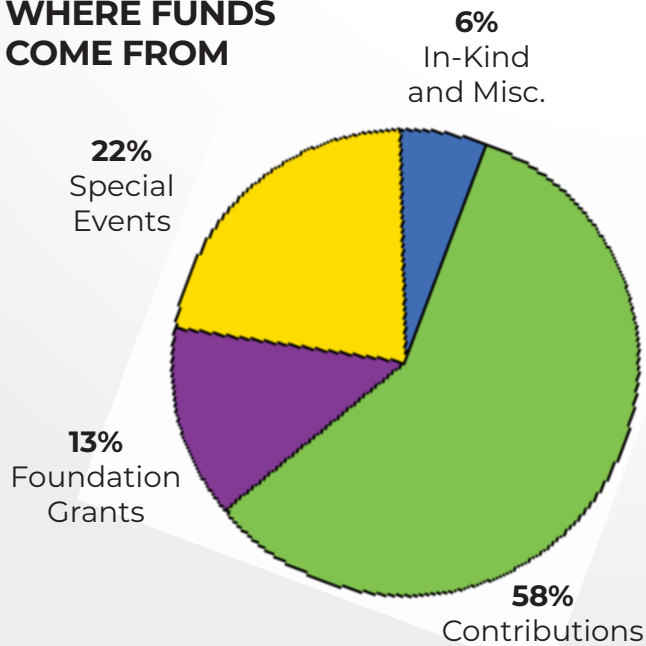
STATEMENT OF FINANCIAL POSITION DECEMBER 2018

Assets	
Cash	\$178,507
Investments	\$860,600
Receivables	\$800
Prepaid Expenses	\$9,467
Current Assets	\$1,049,374
Net Property and Equipment	\$317,212
Total Assets	\$1,366,586
Liabilities and Net Assets	
Liabilities	\$20,505
Net Assets	\$1,346,081
Total Liabilities and Net Assets	\$1,212,512

STATEMENT OF ACTIVITIES 2018

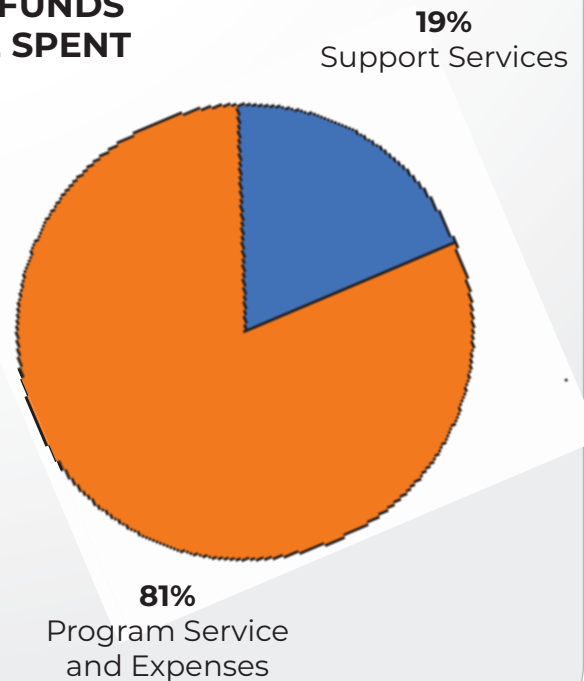
Revenues	
Contributions	\$412,099
Foundation Grants	\$94,253
Special Events (net)	\$156,923
In-Kind and Miscellaneous	\$42,434
Investment Returns	\$(48,883)
Total Revenues	\$656,826
Expenses	
Program Service Expenses	\$401,008
Management and General	\$94,2841
Total Expenses	\$495,289
Change in Net Assets	\$156,587
Net Assets	
December 31, 2017	\$1,189,494
December 31, 2018	\$1,346,081

WHERE FUNDS COME FROM



(Not including unrealized investment losses in the investment portfolios.)

HOW FUNDS WERE SPENT



Partners & Sites by County

ALBANY

Albany County: Albany School of Humanities, Albany VI, Arbor Hill Community Center, Arbor Hill Community School, Arbor Hill Park, Blessed Sacrament School, Camp Metro, Delaware Ave. Boys' & Girls' Club, Delaware Community School, Eagle Point Elementary School, Fairwood Apartments Tennis Facility, Giffen Elementary School, Henry Johnson Charter School, Hoffman Park, Hoffman Teen Center, Israel AME, Krank Park, Lincoln Park, Montessori Magnet School, New Scotland Elementary School, North Albany YMCA, Parsons Child & Family Center, Philip Schuyler Academy, Pine Hills Elementary School, Police Athletic League, Schuyler Achievement Academy, Sheridan Prep Academy, St. Catherine's Institute, Thomas O'Brien Academy of Science & Technology, Trinity Institute, and Westland Hills Park

SCHENECTADY

Central Park, Central Park Middle School, Hillhurst Park, Jerry Burrell Park, Keane Elementary School, Martin Luther King Elementary School, Michigan Avenue Courts, Mt. Pleasant Boys' & Girls' Club, Mt. Pleasant Middle School, Oneida Middle School, Pleasant Valley Elementary School, Quackenbush Park, Sportime, Steinmetz Park, VanCorlaer Elementary School, Woodlawn Park, and Zoller Elementary School.

RENSSELAER

Frear Park, Griswold Heights Center, Hope 7, Prospect Park, Public School #2 (Troy), Public School #18 (Troy), Rensselaer Boys' & Girls' Club, Riverfront Park, School 14, and Troy Boys' & Girls' Club

MISSION STATEMENT

“To reach out in a loving, caring way to the youth of the Capital Region, using tennis as the medium, especially those in the inner cities.” Within that overall mission, the following seven operating themes are emphasized:

1. Stress education
2. Promote good health (emotional and physical)
3. Instill positive values
4. Foster multi-cultural relationships
5. Support family preservation
6. Advocate good sportsmanship
7. Encourage community service



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