Dear Friends and Supporters:

2019 seems so long ago considering all we are dealing within 2020. However, no matter the current circumstances, we must celebrate the impact that we have made and continue to learn from the challenges we face to do more for the community tomorrow than we did today.

WITH THAT IN MIND, HERE ARE SOME OF THE HIGHLIGHTS OF GOOD SPORTS 2019:

• **2019 Impact:** Last year, we donated $13 million worth of equipment, footwear, and apparel to benefit more than one million children in need across the country.

• **New HQ:** Good Sports moved into a new headquarters in the Boston area centralizing our staff and warehouse in one location and providing significant space for increased distribution and volunteerism.

• **Team Good Sports:** Hosted both Boston and New York Marathon Teams and held our first ever Virtual Turkey Trot giving dozens of runners the opportunity to log their miles to benefit Good Sports.

• **Pro Partners:** Continued to build our partnerships with professional sports teams and leagues providing sport opportunities for kids with the Atlanta Hawks, Atlanta Falcons, Atlanta United, Bill Belichick Foundation, Chicago Cubs, Major League Baseball, National Football League, New York Knicks, and New York Rangers.

• Good Sports also received some great visibility when Jesse Palmer appeared on CBS This Morning talking about the importance of youth sports and the increasing economic divide.

While we are so proud of what we accomplished in 2019, the challenges we are all facing in 2020 are unprecedented. The combination of a worldwide pandemic, economic insecurity, and racial unrest is disrupting everyone’s life in ways we never imagined. Understanding the impact these challenges are having on us individually, our families, and our colleagues, we must pause and consider the impact on children in vulnerable communities with few resources. For many, the environment we live in right now is not just inconvenient or uncomfortable, it is traumatic. Access to play and sport is one way that we can make a difference for children in need right now. Providing the tools and resources for them to experience the joy of movement, the power of team, and the thrill of accomplishment could change the course of their day, their year, and maybe their life.

Good Sports accomplished so much through 2019, hitting a great milestone of distributing $50 million in equipment since we began in 2003. However, our work is needed now more than ever. 2020 will be the greatest test of our impact that we have ever seen. And we are ready. We are prepared to think differently, serve humbly, and break down barriers for children in our most vulnerable communities.

Thank you for your support.

Best,

Melissa Harper
Co-Founder & CEO
THE GOOD SPORTS ROSTER (AS OF DECEMBER 31, 2019)

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Alyssa Puccinelli
Carlyle Group
Brian Ripka
Ripped Fitness
Christine Ryan
Scott Wille
Cerberus Capital Management, L.P.
GOOD SPORTS ROSTER

Tracey Britton  
Chief of Staff

Candace Burton  
Associate, Community Partnerships

Molly Clark  
Associate, Community Partnerships

Alyssa Gair  
HR & Operations Manager

Kayley Curtin  
Manager, Equipment Partnerships

Melissa Harper  
Co-Founder/Chief Executive Officer

Karleen Herbst  
Senior Director of Fundraising  
& Business Development

Max Jensen  
Associate, Corporate Partnerships

Christy Keswick  
Co-Founder/Chief Operating Officer

Amber Killberg  
Manager, Corporate Partnerships

Jay Kolvson  
Warehouse Operations Associate

Rebecca Lynch  
Business Development Associate

Samantha MacKinnon  
Sr. Associate, Events & Marketing

David McIsaac  
Manager, Community Partnerships

Jack McNamara  
Director of Logistics & Distribution

Mark Navarro  
Warehouse Operations Associate

Patrick Norris  
Associate, Community Partnerships

Margaret Norton  
Financial Controller

Didier Paul  
Warehouse Operations Associate (Interim)

Kelly Patterson  
New York Market Director

Kelsey Poole  
Associate Community Partnerships

Melissa Rundlett  
Associate, Corporate Partnerships

Courtney Schermerhorn  
Director, Account Management

Taylor Soobitsky  
Finance Associate (Interim)

Nora Weiss  
Marketing & Social Media Associate

James Whittle  
Finance Associate
**Impact**

**Demographics of Kids Served**

**Ethnicity**
- 41% Black
- 44% Latinx
- 11% Caucasian
- 1% Other
- 4% Asian

**Gender**
- 49% Female
- 51% Male

**Increased Minutes of Play**
- 71% of programs were able to increase minutes of play
- Average increase: 83

**New Kids Added to Programs**
- +26,000 new kids added to programs due to our equipment donations

**Enhanced Experience**
- 74% of programs reported enhanced overall experience

**Program Changes**
- 52% Organizations that expanded existing programs
- 55% Equipment donations impacted schools
- 43% Organizations that alleviated financial pressure off families
- 48% Organizations that started new programs

**Cost/Feef Reduction**
- 41% Programs that decreased their cost/fee

**Program Expansion**
- 55% Equipment donations impacted schools

**School Impact**
- 55% Equipment donations impacted schools
GIRL POWER

“With [Good Sports] donations we were able to form a separate league for girls instead of a co-ed league. This increased the number of girls participating in the program by over 50%. Girls did not feel comfortable participating in the co-ed league, but really wanted to play. Since we were able to open up a new program for the girls, I have seen a huge change in the girls that participate. They are more confident, feel more comfortable participating in sports, and they have been able to excel and demonstrate talents that had never been noticed previous to the start of the girls league.”

– Paula Reynolds, Teacher
Theodore Roosevelt Elementary School
Indio, California

WAVES OF OPPORTUNITY

“The goggles were a huge hit! So many of our outreach children have never been in a pool, and the chlorine stings their eyes. The goggles make the transition from dry land to underwater so much more graceful. To have quality goggles that actually work has been a joy!”

– Stephanie McElhone
Director of Community Development
YMCA Of Rome & Floyd County
Rome, Georgia

EXPANDING ON HARD WORK

“They [the kids] feel like they are a part of something and not left out because they can’t afford quality uniforms, shoes, training equipment. The kids in the local elementary school in our community now want to be a part of the program and are willing to work hard, maintain their grades, and receive guidance and discipline. They see all the chaos in the community but choose to want to be on a sport team, versus a gang.”

– Brent Johnson, President
Back2TheBasics
Chicago, Illinois
HIGHLIGHT REEL

WINTRUST BANK

In 2019 we partnered with Wintrust Bank in Chicago to support youth programs throughout the city. Together we donated over $70,000 in sports equipment to seven programs and schools in the Chicago area. In just three hours a team of fifty volunteers picked and packed sixty three sports equipment kits. These kits were filled with equipment to enhance the sports programming at the recipient programs and included everything from boxing gloves, softball and baseball gloves, soccer balls and jerseys, to hula hoops and PE equipment. As a result, more than 22,000 kids in the Chicago area have benefitted from increased access to play.

NEW YORK KNICKS & NEW YORK RANGERS

Our work in New York reached tremendous milestones in 2019 with major support from partnerships with the Rangers and, for the first time, the Knicks. The New York Rangers helped Good Sports donate over $73,965 in sports equipment to 35 programs just in the last year, impacting 19,351 young people. And for their first year of partnership, the New York Knicks aided Good Sports in bringing more than $43,460 worth of brand new athletic gear among 22 individual program which got more 6,500 young people to participate in play. Some kids were lucky enough to have Knicks representatives at their practice!

NEW GOOD SPORTS HEADQUARTERS

Good Sports has a brand new home! As of September, our official new headquarters includes not just a great new office, but our warehouse. Now our team can ship donations more efficiently, and we can incorporate larger volunteer groups. With this space, the Good Sports team now has entered a new chapter in growth and innovation.
**AMBASSADORS IN THE FIELD**

**ZACH ERTZ**
This marks the sixth year of our partnership with Dunkin’ Philly; working together to bring positive impact in youth sports for the young people of Philadelphia. In 2019 alone, Dunkin’ helped Good Sports donate $34,023 in sports equipment. For the Chester Panthers, a Philadelphia cheer and football program, their equipment presentation also brought Eagles tight end Zach Ertz. He took the evening to meet every player and coach, as well as conduct a Q&A.

**CHRIS ARCHER**
In 2019, Chris Archer of the Pittsburgh Pirates continued to be a strong ally to youth sports. Throughout the baseball season, Chris the Pittsburgh Pirates Foundation and Good Sports donated $51,135 in new sports gear to multiple baseball and softball programs throughout the Pittsburgh area. Overall, 2,224 kids were impacted, and Chris took the time to participate in a Q&A at every single donation event.

**JESSE PALMER**
As the Good Sports national spokesperson, Jesse Palmer was a true role model in giving back once again. In 2019, he helped us film a brand new PSA for our Equip-A-Kid donation tool and spent time with the young people of WHEDCo, an after-school Bronx-based youth program. After leading a Q&A with the kids, Jesse also reffed several games of soccer.

You can watch his PSA here!
PARTNER SPOTLIGHT

KEURIG DR PEPPER
Value of Equipment Donated: $1,392,626
Number of Kids Impacted: 1,145,310
Number of Volunteers Engaged: 278
Pieces of Equipment Donated: 58,544

PUERTO RICO OPEN
Programs Supported: 24
Value of Equipment: $787,599 Number of Kids Impacted: 38,154
Pieces of Equipment Donated: 27,169
Largest One-time Donation in Our History

NEW BALANCE
Organizations/Programs/Schools Supported: 40
Value of Equipment Donated: $133,220
Number of Kids Impacted: 49,795
Pieces Donated: 7,600
Number of Volunteers: 200
**SPECIAL THANKS TO OUR 2019 FANS**

**$50,000+**

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<th>Amount Range</th>
<th>Donors</th>
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<tr>
<td>$50,000+</td>
<td>Adidas Atlanta Hawks Atlanta United Foundation Augusta Sportswear Bauer Hockey LLC Chicago Cubs Community Foundation for Southeast Michigan Gray Foundation Joel Hughes Keurig Dr Pepper Major League Baseball Urban Youth Fund MLB-MLBPA Youth Development Foundation New Balance Foundation New York Rangers Nike OPRO International Limited Orfiks Ralph C. Wilson, Jr. Foundation Ranzetta Family Rip-it Georgia Shape TYR Sport, Inc Kent &amp; Meghan Weldon</td>
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**$20,000-$49,999**

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**$5,000-$19,999**

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**FOUNDER’S CIRCLE | Continuous support of Good Sports for ten years or more**

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<th>Founders</th>
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# 2019 Financials

## Revenue and Expenses

### Revenue
- Grants and Contributions: $3,690,845
- Contributed Goods and Services: $5,960,087
- Change in Inventory Reserve: $1,894,943
- Shipping and Handling Fees: $349,983
- Special Events: $779,107
- Interest Income: $1,161

**Total Revenue**: $12,676,576

### Expenses
- Program Services: $15,544,553
- General and Administrative: $285,452
- Fundraising: $893,361

**Total Expenses**: $16,723,366

**Change in Net Assets**: $(4,046,790)

*The Change in Net Assets is primarily due to Good Sports distributing an excess of sports equipment over the receipt of in-kind equipment donations. The Change in Net Assets does not reflect a cash loss.*

## Statement of Net Assets

### Assets
- Cash and Cash Equivalents: $1,025,340
- Contributions and Pledges Receivable: $692,348
- Accounts Receivable: $34,373
- Equipment Inventory: $8,443,432
- Prepaid Expenses: $73,308
- Other Assets: $132,920

**Total Assets**: $10,401,721

### Current Liabilities
- Accounts Payable: $169,266
- Accrued Expenses: $84,437
- Deferred Rent: $110,395

**Total Liabilities**: $364,098

### Net Assets
- Net Assets without Donor Restrictions: $465,137
- Net Assets with Donor Restrictions: $9,572,486

**Total Net Assets**: $10,037,623

**Total Liabilities and Net Assets**: $10,401,721

*Fiscal Year Ending on December 31, 2019*
Do you know what my favorite part of the game is? The opportunity to play.

- Mike Singletary