



Restore Play

2022 ANNUAL REPORT

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MISSION STATEMENT

**GOOD SPORTS DRIVES EQUITABLE ACCESS
IN YOUTH SPORTS AND PHYSICAL ACTIVITY,
BY SUPPORTING CHILDREN IN HIGH-NEED
COMMUNITIES TO ACHIEVE THEIR GREATEST
POTENTIAL, ON THE FIELD AND IN LIFE.**



LETTER FROM THE CEO

Dear Friends and Supporters:

2022 was the year that it finally started to feel like we were moving past COVID-19. We were able to restore some of the most rewarding aspects of the work we do at Good Sports and truly engage with our community and donors again.

Nothing makes our work come to life more than personally delivering equipment to the children we serve and seeing their faces light up with excitement. Or hosting a field day using the new gear and watching the joy as kids run through the stations jumping, shooting, and scoring. We were able to host 17 of these events in 2022 where our team could surprise the kids with new gear alongside our partners. In fact, we hosted our largest events yet with DICK'S Sporting Goods to provide 10,000 gifts of sport to youth in Atlanta, Chicago, and Houston celebrating with a giant field day in each community.

We also got the opportunity to bring our donors back together to share in these moments in 2022. With our Boston and Chicago Legends events returning, over 700 of our supporters were able to hear Lex Gillette share his story of becoming a blind Paralympic sprinter and long jumper. Learning about how sport changed his life truly illuminated the core of Good Sports work and reminded us all why access to sport is so important for children.

With the return to normalcy, we also started to turn our attention to the years ahead, digging deep into the impact of our model and mapping out our plans for the next five years. Good Sports has been growing for many years serving over 9 million children in need with \$95M in equipment over nearly two decades. However, our focus for the future is to grow beyond the numbers, to truly grow our impact, by being a long-term partner to community organizations that are using the power of sport to change lives. We look forward to sharing more information on our deepening impact on the community as we roll out a new program model in 2023.

Thank you all for your support of our work this year and every year. Together, we can create an environment where every kid has a chance to play.

Best,



Melissa T. Harper
Co-Founder & CEO

LIFETIME IMPACT (AS OF DEC. 31, 2022)

\$95M +

VALUE OF EQUIPMENT DISTRIBUTED

50

NUMBER OF STATES SERVED (AND PUERTO RICO AND D.C.)

85,513

NUMBER OF INDIVIDUAL PLAY PACKS DISTRIBUTED

6,257

YOUTH ORGANIZATIONS ELIGIBLE TO RECEIVE EQUIPMENT DONATIONS

14,644

DONATIONS MADE

9.3M

NUMBER OF CHILDREN SERVED

THE GOOD SPORTS ROSTER (AS OF DEC. 31, 2022)

BOARD OF DIRECTORS

Mike Balkin, *Chairman*
Foresight Acquisition Corporation

Marty Blue
Boston Consulting Group

Robin Bose
VIMEO

Paul Bowen
Bowen Inc.

Rick Charron
KMPG LLC

Rachel Condelli
Pepsico

Lewis Collins
GW&K Investment
Management LLC

Patricia Cho
Sharkinja

Christy Egun
Massachusetts General Hospital

Michael Flood
Calibration Talent Advisors

Melissa Harper
Good Sports, Inc.

Richard Harris
Northeastern University

Jenifer Hartnett-Bullen
State Street

Anna Hitchner
Bain & Company

Joel Hughes
Right Networks

Andrew Laurence
Vintage Capital Management LLC

Kelly Begg Lawrence
United States Attorney
General's Office

Magan Munson
Mayflower Sails 2020

Jon Perham
A2 Medical

Bridget Rice
Canon Solutions

Kevin Roche
Camden Consulting Group

Bry Roskoz
EF Education First

Sam Schaefer
Trammel Crow Company

Derek Schoettle
Great Hill Partners

Kent Weldon
Thomas H. Lee Partners LP

Liam Weston
Creation Technologies

Sean Wilder
BV Investment Partners

BOARD OF ADVISORS

Chicago

Mike Balkin, *Chairman*
Foresight Acquisition Corporation

Ken Barber
Adelante Center for Entrepreneurship

Kristin Barnett
Gatorade

Phil Bedella
Media Consultant

Noreen Brennan
Bank of America

John Dvorak
Wintrust

Ed Filer
Roetzel & Address

Michael Fishman
Greenberg Traurig, LLP

Ozzie Giglio
Windy City Fox Motorsports

Amanda Jacobson
LaSalle Investment Management

Crane Kenney
Chicago Cubs

Josh Kritzler
Legends

Stephanie Lawler

Dave Martinelli
DM Design and Consulting

Renata Merino
Entrepreneur

Gretchen Miller
Greenberg Traurig, LLP

Patrick Quinn
William Blair

Marco Quintana
Valley National Bank

Jamil Soriano
Ariel Investments

Scott Welch
USI Insurances

New York

Christopher Brown
Google

Kyle Cruz
Centerbridge Partners, LP

Greg Dawkins
Full Court Capital

Mike Flood, *Chairman*
Calibration Talent Advisors

Michael Gallary
Lifescore Labs

Beth Haddock
Warburton Advisors

Chris Halpin
National Football League

Rahul Kapur
ZRG Partners

James Keenan
Blackrock

Eugene Kim
William Blair

Lauren Kozy

Hardy Manges
MarketAxess

Dan Penrod
1091 Partners LP

Alyssa Puccinelli
Carlyle Group

Brian Ripka
Ripped Fitness

Christine Ryan
New York State Office
of the Attorney General

Allison Schindler D'Anjou
CPI

Liza Truax
Wingspan Legacy Partners

Christina van Beelen

THE GOOD SPORTS ROSTER (CONTINUED)

STAFF

Newton Barthold

Warehouse Operations Associate

Shelby Buck

Program Associate

Molly Craigwell

Manager, Community Partnerships

Kayley Curtin

Director, Warehouse Operations

Alyssa Gair

Director, Human Resources

Eliza Halmo

Program Associate

Melissa Harper

Co-Founder & CEO

Kim Herrig

Financial Controller

Rachelle Jeanty

Warehouse Operations Associate

Christy Keswick

Co-Founder & President

Amber Killberg

Sr. Manager, Corporate Partnerships

Sophia Lupetin

Marketing & Social Media Specialist

Rebecca Lynch

Manager, Fundraising & Business Development

Bryan McNamara

Manager, Corporate Partnerships

Taylor Meek

Program Associate

Sarah Nacci

Program Associate

Patrick Norris

Equipment Partnerships Specialist

David Olds

Associate, Volunteer & Donor Relations

Karleen Pattanaik

Senior Director/Business Development & Fundraising

Didier Paul

Warehouse Operations Associate

Bill Reid

Warehouse Operations Associate

Floriberta Sario

Finance Associate

Chandelle Schulte

Vice President, Program & Operations

Charlie Sprague

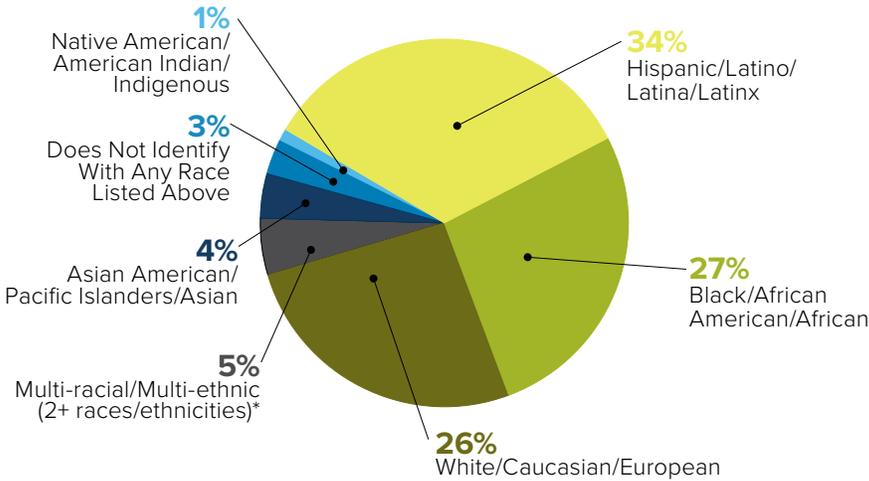
Warehouse Operations Lead

Valerie Thompson

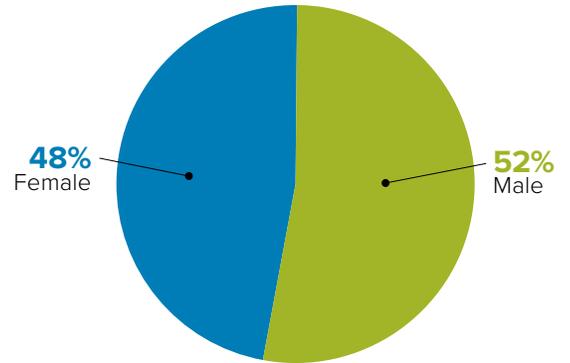
Administrative Associate, Office Operations

DEMOGRAPHICS OF KIDS SERVED

ETHNICITY



GENDER



STATISTICS (OUT OF EVALUATIONS RECEIVED)

63%

Equipment donation alleviated financial pressure off families

67%

Organizations that reported enhanced overall experience

37%

Programs that decreased their cost/fee

37%

Reduce fees for participants

53%

Reach kids not typically involved

54%

Expose kids to new sport/activity

*2+ races/ethnicities

IMPACT

43%

Improve retention of youth

53%

Improve credibility of program



53%

Contribute to sustainability

59%

Allocate equipment expenses to areas of need

+40,518

new kids added to programs due to our equipment donations

INCREASED MINUTES OF PLAY

18%

Started a girls team

45%

Improved retention of girls



63%

of programs were able to increase minutes of play

54

minute average increase per week



TESTIMONIALS



RAINBOW LABS

“We are a small organization with limited resources. Without this support, we would not have been able to launch this program and provide free, safe, and supportive softball programming for LGBTQ+ youth in Los Angeles.”



DETROIT HANDBALL CLUB

“A family with 2 daughters and a son attended one of our clinics because the son had an interest in playing. While his sisters watched him play, they asked if they could join and by the end of the clinic, they were leading drills and explaining the game to others. Handball is now their favorite sport and without this donation, we would not have been able to offer this clinic and they would have missed out on an opportunity to play.”



ELITE SCHOLARS ACADEMY

“Words cannot express the impact the equipment donation has had on my athletic program overall. The donation has changed the way my students and stakeholders view the program. No longer are the days that the athletic program is perceived as just something to do. The scholar athletes and stakeholders have begun to exude a greater sense of PRIDE.”



JUDAH SOCCER ASSOCIATION

“Overall, the impact of the donation will help our program out financially. The equipment we received will free up funding for recurring fees such as...field maintenance expenses, and the equipment will help our coaches come up with more creative drills. We are extremely grateful for the donation.”

THE COMEBACK IS ALWAYS BIGGER THAN THE SETBACK



BOSTON LEGENDS

Good Sports' 18th Boston Legends gala returned in 2022 after a two-year hiatus. With over 450 supporters of the Good Sports mission in attendance, the event was a huge success, raising over \$475,000. The event featured a silent auction offering one-of-a-kind trips and experiences and an inspirational keynote address from Paralympic Gold Medalist, Lex Gillette.



NANTUCKET

Over 50 guests joined us for "An Evening on Nantucket" for cocktails, a raw bar, and to learn more about how Good Sports drives equitable access in youth sports. The event included a silent auction and live music and raised over \$40,000 to support Good Sports.



CHICAGO LEGENDS

Good Sports' Chicago Legends Gala also returned in 2022 for its 12th year. Featuring a great evening of networking, a cocktail hour, silent auction, and a keynote from Paralympic Gold Medalist, Lex Gillette, over 250 guests gathered to help support Good Sports and raised \$250,000.



NEW YORK PANEL

The first ever Good Sports: Equity in Sports Panel was held in New York City featuring a discussion on the importance of female representation and participation in sports. Hosted by Kathryn Tappen of NBC Sports, we were joined by WNBA Player Stef Dolson, Director of Growth & Innovation at the WNBA, Lauren Dwyer, FC Gotham Player, Mandy Freeman, Good Sports Co-Founder and CEO, Melissa Harper, American Tennis Player, Christina McHale, and Team USA Lacrosse Player, Kylie Ohlmiller. The event spoke to the importance of representation in sport and raised over \$50,000 for Good Sports.

AMBASSADORS IN THE FIELD



JESSE PALMER, GOOD SPORTS SPOKESPERSON

As the Good Sports national spokesperson, Jesse Palmer was a true role model in giving back. In 2022, Jesse helped to increase the overall brand awareness of Good Sports, by continuously showing his support through social media and other marketing avenues. He helped promote the importance of why kids need the opportunity to play, by sharing campaigns, creating a video that was played at our Boston Legends gala, being featured in an E! News article and creating his own custom Good Sports t-shirt.

In partnership with Gatorade, Good Sports had the opportunity to work with some of the greatest athletes in 2022 to pave the way for the next generation to have equal access in play.



MALLORY PUGH & EMILY BOYD

In September, Good Sports partnered with the Chicago Red Stars and Gatorade, to donate gently used and new equipment and gear to Chicago's Florence Nightingale Elementary School. Chicago Red Stars, Mallory Pugh Swanson and Emily Boyd, unveiled the equipment to all the students and their reaction was priceless! They even participated in a juggling content with the students and signed autographs. Check out the Chicago Red Star's social post [here](#).



KAHLEAH COPPER

In November, we traveled to South Philadelphia with Gatorade and WNBA star, Kahleah Copper, to unveil brand-new basketball equipment and apparel to the young girls of Anderson Monarchs. Together, we donated items such as basketballs, uniforms, agility equipment and more. After the equipment was unveiled, Kahleah took time to join the young girls for shooting drills and helped them get acclimated with their new gear and equipment. Check out Kahleah's social post [here](#).



PAIGE BUECKERS

In December, Good Sports teamed up with Gatorade and UConn basketball star, Paige Bueckers, to unveil brand-new basketball equipment and apparel to the young girls of Hartford Hurricanes in Hartford, Connecticut. The donation included basketballs, uniforms, sneakers and more, and after the unveiling, Paige joined the young girls for drills and shooting! Check out Paige's social post [here](#).

HIGHLIGHT REEL

DICK'S SPORTING GOODS FOUNDATION

Good Sports partnered with DICK'S Sporting Goods Foundation to host three different Sports Matters Days in Atlanta, Chicago, and Houston. Each city hosted an event that served 10,000 children to introduce them to new sports, continue to improve with sports they already know, and meet well-known role models who gave them advice. Through these activations, we were able to donate over \$4.2 million in equipment to 95 different youth organizations.



RALPH C. WILSON, JR. FOUNDATION

The partnership between Ralph C. Wilson, Jr. Foundation and Good Sports continued to drive significant impact for children in Western New York and Southeast Michigan. Through the partnership, Good Sports delivered nearly half a million dollars in equipment, supported 19 different sports at 32 different youth organizations and served 13,000 children in need. The equipment donations allowed organizations to reach new participants and increased the average minutes of play per week by 60 minutes.

GENESIS MOTOR AMERICA

Good Sports was selected by Genesis Motor America to be one of three charitable recipients of the Genesis Invitational. This honor involved a mention of Good Sports during the broadcast of the tournament and a generous donation support our operations. This partnership allowed us to make equipment donations to children across the country to increase participation in a variety of youth sports.



PARTNER SPOTLIGHT



RALPH C. WILSON

Value of Equipment Donated: **\$499,189**

Number of Kids Impacted: **12,772**

Pieces of Equipment Donated: **21,453**



UNDER ARMOUR

Value of Equipment Donated: **\$652,595**

Number of Kids Impacted: **6,624**

Pieces of Equipment Donated: **23,266**



ATLANTA HAWKS

Value of Equipment Donated: **\$150,344**

Number of Kids Impacted: **3,242**

Pieces of Equipment Donated: **11,256**



THE DICK'S SPORTING GOODS FOUNDATION

Value of Equipment Donated: **\$4,406,132**

Number of Kids Impacted: **33,442**

Pieces of Equipment Donated: **286,297**

SPECIAL THANKS TO OUR 2022 FANS

\$50,000+

Atlanta Falcons Youth Foundation	DICK'S Sporting Goods	Malo Republic	Shield Sports
Atlanta United Foundation	DICK'S Sporting Goods Foundation	Molten USA	Tenacre Foundation
Augusta Sportswear	FOX Sports	New Balance Foundation	The Boston Foundation
Bauer Hockey LLC	Gatorade	New York Rangers	Under Armour
Bombas	Keurig Dr Pepper	NFL Foundation	Washington Football Team
Champion	Major League Baseball Urban Youth Fund	Nike	Wilson Sporting Goods\
Curry Brand		Ralph C. Wilson, Jr. Foundation	

\$20,000–\$49,999

Columbus Foundation	Gray Foundation	Quest Nutrition	Vladislav Solovyev
Columbus Youth Foundation	Himan Brown Charitable Trust	Sneakers with Soul (BD)	Yasso
Fight for Children	MedExpress	Spalding	Yawkey Foundation
Foot Locker Foundation	Miami Marlins Foundation	The Bill Belichick Foundation	
GEICO MA	Mike Balkin	Top Golf	

\$5,000–\$19,999

.ORG Impact Awards (Public Interest Registry (PIR))	Chicago Cubs	Harry Radenberg	Pat Quinn
A D Starr	Christine Ryan	Home Team Sports	Paul Bowen
Adidas	Cody Ford	Jack and Anna Sommers	Raytheon Technologies
Alexander Reese	Dan Life	Jeffrey and Mary Smith Foundation	Robert Howard
AMPAC	Drew Sawyer	Joe Dardeno	Sam Schaefer
Ariel Investments	Dwight and Kirsten Poler	Kelsey Russell	Tarkett Sports
Arthur M. Blank Family Foundation	Dynamo Charities (Houston Dynamo)	Martha Blue	The Oregon Community Foundation
Atlanta Hawks	Eion D'Anjou	Michael Flood and Shelli Breidenbach	William D Laurie Charitable Foundation
Bain Capital Children's Charity	Eugene F Fay Trust	Mr. & Mrs. Betty	Windy City Motorcycle
BlackRock	Faegre Drinker	Nathaniel and Elizabeth Stevens Foundation	WWE
Bruce Foundation	Greenberg Traurig	New Balance	

FOUNDER'S CIRCLE | Support of Good Sports for ten years or more

Amelia Peabody Foundation	Debra Tatro	Joanne Melikian-Cate and Earl Cate	Monique and Chris Porter
American Hockey League	Diane and Andy Brickley	Joe and Mary Rosen	Nancy Michael
Andrew and Kelly Laurence	Drew and Heidi Sawyer	Jonathan and Heather DiPaolo	NESN
Angela and Neil Hughes	Edward and Marion Tatro	Julian and Amy Chu	New Balance Foundation
Atlanta Falcons Youth Foundation	Eileen and John Sivoella	Karl and Diane Neuse	New England Patriots
Bain Capital Children's Charity	Emily Helm	Katharine Martin	New England Revolution
Bill and Susan Laurence	Fred and Joanne Martino	Katherine Potter	Peter and Amy Voorhees
Boston Bruins Foundation	Gary and Lynne Smith	Kent and Meghan Weldon	Peter and Catherine Lawler
Boston Celtics	Gatorade	Keurig Dr Pepper	Peter and Jana Dublin
Boston Red Sox	GEICO	Kevin and Elise Yen	Peter and Susan Stevens
Brian Woods	Geoffrey and Viva Hyatt	Kirsten and Doug Hano	Rachel and Michael Condelli
BSN Sports	Gregory and Kathy Sullivan	Lance and Lynel Harding	Richard and Judith Pugh
Carol Keswick	Jack and Anna Sommers	Laura and Scott King	Robert and Elizabeth Kirkpatrick
Catherine Childs	Jacqueline and Graig Fantuzzi	Lewis and Cary Collins	Shilpi and Ritesh Shah
Chicago Blackhawks	James and Karin Barrett	Lydia and Gary Kris	Steve & Jennifer Stone
Chicago Cubs	James Hammons Jr.	Marian Dunshee	Stuart and Dana Davies
Chicago White Sox	Jason Hinkle	Mann Shoffner & Samantha Allison	Terry and Carol Gregory
Chris and Rebecca York	Jeffrey & Lynn Heuer	Marc Leduc	Thomson Reuters
Cindy Bero and Shawn Farrell	Jennifer Nassour	Margaret Neuse	Wilbur and Catherine Swan
Dan and Darlene Murphy	Jessica Cramer	Matthew and Julie Fletcher	Wilson Sporting Goods
David and Ann Asadoorian	Jill and Nick Mavro	Michael and Beth Harrington	Worcester Air Conditioning Co., Inc
David and Tracy Pace	Jim and Kate Catudal	Michelle Teillon	Yawkey Foundation
Davin Lencz	Jim and Sara Taylor	Millie Park	

2022 FINANCIALS

REVENUE AND EXPENSES

REVENUE

Grants and Contributions	\$ 5,540,947
Contributed Goods and Services	\$ 3,954,859
Change in Inventory Reserve	\$ 150,036
Shipping and Handling Fees	\$ 140,076
Special Events	\$ 781,678
Interest Income	\$ 1,898
Total Revenue	\$ 10,569,494

EXPENSES

Program Services	\$ 14,774,147
General and Administrative	\$ 175,882
Fundraising	\$ 689,559
Total Operating Expenses	\$ 15,639,588
Total Non-Operating Expenses	\$ 398,738
Change in Net Assets	\$ (4,671,356)

STATEMENT OF NET ASSETS

ASSETS

Cash and Cash Equivalents	\$ 3,040,439
Contributions and Pledges Receivable	\$ 289,290
Accounts Receivable	\$ 2,066
Equipment Inventory	\$ 6,750,312
Prepaid Expenses	\$ 54,394
Other Assets	\$ 1,556,468
Total Assets	\$ 11,692,969

CURRENT LIABILITIES

Accounts Payable	\$ 86,394
Accrued Expenses	\$ 137,457
Total Liabilities	\$ 1,951,052

NET ASSETS

Net Assets without Donor Restrictions	\$ 1,809,169
Net Assets with Donor Restrictions	\$ 7,932,748
Total Net Assets	\$ 9,741,917
Total Liabilities and Net Assets	\$ 11,692,969

Fiscal Year Ending on December 31, 2022

GET INVOLVED

Together, we can drive equitable access in youth sports. You can empower the next generation of youth athletes and create a real change for communities across the United States.

THREE WAYS TO GET INVOLVED

VOLUNTEER

Volunteering in our warehouse is an excellent way to help get sports equipment into the hands of kids in need. Whether you're coming with some of your work colleagues or your family, there is always room for you in our dugout.

Visit <https://www.goodsports.org/volunteer/> to learn more.

PARTNER

Join our team of corporate, foundation and equipment partners to give more kids in need across the United States the chance to play.

Visit <https://www.goodsports.org/partner/> to see how you can get in the game.

CONNECT

Follow us on Twitter, Instagram and LinkedIn, and give us a like on Facebook, to stay up to date with our latest news, photos, and videos.



For more ways to get involved, email us at info@goodsports.org or call us at 617-471-1213.





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