

IMPACT REPORT Fiscal Year 2019



CREATING OPPORTUNITIES & BUILDING relationships

First in Our Class: Congrats, Eryn!

Eryn Rich (McDaniel College '19) is SquashWise's first college graduate! She is an inspiring role model for the younger students who follow in her footsteps at SquashWise.



From the beginning, it was evident that SquashWise wants their students to succeed & that they will do all that they can to be an influential part of that process.

- Eryn Rich

A member of our very first cohort, Eryn participated in SquashWise consistently from 7th grade through high school and college. She graduated from McDaniel College in May with a degree in Exercise Science, a field that interested her in large part because of her experience as a student-athlete at SquashWise. She is pursuing her career ambition to become an occupational therapist, and has landed her first job as a rehabilitation technician at an area hospital.

Looking back on her time at SquashWise, Eryn celebrated many accomplishments:

- Named SquashWise Student of the Year (2011).
- Won First Place in the Squash and Education Alliance (SEA) national essay competition (2013).
- Competed in 11 squash tournaments, including Howe Cup, the national women's team event.
- Interned at Teach for America's Delta Institute through SEA's college internship program (2018).

Eryn is the first of many SquashWise students who will walk across the stage to receive their college degrees. She has set the bar high for our future graduates, particularly two other students who have enrolled at McDaniel after her. Overall, 82% of SquashWise alumni have matriculated to college, in comparison to only 51% of their peers from Baltimore City Public Schools. Citywide, only 12% of Baltimore City high school graduates receive a two or four-year college degree (Baltimore's Promise). Students like Eryn and her peers in our college pipeline are changing the face of college graduation in Baltimore City.

Opening Doors, Making Connections

How many opportunities in your life have appeared through a personal connection?

When it comes to career development, the old adage that 'it's not what you know, but who you know' is now being bolstered by new research revealing the critical impact of developmental relationships on college access and professional advancement.

At SquashWise, the core of our program has always been about expanding access to opportunity and building relationships through squash: inviting young people to try a previously unknown sport, to become part of a team, and to develop lasting bonds with consistent, caring adult mentors in addition to their existing circles. Our students learn to navigate new spaces through travel matches and tournaments, college and workplace visits, and summer enrichment opportunities, and they make meaningful connections with others across lines of difference through a shared passion for sport.

When opportunity knocks, who will be standing at the door? Together with our peer programs in the Squash and Education Alliance, SquashWise is opening the world of squash to welcome the newest generation of players, who are using squash as a pathway to college and career success. Thank you for choosing to be part of our community!

ably Mortez

Sage Platt President & Board Chair

Abby Markoe Executive Director





The Relationship Gap & Our Relationship Map

"If diverging income levels remain the starkest drivers of unequal childhoods, then relationships are arguably becoming the best-hidden asset in the modern opportunity equation."¹

Research by The Search Institute on the "Relationship Gap" found that roughly 50% of job opportunities are secured through personal relationships, and social networks have become major assets in attaining educational and professional goals. Yet "too few young people experience a strong web of relationships" connected to college and career access, particularly in under-resourced communities.²

SquashWise is helping to close the Relationship Gap because sports—particularly squash—build meaningful relationships.

Ask anyone who has played squash, recreationally or competitively, and they all will share a story of how squash helped them meet a close friend, land a dream job, or enjoy a college experience with peers on a squash team.

Our Relationship Map of Baltimore

- SquashWise student neighborhoods
- Colleges, schools, & clubs with squash programs
- SquashWise at Meadow Mill Athletic Club
- KIPP: Baltimore, our Middle School Partner



Beyond Achievement Gaps, a 'Relationship Gap," the74million.org.
Developmental Relationships Framework. The Search Institute: search-institute.org.

Creating Opportunities

SquashWise students traveled extensively for academic and squash enrichment programs, leveraging over \$90,000 in scholarships!

ACADEMICS:

- Exeter Summer Program (Exeter, NH)
- Frostburg State University Regional Math/Science Center (Frostburg, MD)
- The Taft School Summer Scholars Program (Watertown, CT)
- University of Rochester Pre-College Program (Rochester, NY)
- Yleana Leadership Academy for SAT preparation (Colgate University, NY and Mt. Holyoke College, MA)

ENRICHMENT:

- Camp Dudley and Camp Kiniya (VT/NY)
- Outward Bound (Appalachian Trail, MD)
- Overland Camps (ME and Nova Scotia)
- SEA Citizenship Tour (East Coast)

SQUASH:

- Deerfield Academy Summer Training Squad with SEA (*Deerfield*, *MA*)
- Meadow Mill Athletic Club Squash Camps (Baltimore, MD)
- Millman Squash Experience (Chattanooga, TN)
- Princeton Squash Camp (Princeton, NJ)
- Stanford University Summer Training Squad with SEA (*Stanford, CA*)
- University of Virginia Summer Training Squad with SEA (*Charlottesville, VA*)
- Tournaments at Kenyon College (OH), Williams and Amherst Colleges (MA), and Yale University (CT)





SQUASHWISE PILLARS

Three Program Pillars frame our holistic approach to helping every student develop their full potential:

Education: Develop motivated, goal-oriented students who are on track to succeed in post-secondary college and/or career opportunities.

Squash & Fitness: Lead a thriving squash program with a good balance of hard work, competitiveness, and fun.

Support & Wellness: Create a second home and a second family for students, and support them in making positive decisions toward life goals.



EDUCATION

- 82% of our 8th graders qualified for high schools with entry requirements.
- 100% of our high school seniors graduated on time, moving on to college or the military.
- 19 SquashWise alumni received regular check-ins, scholarship support and visits from staff.
- 82% of our graduates to date have matriculated to college, in comparison to only 51% city-wide.

SQUASH & FITNESS

- 76% of students participated in at least 3 external squash matches, and 35% played in 10 or more!
- Students participated in 23 sanctioned tournaments hosted by U.S. Squash and/or the Squash + Education Alliance.
- 100% of summer camp participants improved in at least one fitness measure, and 79% improved in all three measures.
- The High Performance Team grew from 12 to 16 students, who submitted 108 entries in 22 tournaments.

SUPPORT & WELLNESS

SquashWise provides a safe and supportive environment with caring adults present to help with academic, social, and emotional challenges.

One student reflected,

If you are struggling, they can help you during hard times. Like if it's emotional, any of that, they have your back.

90 youth served: 46 middle school students, 25 high school students, and 19 alumni in college and career placements **45** weeks of programming, including Spring Break Camp and 5 weeks of Summer Camp 10 visits to colleges and universities

I must say that SquashWise is the best thing that has happened for us. You all have done so much for Brett and it is appreciated so much. You have opened doors and helped create a networking environment for him—which means so much more than he even realizes yet.

Ms. Wagner, mother of Brett,10th grade, St. Paul's School



Middle School GPA Comparison

SquashWise students outperformed their peers at KIPP in every quarter during the school year, averaging 4 points higher in core subjects. All Rookies and 77% of returning middle school students ended the year with a GPA over 80%. Among our rookies, 30% showed significant growth in GPA, gaining between 5-10 points by the end of the year.



Student Spotlights



MIDDLE SCHOOL: JAELIN

Jaelin joined SquashWise as a 7th Grader at KIPP, and his commitment to growing in every aspect of our program is truly inspiring. Most impressively, he is the only SquashWise student who has continued to maintain a 100% attendance average since his very first day! A resident of Greater Mondawmin, Jaelin worked very hard throughout his time in our middle school program to earn his space in the Ingenuity Program at Baltimore Polytechnic Institute, where he is now a freshman. In addition to attending SquashWise Summer Camp and the required summer classes at Poly, he also participated in a national squash training squad at University of Virginia (offered through the Squash + Education Alliance), and a squash camp with Omar Sobhy, a squash professional at Meadow Mill Athletic Club. These experiences prepared him to play in the Meadow Mill Bronze Tournament in August, where he finished Third Place in his division!

HIGH SCHOOL: NIJAH

Nijah joined SquashWise as a 7th grade student at KIPP. Since then, she has actively participated in many SquashWise opportunities, near and far. As a well rounded student, Nijah shows as much dedication on the squash courts as she does in the classroom. Her hard work and determination has allowed her to secure spots in some of our most rigorous academic summer programs including Yleana Leadership Program for SAT preparation, University of Rochester Pre-College Program, Hotchkiss Summer Portals Program, Regional Math and Science Center at Frostburg State University and Miss Porter's Summer Program. Nijah currently holds a cum laude GPA at Mercy High School where she is a senior. She has already been accepted to numerous universities and her future plans include becoming a dermatologist. She hopes to enroll in a college with a great STEM program.

Our Staff Team

SquashWise students learn and grow with guidance from our highly qualified and strongly dedicated team of coaches, educators, and non-profit professionals. Our impressive staff longevity (1-11 years) creates the foundation for long-term support and mutually transformative relationships.





Abby Markoe, B.A., M.A Co-Founder & Executive Director

Matt Skarzynski, B.A.



Matt Skarzynski, B.A. Program Director

Zach Bradley, B.A. Squash Director



Volunteer Spotlight

Shelley Fowler epitomizes the values of caring, support, and enthusiasm that are so essential in volunteer service. Our longest-standing volunteer, Shelley has served as a tutor and mentor for more than 5 years! Not only does she tutor consistently every week, but she never misses a chance to cheer on our students at their matches. She goes above and beyond in so many ways, including most recently when she hosted a dinner for one of our program graduates and his college friends as a way to check in during his first few weeks of college. Shelley is perhaps best known for the delicious snacks she brings to our sessions regularly! She enhances our team and family by building genuine and caring relationships with staff, students and their families.

Thank you, Shelley!



Alexis Bond, B.A., M.A.

Middle School

Academic Director

Colleen Knipp, B.S., M.S. Middle School Squash Coordinator



Strategic Priorities Manager

Katie Rouse, B.A.

Joyce Kasper, B.A., M.Ed. High School Academic Coordinator

Nicola Mohan, B.A. College & Career

Success Coordinator

WOULD YOU LIKE TO JOIN OUR NETWORK?

We are always looking for volunteer tutors, coaches, and mentors as well as career speakers and workplace shadow sites. Contact us to be a part of our community-building efforts!

Email volunteer@baltimoresquashwise.org.

Squash + Education Alliance: Member Review



SquashWise is a proud member of the Squash + Education Alliance, which provides resources and support to member programs serving more than 2,500 young people in 23. U.S. cities and five locations

Wise.

abroad. Students in SEA programs experience tournaments and summer camps with peers from cities as varied as Chicago, Boston, New York, San Diego, and Detroit. Staff members receive in-depth professional development through conferences, affinity groups, and an annual Leadership Summit for staff and Board members.

SquashWise recently completed its peer review from SEA. After a two-day site visit and program observation, SquashWise received an overall score of "Strong" (3.93 out of 5.0).

SEA conducts an annual student survey to gauge student satisfaction and impact. This year's results show how strongly students benefit from friendship, mentorship, and athletic participation at SquashWise.

STUDENT SATISFACTION SURVEY:

070/	
	0

of students report having caring adults who they can trust at SquashWise.

85% of students report having good friends at Squar

of students report being more physically fit because of their participation.



of students report that they have opportunities to lead & contribute to the program in positive ways.

of students report that coming to SquashWise has helped them feel good about themselves.

of students report that staff ask for & value their opinions about the program.

of students report that SquashWise has helped them become more comfortable interacting with different people.

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Financial Report

Revenues **\$937,597** raised:



33.6% \$314,675 from Foundations

29.5% \$274,492 from Individuals

13.6% \$127,236 from Board Members

10.5% \$98,872 from Corporations

10.1% \$95,000 from Government Grants

1.7% \$15,953 from In-Kind Donations

1.2% \$11,369 from Investment

Events:

raised during the 8th Annual Jack Laporte SquashWise Rally \$420,481 (May 2019)

raised during the SquashWise 10th Anniversary Celebration \$143,518 (October 2018)

\$757.893

FY19 expenses*

\$615,524 program expenses (81%)

\$108,771 management & adminstration expenses (14%)

- \$33,598 fundraising events (4%), including a one-time 10th anniversary party

*Unaudited financials. SquashWise's FY19 audit and Form 990 will be available in early 2020. Contact accounts@baltimoresquashwise.org or 443.682.7126



Our Supporters

JACK LAPORTE SQUASHWISE RALLY

The 8th annual SquashWise Rally, named in memory of founding Board member, Jack Laporte, was proudly presented by T. Rowe Price in May 2019. The event raised more than \$420,000 for SquashWise!

Presenting Sponsor T. Rowe Price

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Jervis Finney Memorial Fund

The Club Road Crew, \$80,850

Jim Meek, Leslie Meek, John Blair, Brendan Collins, Emmett McGee, Greg Kahlert, Bob Travers, Landon Royals,Porter Siems, Lissen Tutrone, Ron Tutrone

Hofflak, Squash Champions (A Division), \$46,322 Doug Hoffberger, Bill Krulak,

Teddie Arnold, Chris Feiss, Chris Haley, Keith Hinder, John Porter, Jared Spahn

Team Meadow Mill, \$25,660

Craig Medvecky, Brian Mackey, Ed Brown, Nancy Cushman, Albert Grosman, Paul Koprowski, Charlie Metz, Jeff Rogers

Ringe Ravens, **\$19,655** Jacob Himmelrich, Carey Fetting-Smith, Ari Abramson, John Avirett, Mark Fetting, Sam Himmelrich, Steve McGuire, JD Nelson

Women's Revolution, \$17,679 Abby Markoe, Beth Garner, MC Coghlan, Patrice Cromwell, Lizz Everts, Shelley Fowler, Linley Grosman, Christi Tezak, Pat Wong

SquashWise Army, Squash Champions (B Division) \$16,747 Bill White, Duke Murphy, Donal Doyle, Ted Keigler, Tommy Mathews, Robb Merritt, George Riggs, Sam Willman, Jack Woloszyn

Team STX, \$14,300

David Emala, Neil Brownawell, Dan Dent, Ned Emala, John Triscoli

Brown Advisory, \$5,250 Chris Berrier, Taylor Tutrone, David Chudy, Doug Borg

Jack Laporte Memorial Fund via the Jack Laporte SquashWise Rally

KS Dr. Kathirkamanathan Shanmuganathan Memorial Fund

d Crew, \$80,850 Stifel, \$4,875

Rich Repetto, Doug Forbes, Cotter Smith, Hillen Smith, Hugh Warns

MEMORIAL & HONORARY GIFTS

SquashWise is touched when friends and family choose to make a donation in memory of or in honor of a loved one.

Jack Laporte Memorial Fund

Donors to the Jack Laporte SquashWise Rally memorial event are noted throughout the "2018–2019 Supporters" list with the designation "JL."

Jervis Finney Memorial Fund

Donations made in memory of Jervis Finney are noted throughout the "2018–2019 Supporters" list with the designation "JF."

Dr. Kathirkamanathan Shanmuganathan Memorial Fund Donations made in memory of Dr. Shan are noted

throughout the "2018–2019 Supporters" list with the designation "KS."

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Mary Jean & Oliver Travers Foundation honored: Nancy Cushman

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In Celebration of his Bar Mitzvah: Isaac Mitchell

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\$20,000 and above

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