

2019 ANNUAL REPORT



LPF | LEVELING THE
PLAYING FIELD



A NOTE FROM THE DIRECTOR

Volunteers, Equipment Donors, Beneficiaries and general supporters,

Our sixth year of operation brought us so many amazing successes that deciding which ones to include in this year's report was a seriously difficult task. Of all this year's accomplishments, the biggest had to have been hitting the milestone of \$5M worth of equipment donated since our founding in 2013. This summer we surpassed that milestone when we helped Randallstown High School launch a girl's lacrosse program by providing \$5,000 worth of lacrosse equipment to their athletic department.

Additionally, we saw a continuation of our rapid growth in our Baltimore Chapter where we distributed almost \$750,000 worth of equipment to 143 programs in just our second year of operation. We were also thrilled to receive a brand new van and trailer from the Baltimore Ravens to assist with the rapid growth of our program. We can't wait to showcase our new Ravens-branded vehicle this Spring when we will be out at sporting events every weekend running collection drives.

Another bright spot this year was the launch of our new social enterprise operation, Gear 4 Good. As we have continued to grow over the past six years we have consistently searched for sustainable sources of revenue to maintain our capacity to handle this growth and continue providing resources to our communities. This year we launched an e-commerce operation to sell our surplus equipment and we are eager to see that part of the organization grow in 2020.

As we look forward to the year ahead, we are anxious to execute our lofty goals we have set for year seven. We will be working incredibly hard throughout the year to develop new community partnerships aimed at expanding our impact on students in need as we continue to work towards a world where every child has the ability to participate in youth sports no matter what their economic situation is. We get to hear every day from our partners about what our equipment has meant for their participation rates, but we know that there is a ton more work to do.

Until next year!

MAX LEVITT

Executive Director - Leveling the Playing Field, Inc.

2019 BY THE NUMBERS



\$1,591,833 COLLECTED

Over \$1.5M worth of sporting equipment was generously donated to Leveling the Playing Field



\$1,295,876 DISTRIBUTED

Over \$1.25M worth of sporting equipment was distributed to various schools, leagues, and programs in need



328 PROGRAMS IMPACTED

328 programs were able to access our sporting equipment resources



136 NEW PROGRAMS

136 new programs successfully went through the application process and received their first equipment donations this year



750+ VOLUNTEERS

Over 750 volunteers spent time sorting equipment in our warehouse and helping collect equipment throughout the community

IMPACT SNAPSHOT



80%

of programs reported an increase in student participation as a result of our donations

10

States that had programs receive donations from us in 2019!

8

Countries that received donations from us in 2019!

LPF TESTIMONIALS

Here is what our beneficiaries are saying about our impact:



LPF's donation to our program has afforded our program to utilize funds to not only help our youth in sports but also in education and life skills. LPF has done a great community service in helping provide our coaches and mentors with necessary tools to give our youth the best opportunity to learn valuable life skills. The donation has allowed us to allocate funds to different areas such as tutoring, safety equipment, uniforms and training (coaching/mentoring)."

-Jarreau Netwon, Grind Hard ENRICHMENT Program



"LPF has been very vital in On Deck's mission to level the playing field (no pun intended) for PG county residents. They will now have a place to practice and play in the batting cages thanks to LPF providing baseballs, softballs, bats and gloves. Hitting tees can be very expensive at times and being able to go to LPF to get hitting tees for kids to practice is huge for us."

-Andre Hockaday, On Deck DC



"LPF's generous donation of baseball equipment enabled CEBF to reach impact 100s of youth in communities in need throughout the Caribbean region, from a Jamaican kid receiving a baseball for the first time to a Puerto Rican kid receiving a much-needed replacement for a worn-out glove."

-Tommy Goodman, Caribbean Educational and Baseball Foundation (CEBF)



"Mr. Jose Ramon, president of the women's softball league in San Pedro de Macoris, Dominican Republic, told us: 'We were about to close the league and thanks to this donation, we can continue playing,' thank you very much for your generosity. Mr. Pozo, from the Consuelo youth sports league, confessed to us that: 'If it had not been for this valuable donation, our young people would not have everything they need today to practice their favorite sport, baseball.'"

-Rhadies Avila, Fundacion Los Ninos de Maria, Inc.

LPF GREATER WASHINGTON GRANTEES

LPF donated sporting equipment to the following programs in 2019:

- 100 Black Men of Prince George's County, Inc.
- 4-H, Washington DCA.
- Mario Loiederman Middle School
- Anacostia AMP Outreach
- Empowerment Center
- Angels Baseball
- Argyle Middle School
- Arlington Partnership for Affordable Housing
- Athletes Without Borders
- Backyard Fun Sports
- Baltimore Collegiate School for Boys
- Baltimore Stallions Academics and - Sports Program
- Baseball Escolar
- BASIS
- Washington DCBDK INTER
- Beacon Heights Elementary School
- Beacon House
- Benin Investment Soccer Academy
- Beyond The Basics Basketball
- Blair JV Lacrosse
- Boys & Girls Clubs of Greater Washington
- Boys Town Washington D.C.
- Brookhaven Elementary School
- Calvary Pentecostal Ministries
- Capital City Public Charter School
- Capitol Heights ES
- Cardozo Education Campus
- Caribbean Educational and Baseball Foundation (CEBF)
- Carlin Springs Elementary School
- Center City Brightwood PCS
- Center City PCS-Petworth
- Central High School
- Cesar Chavez Charter School
- Charles Hart Middle School
- CHI Centers, Inc.
- Chrisma Charities
- Clinton Boys and Girls Club
- Cora L. Rice Elementary School
- Damascus High School Adapted - Physical Education and Physical Education
- DC International School
- DC Knights Youth Sports
- DC Police Foundation
- DC Scores
- District Reign Football Club
- DMV Heat
- Don Bosco Cristo Rey High School
- Dreams for Kids
- Dunbar High School
- Fairfax County NCS
- Family Services, Inc.
- Field of Dreams
- First Baptist Church of Clarendon, VA
- Four Seam Sports, Inc.
- Friendship Collegiate Academy
- Friends of Emery Heights
- Friends of Ridge Road Baseball
- Fundacion Los Ninos de Maria, Inc
- Futbol Amatense
- G. James Gholson Middle School
- Gaithersburg Middle School Physical Education
- GameOn!Fitness

LPF GREATER WASHINGTON GRANTEES

(continued)

- Gladiators Youth Sports Org.
- Glenallan Elementary School
- Glen Haven Elementary School
- Global Impact Sport Inc.
- Golf. My Future. My Game.
- Greentree Adolescent Program
- GT4E Sports Inc
- Haiti Partners
- Harmony Hills ES
- Haven Universe, Inc.
- Higher Achievement
- Highland Park Christian Academy
- High Point HS
- Hockey is for Everybody
- Holy Trinity Catholic Church
- Hyattsville Hawks
- Idea Public Charter School
- Identity Youth
- Imagine Lincoln Public Charter School
- Impact Silver Spring
- Inner City Excellence
- Inspired Teaching Demonstration - Public Charter School
- International High School at Langley Park
- Jo Ann Leleck at Broad Acres
- John F. Kennedy High School
- Kemp Mill Elementary School
- Kingdom Kare
- KIPP DC Honor Academy Baseball Program
- Langley Education Campus
- Langley Elementary School
- Laurel Ice Dogs
- Laurel Little League
- LAYC - Hyattsville
- Lead4Life, Inc.
- Lead Camp
- Leo Bernstein Jewish Academy of Fine Arts
- Life and Change Experienced thru Sports (L.A.C.E.S.)
- Life Connection Mission
- Ludlow Taylor ES
- Luke C Moore Senior Alternative - High School
- Lynchburg Youth Hockey Association
- MacDonald Knolls Early Childhood Learning Center
- Madison Hockey League
- Maine Amateur Hockey Association
- Mamie Johnson Little League
- Maryland Raiders
- Mel's Rink
- Mercy Center Foundation USA
- Metropolitan Police Department
- Mitchell Marlins
- MKA USA /AMYA
- Montgomery Village Middle School - Adapted Physical Education Class
- Montgomery Youth Hockey Association
- Mother of God School
- JC Nalle Community School
- Neelsville Middle School
- New Community For Children
- NOVA Family Enrichment Program, Inc
- Old mill youth athletics
- Omaha Burke Lacrosse Club

LPF GREATER WASHINGTON GRANTEES

(continued)

- On Deck DC
- Papa's Land Family Educational Advancements International Foundation Inc.
- Papadia United Soccer Roots USA
- Petros Zoe Initiative
- PUSH
- Reunion Sportive d'Haiti, Inc.
- Richmond Generals Hockey U
- Robert E. Lee High School
- Robert R. Gray
- Rockville Baseball Association
- Satchel Paige Little League
- Scotland Storm Community Development Inc.
- Seaton Elementary
- Sela Public Charter School
- Solyd Foundations Inc.
- South Lake Elementary School
- So What Else
- Special Olympics, MD
- Special Olympics, VA
- Springbrook High School
- St. Mary's Ryken High School St. - Mary's School in Landover Hills
- Stk Sports Academy
- Stuart Hobson Middle School
- Super Delegate F.C
- SWW @ Francis Stevens Education Campus
- Takoma Education Campus
- The Avenue Bears
- The BELL Foundation
- The Chelsea School
- The Fathers Heart Ministry
- The Foundation Schools
- The Latin American Youth Center
- The National Center for Children and Families
- Thurgood Marshall Academy Public Charter High School
- Triumphant Leaders Youth Mentoring Program
- Tucker Road Ice Arena
- Twinbrook ES
- U.N.I.T.Y. Youth Development
- USA Hockey
- Virginia Refugee Student Achievement Project
- Walker Mill Middle School
- Ward Eight Little League
- Washington DC Youth Rugby
- Washington Grove Elementary School
- Washington Wheelers Blind Hockey
- Weller Road ES
- Westport Patriots
- Wheaton Woods ES
- Whetstone Elementary School
- William B Gibbs E.S.
- Winners Lacrosse
- Wolves Lacrosse Club Inc.
- Woodrow Wilson High School
- Yellow Breeches Educational Center
- YMCA Capital View Youth Development Center
- YMCA Fairfax County Reston
- Young Mothers Inc
- Youth Organizations United to Rise

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LPF BALTIMORE GRANTEES

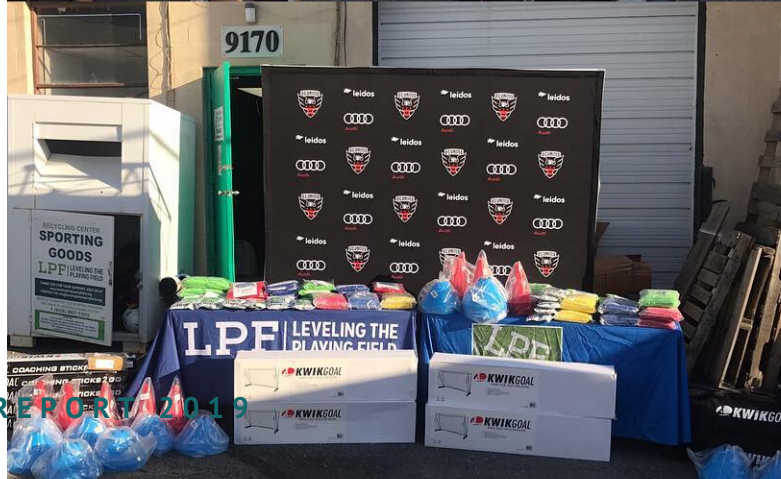
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OUT OF STATE/INTERNATIONAL GRANTEEES

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LPF DONATES \$5M OF EQUIPMENT!



\$5M OF EQUIPMENT: BY THE NUMBERS

7,369 Baseball Bats
5,166 Tennis Rackets
2,584 Hockey Sticks
5,956 Baseball Gloves
3,801 Lacrosse Sticks



900+ Programs
450+ Schools
450+ Youth Programs
100,000+ Kids



12,547 Cones
4,805 Pinnies
2,850 Whistles
903 Jump Ropes
2,431 Playground Balls



6,100 Basketballs
10,382 Soccer Balls
15,675 Baseballs
10,304 Tennis Balls
5,947 Softballs
11,768 Golf Balls



137,673 Balls

13,468 Cleats

15,546 Gloves

20,830 Jerseys

5,272 Pads

6,228 Helmets

LPF COLLECTION DRIVES

LPF received sporting equipment from the following programs in 2019:

- FINRA
- 1800 GOT JUNK
- Mclean School or Maryland
- Salamanaca Warriors
- Thomas W Pyle Middle School
- Casual Adventure Outfitters
- Gaithersburg Parks & Rec
- Kettler Ice Arena
- IDEA Public Charter School
- Skatequest Reston
- MedStar IcePlex
- Headfirst Sports Camps
- Sidwell Friends School
- Town of Chevy Chase
- BCC Baseball
- Mclean Youth Volleyball
- The St. James
- Maryland Soccerplex
- Tennis Topia
- Stone Ridge School
- Upper Loudoun Youth Football League
- Leadership Greater Washington
- Clarksburg Baseball
- Laurel Ice Garden
- BCC Baseball
- Carroll Manor Baseball
- Washington Capitals
- Risa Fund
- Northwest Washington Little League

LPF VOLUNTEER DRIVES

The following LPF volunteers ran equipment drives in 2019:

- Jen Sarber
- Marisa Foley
- Meltem Kodaman
- Robin Wisch
- Lisa Martin
- Liam Reardon
- Donna Nelson-Schneider
- Max Gerber
- Finn Rezendez
- Michael O'Reilly
- Marnie Fagan
- Jake Lynn
- Jeff Goodman
- Tracy Scarrow
- Shahak Nagiel
- Jack Schmelzer
- Abby Koeppel
- Samantha Foti
- Heather Tinsley

BALTIMORE RAVENS FUELS LPF!



This year the Baltimore Ravens continued to invest in our mission to ensure all students in Baltimore have access to free sports equipment. They purchased for us a brand new van and trailer which they branded from head to toe! Throughout the year our new vehicle visited numerous collection drives, community events and equipment distributions spreading our mission and impact far and wide.

JP MORGAN CHASE BUILDS NEW BINS!



In partnership with Break a Difference we hosted JPMorgan Chase employees at our warehouse where they were generous enough to purchase building materials and build us new bins. Our new bins have greatly increased our efficiency and storage space in the warehouse! They also built us a brand new golf club rack to organize and store our golf clubs. This year we had over two dozen corporate volunteers groups help out in our warehouses! Without the support of our local business community through volunteering, collection drives and office fundraisers we would not be able to make the impact we have been able to make thus far!

VOLUNTEERS



Without our supportive volunteers we would not be able to keep our warehouse organized and our equipment properly inventoried. We are so lucky to be a part of such a supportive and civic minded community!

LPF GREATER WASHINGTON SUPPORTERS

\$20,000 & UP

Aaron and Lillie Straus Foundation
Abell Foundation
Baltimore Ravens Foundation
Baltimore Child and Youth Fund
Goldseker Foundation
Henry and Ruth Blaustein Rosenberg Foundation
Kids Connect Network
The Bender Foundation
Montgomery County Recreation

\$10,000 & UP

Caftiz Foundation
Clark-Winchcole Foundation
T Rowe Price

\$1,000 & UP

Tee off for Tots
Good People Fund
Gruss Hirsch Family Fund
Schrayner Schwaber Family Fund
Annie E. Casey Foundation
CohnReznick Foundation
Scarrow Charitable Fund

\$500 & UP

Eagle Hill Consulting
Ourisman Automotive
Judy Family Foundation

LPF STAFF & BOARD

MAX LEVITT

Executive Director

KAITLIN BRENNAN

Program Director
LPF Baltimore

DWAINE BROWN

Program Director
LPF-Greater Washington

VIVIAN TANG

Program Director
Gear 4 Good

JEFF PETERS

MD Dept. of Education
TRACY SCARROW
Attorney, Federal Gov.
EVAN WAGHELSTEIN

Monumental Sports & Entertainment

CHUCK SHUTTLES

Comscore

MELISSA REITKOPP

Compass Recruiting
NATALIE RANDOLPH
Sidwell Friends
DAVID BORGIDA

Retired, VOA

BRENT GURNEY

WilmerHale

MATTHEW MENASHES

National Genealogical Society
DAVID SEABROOK
Management Center
SEAN PFLUGNER

Department of VA

DAN CRISWELL

China TV

LPF FINANCIALS

Profit & Loss Statement

REVENUE	2019
Individual Contributions	\$56,663
Corporate Contributions	\$23,273
Private Foundation Contributions	\$226,026
Government Grants	\$90,459
Earned Income	\$62,766
Events	8031.34
Misc	\$8
GROSS PROFIT	\$467,226

EXPENSE	2019
Salaries & Taxes	\$278,046
Facilities & Equipment	\$89,766
Contract Services	\$29,427
Supplies	16242.71
Telecommunications	\$947
Technology	\$10,339
Printing & Copying	\$3,437
Travel & Meetings	\$13,317
Insurance	\$15,632
Advertising/Marketing	\$2,735
Software	976.60
Postage & Mailing	\$101
Misc.	\$2,206
OPERATING EXPENSES	\$463,172

NET ORDINARY INCOME	2018
Total Revenue	\$467,226
Total Expense	\$463,172
NET INCOME	\$4,054