

# We need **YOU** to help grow **BUDDY UP TENNIS** nationwide

One of the goals of Buddy Up Tennis is to grow our program nationwide so that we may have the greatest possible impact on as many individuals with Down syndrome. To achieve this, we need volunteers — we call them Area Coordinators — who will invest their time to launch and operate Buddy Up Tennis locations throughout the year. Although we encourage each location to conduct fundraising activities and have an annual gala to help fund their location, Buddy Up Tennis is a non-profit, Section 501(c)(3) charitable organization that funds and supports all of our locations.

## Here is how you start a Buddy Up Tennis location:

# 1

**Identify Two Location Leaders:** Find two Area Coordinators willing to devote about 10 or so hours each week to “take the ball and run with it”! One coordinates the individuals with Down syndrome — we call them our Athletes — and the other coordinates the volunteers who are paired with the Athletes — we call them our Buddies. Area Coordinators also serves as the liaison with Buddy Up Tennis for communicating the progress of the location and requesting any necessary support.

# 2

**Contact Buddy Up Tennis:** Contact Buddy Up Tennis/Beth Gibson at 614-579-8808 or [beth@buddyuptennis.com](mailto:beth@buddyuptennis.com) and let us know you have completed Step 1. We will be thrilled to hear from you and help you every step of the way.

# 3

**Learn/Observe:** Visit a Saturday morning clinic at our premier location – where everything started! Area Coordinators attend a clinic at our Columbus, Ohio location to learn and observe how much development occurs and how much fun we have at each Buddy Up Tennis clinic. You will also get to meet with the Columbus Coordinator and the families of our Buddies and Athletes to learn more about our program and ask as many questions as you like.

# 4

**Identify Location:** Choose a tennis club within your community that will host the clinics. The tennis club should support United States Tennis Association (USTA) 10 and under programming. Secure court time and negotiate rates for Saturday mornings. We have found most tennis clubs are more than willing to host Buddy Up Tennis as, among other things, we have the support of the USTA as one of the premier adaptive tennis programs in the country.

# 5

**Community Partnership:** Partner with the local Down syndrome organization to help with recruiting Athletes for your first clinic and beyond — a strong local Down syndrome organization is a key contributor to the success of a Buddy Up Tennis location. Seek support and utilize local resources from the community to gain exposure and financial support in addition to what Buddy Up Tennis provides. Spread the word via social media, newspapers, flyers, and more to recruit support from the community and, most importantly, to recruit Athletes, Buddies, and, what we call, Charitable Donor Fans.

# 6

**Your First Clinic!** Choose a kick-off date and hold your first of many clinics and let the fun begin! The Buddy Up Tennis team will travel to and attend your first clinic to train your Buddies and Coaches and to make your first clinic a success. Schedule clinics on a regular basis and throughout the entire year with breaks over holidays and peak vacation times. Buddy Up Tennis will be there to support you every step of the way.

If you are looking to make a difference in the Down syndrome community, Buddy Up Tennis is growing quickly! We have locations in four states and seven cities and we would love to have you part of our team. Please contact Beth Gibson at 614-579-8808 or [beth@buddyuptennis.com](mailto:beth@buddyuptennis.com) to have a positive impact on the lives of individuals with Down syndrome. We would love to have you join our team to help us achieve our goal of growing nationwide!

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## The Partnership

All Buddy Up Tennis locations are fully funded, supported, and operated as part of Buddy Up Tennis, Inc., a non-profit Section 501(c)(3) charitable organization. That said, we need two Area Coordinators for each location to partner with Buddy Up Tennis to make each location a success. Buddy Up Tennis provides its Area Coordinators with:

- An on-going partnership from launching your location to building and maintaining successful clinics.
- A program curriculum designed specifically for individuals with Down syndrome that has a proven track record for success.
- Marketing materials such as brochures, flyers, and more will be printed for your location.
- Clinic equipment and supplies including team shirts, racquets, tennis balls and fitness equipment.
- Guidance in how to secure third-party tax deductible charitable contributions.

## Start-Up Expenses

- Vary by location, but range from \$2,500 - \$5,000. Buddy Up Tennis will help support these expenses, but we need our Area Coordinators to fundraise and solicit tax deductible charitable contributions from area organizations to help fund these expenses.
- Start-up expenses include:
  - Marketing materials, tennis racquets and balls, fitness equipment and out-of-pocket costs for Buddy Up Tennis team support and consultation.
  - Travel expenses will vary based on logistics of new location. The Buddy Up Tennis team consists of 4-6 members who lead Buddy and Coach training and the kick-off clinic.

## On-Going Expenses

- Tennis Clubs charge for tennis court rental and tennis profession fees for each clinic.
- Additional equipment, marketing materials, liability insurance, and administrative expenses are needed to support and grow program.

## Revenue

- Most of our locations charge each Athlete a fee of \$15 per clinic or a discounted rate for multiple clinics.
- Buddy Scholarships can be made available for Athletes that cannot afford clinics. Scholarships are funded through local Down syndrome Association, fundraisers, grants or corporate partnerships that are secured by Area Coordinators.
- Area Coordinators conduct various fundraising activities throughout the year.

