

## FULL ENROLLMENT QUESTIONS START ON PAGE 5

### **Summary of 2021 NJTL Enrollment Survey Changes**

#### **General Information (Q2 - Q11)**

\*Q3 - Inquires who is completing the enrollment questionnaire.

\*Q11 - Inquires whether your organization or an individual within your organization has registered programs in Serve Tennis, the new USTA registration and digital tennis tool system.

#### **Contact Information (Q12)**

\*Q12 - The addition of a Contact Information Template allows organizations to include members of staff and volunteers to be included on all USTA communications including newsletters, email blasts, webinar invites, and more. Download the excel file, add your contacts, save the file with your organization name, and upload the completed form into the survey.

File Name Save as - Contacts\_**YourOrganizationName**

#### **Marketing/Strategic Partnerships (Q30 - Q36)**

\*Q32 - Additional answer options have been included in this question.

\*Q33 - Requests organization usernames/handles for Facebook, Instagram, and Twitter.

\*Q34 - Did your organization have a formal relationship with any of the following.

-A formal relationship is defined as an executed Memorandum of Agreement (MOA), Memorandum of Understanding (MOU), or other written agreement or contract.

-Education institutions (School District/School) (College/University) now broken out as separate options.

\*Q36 - If your organization is part of another/ parent organization, this question asks for the said entity to be identified.

#### **Financial (Q37 - Q55)**

\*Q38 - If yes is selected to Q37 regarding an external CPA audit, Financial review, or Financial Compilation, this question requests the last year of completion.

\*Q39 & Q40 - Updated cash and investment balances as of your organization's most recently available statement. Data submitted from your COVID 2 survey (July-Aug) is included if applicable.

\*Q41 - Inquires about the type of investments your organization had in 2020.

\*Q42-46 - Inquires about changes to your organization's investment portfolio since August, the ability to access investments, intent to use them in the next 3-6 months, and if so then approximately how much would be used.

\*Q47-48 - Inquires about total outstanding debts and associated interest rates.

\*Q51 - Asks you to consider your organization's current financial situation including current cash balance, investments, changes to expenses, and anticipated expenses and revenue. If no other revenue came in how long could you sustain your organization - with a range of months as response options.

### **Staff & Volunteers (Q56 - Q64)**

\*Q58 - Q60 - Safe Play related questions and requests for the upload of a template listing the "Safe Play Approved" through date. If you answer "not yet, in progress" your NJTL enrollment will be pending and your organization will be ineligible for funding and other USTA Foundation provided resources until completion. In progress will also prompt you to report how many are in progress.

Download the excel file, add the names of adults, save the file with your organization name, and upload the completed form into the survey.

File Name Save as - SafePlay\_YourOrganizationName

As a reminder, this process requires 1) SafeSport Training; 2) acknowledgment of the Safe Play policies, and 3) background screening.

You may search for an individual's Safe Play Approved status here:

<https://www.usta.com/en/home/safe-play/search-for-a-tennis-provider.html>

### **Tennis Programming (Q65 - Q82)**

\*Q65 - Where did your organization provide tennis & education programming. Please enter the amount for each type of location listed.

\*Q66 - If "school" is indicated in Q65, you will be prompted to complete an excel template and include school name, school district, and respective zip code(s). Download the excel file, add school information, save the file with your organization name, and upload the completed form into the survey.

File Name Save as - Schools\_**YourOrganizationName**

\*Q69 - Inquires about the "dosage" of your tennis programming, please select the answer that best describes the tennis portion of your program.

\*Q76 - Requests % demographic breakdown for your organization's coaches NOT #.

\*Q77 - Requests % gender breakdown for your organization's coaches.

\*Q79-80 - Inquires about the number of coaches certified and then asks to classify into the following categories:

PTA certified with current membership  
PTA certified with lapsed membership  
PTR certified with current membership  
PTR certified with lapsed membership  
Other certifications

### **Education Programming (Q83 - Q86)**

\*Q83 Type of Education programming, provided directly or indirectly by your organization.

-College preparation programming is replaced with College ID & Placement

-Career Preparation Programming is replaced with Career Readiness Skills

-ACT/SAT Prep has been added

\*Q86 - Inquires about the "dosage" of your educational programming, please select the answer that best describes the education portion of your program.

### **Participant Demographics (Q87 - Q95)**

\*Q89-90 - Requests for a break out of the reported unduplicated number of participants into 7 possible categories for the calendar year 2020 and 2019. Please approximate to the best of your ability.

\*Q92 - Requests % gender breakdown for your organization's youth participants.

### **Outcomes (Q96 - Q104)**

\*Q99 - Requests the type of academic achievement data in 2020 and includes several new selections in addition to the old "report card" option, including math and reading assessments.

\*Q100 & 101 - If yes is answered to math and/or reading assessments, you will be prompted to answer what percentage are at grade level and below grade level.

### **Additional Questions (Q 105 - Q110)**

\*Q105 - Requests a description of the current status of your program - In-person, Virtual, Hybrid, Completely Suspended.

\*Q106 - Requests to rank order in importance a number of services that may be provided or subsidized by the USTA Foundation.

\*Q107 - Requests to select top up to 5 webinar training topics that would be most beneficial to your organization out of 10 options.

\*Q108 - Inquires if your organization has a desire to grow the number of participants you serve on an annual basis.

\*Q109 - Requests a brief explanation about how your organization would accomplish growing the number of youths it serves and retains annually. Please include the resources (staff, financial, other), strategies, tools needed and/or utilized in your organization's pursuit of growth.

\*Q110 - Requests if there is any interest in hosting a Teaching Essentials 1 workshop in 2021, free of charge, at your facility.

## Introduction

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TO DOWNLOAD A PDF OF QUESTIONS, INCLUDING A SUMMARY OF CHANGES FOR 2021, [CLICK HERE](#).

To view the Star-Levels Memo sent out to the NJTL network on November 23, 2020, click [HERE](#).

Thank you for completing the USTA Foundation Incorporated's (USTAF) NJTL Enrollment questionnaire. It is due on or before January 27, 2021 by Midnight Eastern Time. Your organization's prior year's (2020) data ONLY is required. With the temporary suspension of Star-levels for 2021, the purpose of continuing to collect enrollment information without a Star Level calculation is to provide the USTA Foundation pertinent information relating to your organization, as well as confirm compliance with its requirements. This data will assist USTA Foundation with the development of strategies on how to best support the NJTL Network. Data from your responses will also be used to create data infographics and Individual Chapter Profiles, similar to those provided to the NJTL network in 2020, and may be shared from time to time with USTA Foundation-determined third parties for reporting and strategy purposes.

Currently, any USTA Foundation NJTL recognized organization 1 star or higher has an executed Charter Agreement. This Agreement outlines the expectations and requirements for being a chartered NJTL chapter. When the temporary suspension of Star Levels calculations is lifted, NJTL organizations without charters who achieve 1 Star Level or higher will be required to complete the Charter Agreement.

Please complete your enrollment using data from the NJTL portion of your work ONLY. Answer each question as accurately as possible.

**Your answers are automatically saved up until the last survey page you completed. You can leave and revisit the survey at any point in time using the same link.**

For technical assistance with completing your NJTL Enrollment, please email: [njtl@usta.com](mailto:njtl@usta.com)

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## NOTICE:

If you are a returning chapter, please note we have included the data reported last enrollment cycle on activities your organization completed in 2019. We kindly request your review of this data and update it to reflect activities completed in 2020.

**USTAF understands that 2020 was an unprecedented year and the data reflected in 2020 may not reflect the total impact of your programming ability or capability.**

## Eligibility Quiz

*Q1.*

To meet the minimum qualifications to be considered a NJTL, each of the following must be applicable (select all that apply to your organization):

- Be open to the public
- Provide programming for all genders
- Do not discriminate (based on race, gender, ethnicity, religion, disability, sexual orientation, etc.)
- Provide no-cost or low-cost tennis and education programming for youth who do not have the ability to pay
- Impact a predominantly under-resourced population

## General Information

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In the following set of questions, if previous data is displayed, please review and update only if needed. (e.g. Organization Name)

*Q2. Organization Name: \${e://Field/Organization%20Name}*

Q3. Please indicate who is completing this questionnaire.

- Executive Director
- Program Director
- Development Director
- Board Member/Volunteer
- Tennis Director
- Other- please specify

Q4. Organization Website Address: \${e://Field/Organization%20Website%20Address}

Q5. Currently, does your organization have an active USTA Organizational membership?

- No
- Yes

Q6. USTA Organization Member Number: \${e://Field/USTA%20Organization%20Member%20Number}

Q7. Select the incorporation category that is appropriate for your organization:

- 501(c)(3) or a fiscal agent with 501 (c)(3) status
- 501(c)(4)
- 501(c)(6)
- Incorporated as a government entity
- Incorporated as a C Corp. with non-profit status or Limited Liability (LLC) or as a Sub-Chapter; or have a fiscal agent
- My organization is not incorporated.
- My organization has a permit to operate as a youth-service provider in the local community in which we operate
- Other

**Q8. Does your organization submit a Form 990 or 990-EZ annually to the IRS?**

- No
- Yes

**Q9. Did your organization have general liability insurance in 2020?**

- No
- Yes, through the USTA offered insurance program
- Yes, through a different organization

**Q10. Did your organization have Directors and Officers Insurance in 2020?**

- No
- Yes

**Q11.**

Did your organization or an individual within your organization register programs in Serve Tennis, the new USTA registration and digital tennis tool system?

(Please note, Serve Tennis replaces the former Program Management Center within NetGeneration.com. To learn more, click [here.](#))

- No
- Yes

## **Contact Information**

**Q12.**

**Using the provided template, please upload a list of your organization's NJTL contacts. These contacts will be included on all USTAF communications including newsletters, email blasts, webinar invites, and more.**

## USE THIS TEMPLATE

### Physical Address

Q13. Does your **Physical Street Address** need to be updated? (See below for current, if applicable)

\${e://Field/Physical%20Street%20Address}

\${e://Field/City(P)}

\${e://Field/State(P)}

\${e://Field/Zip%20Code(P)}

No

Yes

Q14. **Physical Street Address** (Please do not provide a P.O. Box):

Q15. City:

Q16. U.S. State/Territory:

Q17. Zip Code:

**Mailing Address**

**Q18.** Is your organization's mailing address the same as the physical address?

- No
- Yes

**Q19.** Does your Mailing Address need to be updated? (See below for current, if applicable)

\${e://Field/Mailing%20Address%3A}

\${e://Field/City(M)}

\${e://Field/State(M)}

\${e://Field/Zip%20Code(M)}

- No
- Yes

**Q20.** Mailing Street Address:

**Q21.** City:

**Q22.** State:

**Q23.** Zip Code:

**Board of Directors****Q24.**

How many members of the Board of Directors did your organization have in 2020?

In your 2019 data, you reported (if applicable): \${e://Field/Board%20of%20Directors}

**Q25.**

Did your organization have any of the following in 2020 (select all that apply):

- Advisory Board
- Junior Associate Board
- Young Professionals Committee
- None of the above

**Q26.** Was your Board of Directors involved in any of the following in 2020 (select all that apply):

- Strategic planning
- Fundraising
- Financial planning
- Marketing
- Other

**Q27.** Did your organization have any of the following standing committees (meets regularly, maintains minutes, and listed in organization's bylaws) in 2020 (select all that apply):

- Executive
- Fundraising
- Finance
- Programming

- Governance
- Nominating
- Marketing
- None of the above

**Q28.** Did your organization's Board of Directors conduct at least one written performance review of the Executive Director in 2020?

- No
- Yes

**Q29.**

Did your Board of Directors have at least one member from the community your organization impacts/serves represented on it in 2020?

- No
- Yes

## Marketing/Strategic Partnerships

**Q30.** Did your organization have and execute a marketing plan in 2020? (An official, board or marketing committee reviewed document that outlines the public relations & marketing efforts of the organization)

- No
- Yes

**Q31.** Did your organization use the most current USTA Foundation logo/wordmark in any of your organization's marketing materials? Select all that apply:

- Did not use
- Printed Marketing Materials
- Organization website home page

- Organization website (Sponsor or other page)
- Other

**Q32.**

Did your organization use any of the following marketing and communications tools in 2020 (select all that apply):

- Social Media
- Current Website
- Email Newsletter
- SMS/Text Messaging to Participants
- SMS/Text Messaging to Donors
- An Organization App
- Customer Relationship Management (CRM) platform
- None of the above

**Q33.** For the following social media platforms, if applicable, what are your organization's usernames/handles?

Facebook

Username/Handle

Instagram

Twitter

**Q34.** Did your organization have a formal relationship with any of the following in 2020 (select all that apply):

**Formal relationship:** Use of Memorandum of Agreement (MOA), Memorandum of Understanding (MOU), or other written agreement or contract.

- School District/School
- College/University
- Community partners (other non-profits, law enforcement, business community, etc.)
- Military

- Parks and Recreation
- City/Municipal/Town Government (other than Parks & Recreation)
- Health/Wellness Institutions
- None of the above

**Q35.**

Was your NJTL organization part of another/parent organization (Parks & Recreation, Boys & Girls Club, YMCA, fiscal agent, other non-profit, etc.) in 2020?

- No
- Yes

**Q36. If so, which Parent Organization?**

- Parks & Recreation
- Boys & Girls Club
- YMCA
- Fiscal Agent
- Other

## Financial

**Q37. Which of the following best describes your organization's financial reporting?**

- An external CPA Certified Financial Audit biennially
- An external CPA Financial Review was conducted consistent with your state's frequency requirements
- A Financial Compilation was conducted consistent with your state's frequency requirements
- No financial audit or review was conducted

**Q38. What year was that last completed?**

Q39. In the COVID 2 Survey, you reported your cash balance was \${e://Field/Org%20Cash%20Balance}.

What is your organization's current (or as of your most recent monthly statement) cash balance?

Q40. In the COVID 2 Survey, you reported your investment balance was \${e://Field/Org%20Investment%20Balance}.

If applicable, what is your organization's current (or as of your most recent monthly statement) investment balance?

Q41. What type of investments did your organization have in 2020? (Select all that apply)

- Bonds
- Certificates of Deposit
- Endowment
- Exchange-Traded Funds
- Mutual Funds
- Real Estate/Property
- Stocks
- None of the above

Q42. Has your organization made any changes to its investment portfolio since August 2020?

- Yes
- No

Q43. If yes, please explain.

**Q44.** If needed, does your organization have immediate access to the investments to cover overhead?

- Yes
- No

**Q45.** Do you anticipate accessing your investments to cover expenses in the next 3-6 months?

- Yes
- No

**Q46.** If yes, approximately how much? (Dollar amount)

**Q47.** If applicable, what is the total outstanding debt your organization currently carries and associated interest rates?

**If none, please skip these questions.**

Outstanding Debt (1)

 ▼

Outstanding Debt (2)

 ▼

Outstanding Debt (3)

 ▼

**Q48.** For each outstanding debt noted, please provide its amount and interest-rate percentage.

Outstanding Debt (1)

Amount \$

Interest-rate Percentage %

Outstanding Debt (2)

Outstanding Debt (3)

**Q49.**

Did your organization have a budget surplus or deficit in the most frequent fiscal year?

In your 2019 data, you reported your organization had a Budget \${e://Field/Budget%20S%2FD}.

- Surplus
- Deficit
- Not sure

**Q50.** Did your organization have an operating reserve policy in 2020?

- No
- Yes

**Q51.** Considering your organization's current cash balance, investments available for use, and changes to expenses, approximately how many months of operating reserves does your organization have? (Round to the nearest whole month)

**Operating Reserves: If no other revenue came in, how long could you sustain your organization.**

- Less than 1 month
- 1-3 months
- 4-6 months
- 7-11 months
- 12+ months

**Q52.** What was your Parent Organization's total gross revenue in 2020?

**Q53.** What was your NJTL ONLY Total Gross revenue in 2020?

**Q54. What was the In-Kind portion of your NJTL ONLY revenue in 2020?**

In-Kind Revenue IRS definition: Click [here](#).

**Q55.**

Did your organization raise funds from any of the following sources in 2020 (select all that apply):

- Individual donors
- Fundraising events
- Foundation grants (NOT USTA Foundation)
- Government grants
- Corporate grants/Sponsorships
- USTA Foundation
- USTA Section
- USTA District
- Other
- None of the above

## **Staff & Volunteers**

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In the following set of questions, if previous data is displayed, please review and update only if needed. (e.g. Total Employees)

**Q56. Did your organization plan for and implement staff professional development in 2020? (select all that apply)**

- No
- Yes, had a line item in our budget
- Yes, received in kind training (on court)
- Yes, received in kind training (non-tennis related)

Q57. Did your organization have an expense line item and plan for program evaluation in 2020?

- No
- Yes

.... The USTA Safe Play Program is the USTA's athlete safeguarding program. The Safe Play process is comprised of three steps: (1) SafeSport training; (2) acknowledging the Safe Play Policies; and (3) background screening. Both the NCSI background screening and acknowledgement of Safe Play Policies must be renewed every two years. SafeSport training requires a 15 minute refresher annually from the completion of the initial 90-minute training course.

**Adults who have regular contact with or authority over a minor athlete in USTA programs, events, or tournaments must be in compliance with Safe Play. This includes background screens and education about preventing misconduct in sport.**

Q58. Did your organization conduct background checks on all staff, coaches, and volunteers (as of 1/1/2021) in compliance with the USTA's Safe Play Policy through Safe Sport / NCSI via the following link?

<https://www.usta.com/en/home/safe-play.html>

**If you select "Not yet, in progress," the Foundation will reach out to you over the coming weeks to verify once you have completed this requirement. Failure to comply with the SafePlay requirement, and substantiate to the USTAF compliance of the same, will lead to your NJTL status being revoked. Note, this further may impact your ability to apply for and receive funding and grants from the Foundation.**

- No
- Yes
- Not yet, in progress.

Q59. Approximately how many individuals are still pending?

**Q60.** Using the below template, please upload a list of all staff, coaches, and volunteers in compliance as of 1/1/2021, along with their respective "SafePlay approved through..." date.

This information can be found using the following link: [SafePlay Status Check](#)

**USE THIS TEMPLATE**

**Q61.** As of December 2020, how many employees (not independent contractors) did your organization employ in 2020? (Information about independent contractors can be found here: <https://www.acf.hhs.gov/css/resource/the-difference-between-an-independent-contractor-and-an-employee>).

In your 2019 data, you reported (if applicable): \${e://Field/Total%20Staff}

**Q62.** How many independent contractors did your organization contract with in 2020? (Information about independent contractors can be found here: <https://www.acf.hhs.gov/css/resource/the-difference-between-an-independent-contractor-and-an-employee>).

In your 2019 data, you reported (if applicable): \${e://Field/Total%20Contractors}

**Q63.** How many volunteers did your organization work with in 2020?

In your 2019 data, you reported (if applicable): \${e://Field/Volunteers}

**Q64.**

Approximately how many volunteer hours were provided to your organization in 2020?

In your 2019 data, you reported (if applicable): \${e://Field/Volunteer%20Hours}

## Tennis Programming

**Q65.** Where did your organization provide tennis & education programming in 2020? (Enter the amount for each type)

For example, if you provide programming at 4 different parks, please enter 4 in the respective box.

Owned facility	<input type="text" value="0"/>
Rented facility	<input type="text" value="0"/>
College/University	<input type="text" value="0"/>
Park	<input type="text" value="0"/>
School	<input type="text" value="0"/>
Other	<input type="text" value="0"/>
Total	<input type="text" value="0"/>

**Q66.**

Using the provided template, please upload a list of the schools you provide programming at in 2020, either in-person, virtually, or hybrid, alongside their respective zip codes.

[USE THIS TEMPLATE](#)

**Q67.** How many weeks of tennis programming did your organization provide in 2020?

In your 2019 data, you reported (if applicable): \${e://Field/Weeks%20of%20Tennis%20Programming}

0 Weeks

- 1-3 Weeks
- 4-9 Weeks
- 10-17 Weeks
- 18-29 Weeks
- 30 Weeks or more

**Q68.** How many hours of tennis programming did your organization provide in 2020?

In your 2019 data, you reported (if applicable): \${e://Field/Hours%20of%20Tennis%20Programming}

**Q69.** Which of the following options best describes the dosage of your tennis programming?

- 3 hrs/week (12/yr), min 4 weeks
- 3 hrs/week (24/yr), min 8 weeks
- 4 hrs/week (56/yr), min 14 weeks
- 5 hrs/week (110/yr), min 22 weeks
- 8 hrs/week (240/yr), min 30 weeks

**Q70.** Did your organization offer/provide/participate in any of the following in 2020 (select all that apply):

- USTA Sanctioned Junior Tournaments
- Non-USTA Junior Tournaments
- USTA Team Challenge
- Junior Team Tennis Teams
- A formal pathway from introductory play to tournament level competition
- None of the above

**Q71.** How many USTA Sanctioned Junior Tournaments did your organization participate in during 2020?

In your 2019 data, you reported (if applicable): \${e://Field/USTA%20Junior%20Tournaments%3F}

Q72. How many Non-USTA Junior Tournaments did your organization participate in during 2020?

In your 2019 data, you reported (if applicable): \${e://Field/Non-USTA%20Junior%20Tournaments%3F}

Q73. How many Junior Team Tennis Teams did your organization have in 2020?

In your 2019 data, you reported (if applicable): \${e://Field/JTT%20Teams}

Q74.

How many Junior Tournament Players did your organization have in 2020? (This includes sanctioned, non-sanctioned and in-house level tournaments).

In your 2019 data, you reported (if applicable): \${e://Field/JTT%20Players}

Q75. How many coaches did your organization employ/retain for services in 2020 (including paid staff/employees and independent contractors)?

In your 2019 data, you reported (if applicable): \${e://Field/Total%20Coaches}

Q76.

What is the **percentage** breakdown for your organization's coaches for each of the following demographics:

Asian	0	%
Black/African American (not of Hispanic origin)	0	%
White/Caucasian (not of Hispanic origin)	0	%
American Indian/Alaska Native	0	%
Hispanic/Latino	0	%
Native Hawaiian/Pacific Islander	0	%
Other	0	%
Unknown	0	%
Total	0	%

**Q77. What is the percentage breakdown for your organization's coaches for each of the following:**

Female	0	%
Male	0	%
Non-Binary	0	%
Utilizes Another Term	0	%
Chooses Not to Identify	0	%
Total	0	%

**Q78.**

Did your organization's coaches complete any of the following in 2020 (select all that apply):

- Coach Youth Tennis Online Modules 1-7
- CPR Training
- Trauma Informed Coaches Training
- None of the above

**Q79. How many of your organization's coaches are certified?**

In Q75, you noted your organization employed \${q://QID76/ChoiceTextEntryValue} coaches for 2020.

**Q80.** In the previous question, you noted that \${q://QID81/ChoiceTextEntryValue} of your organization's coaches are certified.

Please provide a breakout below of which certifications. If a coach has multiple certifications, please only account for each coach ONCE in your breakout.

Please ensure that the total here matches the total to your previous answer.

PTA certified with current membership

PTA certified with lapsed membership

PTR certified with current membership

PTR certified with lapsed membership

Other certifications

Total

**Q81.** In the previous question, you noted \${q://QID147/ChoiceNumericEntryValue/5} of your organization's coaches have "Other certifications."

Please explain below which certifications.

**Q82.** Of the coaches that have certifications (current or lapsed), how many have completed the USTA High Performance certification, if any?

## Education Programming

**Q83.**

Did your organization provide any of the following in 2020 (please select all that apply):

<input type="checkbox"/> Homework assistance and/or tutoring	<input type="checkbox"/> Career readiness skills
<input type="checkbox"/> Mentoring	<input type="checkbox"/> USTAF ACE/STEM Curriculum
<input type="checkbox"/> College ID & placement	<input type="checkbox"/> USTAF Life Skills Curriculum (or other life skills approved curriculum)
<input type="checkbox"/> Vocational school preparation programming	<input type="checkbox"/> ACT/SAT Prep
<input type="checkbox"/> Health/Wellness/Nutrition education	<input type="checkbox"/> Other educational curriculum(a)
<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Middle and/or high school preparation programming	

**Q84.**

How many weeks of educational programming did your organization provide in 2020?

In your 2019 data, you reported (if applicable): \${e://Field/Weeks%20of%20Educational%20Programming}

- 0 Weeks
- 1-3 Weeks
- 4-9 Weeks
- 10-17 Weeks
- 18-29 Weeks
- 30 Weeks or more

**Q85.**

How many hours of educational programming did your organization provide in 2020?

In your 2019 data, you reported (if applicable): \${e://Field/Hours%20of%20Educational%20Programming}

**Q86. Which of the following options best describes the dosage of your educational programming?**

- 3 hrs/week (12/yr), min 4 weeks
- 3 hrs/week (24/yr), min 8 weeks
- 4 hrs/week (56/yr), min 14 weeks
- 5 hrs/week (110/yr), min 22 weeks
- 8 hrs/week (240/yr), min 30 weeks

## **Participant Demographics**

**Q87. What was the total number of unduplicated NJTL youth (individuals 18 and under) your organization impacted/served in 2020?**

In your 2019 data, you reported (if applicable): \${e://Field/NJTL%20Youth}

**Q88. How many new youth did your organization engage in tennis and education programming in 2020?**

In your 2019 data, you reported (if applicable): \${e://Field/New%20NJTL%20Youth}

.... The Foundation would like to know more about your youth participants this year and the year before.

For both 2020 & 2019 separately, please break out your organization's unduplicated NJTL youth served into the following categories.

**Please ensure that the added total matches that provided to you as a reference from your previous answers.**

## **Q89. 2020 NJTL Youth Breakout**

2020 Unduplicated NJTL Youth reported in the previous question: \${q://QID106/ChoiceTextEntryValue}

Event related (1-2 times)	0
Outreach related (3-9 sessions)	0
Seasonal (6-10 weeks)	0
Summer Only	0
After-school Only	0
Core (10+ sessions)	0
Year-round/ongoing (more than 40 weeks)	0
Total	0

#### **Q90. 2019 NJTL Youth Breakout (if applicable)**

2019 Unduplicated NJTL Youth reported in prior year's NJTL Enrollment: \${e://Field/NJTL%20Youth}

Event related (1-2 times)	0
Outreach related (3-9 sessions)	0
Seasonal (6-10 weeks)	0
Summer Only	0
After-school Only	0
Core (10+ sessions)	0
Year-round/ongoing (more than 40 weeks)	0
Total	0

**Q91.** What was the **percentage** breakdown for your organization's NJTL youth participants (18 and under) for each of the following demographics:

Asian	<input type="text" value="0"/>	%
Black/African American (not of Hispanic origin)	<input type="text" value="0"/>	%
White/Caucasian (not of Hispanic origin)	<input type="text" value="0"/>	%
American Indian/Alaska Native	<input type="text" value="0"/>	%
Hispanic/Latino	<input type="text" value="0"/>	%
Native Hawaiian/Pacific Islander	<input type="text" value="0"/>	%
Other	<input type="text" value="0"/>	%
Unknown	<input type="text" value="0"/>	%
<b>Total</b>	<input type="text" value="0"/>	%

**Q92.** What is the **percentage** breakdown for your organization's NJTL youth participants (18 and under) for each of the following:

Female	<input type="text" value="0"/>	%
Male	<input type="text" value="0"/>	%
Non-Binary	<input type="text" value="0"/>	%
Utilizes Another Term	<input type="text" value="0"/>	%
Chooses Not to Identify	<input type="text" value="0"/>	%
<b>Total</b>	<input type="text" value="0"/>	%

**Q93.**

What was the **percentage** breakdown for your organization's NJTL youth participants (18 and under) for each of the following age groups:

10 and under	<input type="text" value="0"/>	%
11-14	<input type="text" value="0"/>	%

15-18

0 %

Total

0 %

**Q94.** What **percentage** of your organization's youth population was eligible for free/reduced lunch in 2020? (For additional information, please visit <https://www.fns.usda.gov/school-meals/income-eligibility-guidelines>)

**Q95.** What was the average household income for families served by your organization in 2020?

- Under \$25,000
- \$25,000-\$49,999
- \$50,000-\$74,999
- \$75,000-\$99,999
- \$100,000 or greater

## Outcomes

**Q96.** Did your organization track on-time grade matriculation data in 2020?

- No
- Yes

**Q97.** What **percentage** of your organization's youth participants matriculated to the next grade level on-time in 2020?

**Q98.** What **percentage** of your organization's eligible youth participants graduated from high school on-time in 2020?

**Q99. Did your organization collect any of the following types of academic achievement data in 2020? (Select all that apply)**

- Report Cards
- Reading Assessments
- Math Assessments
- Tutor Evaluations
- None of the above

**Q100. For Math Assessments, please enter the percentage of students below & at/above grade level.**

At Grade Level	<input type="text" value="0"/>	%
Below Grade Level	<input type="text" value="0"/>	%
Unknown	<input type="text" value="0"/>	%
Total	<input type="text" value="0"/>	%

**Q101. For Reading Assessments, please enter the percentage of students below & at/above grade level.**

At Grade Level	<input type="text" value="0"/>	%
Below Grade Level	<input type="text" value="0"/>	%
Unknown	<input type="text" value="0"/>	%
Total	<input type="text" value="0"/>	%

**Q102. Please enter the number of your organization's youth participants that applied or enrolled in for each of the following in 2020:**

Number of youth that applied  
College/University

**Number of youth that applied**

Technical, Trade, or  
Vocational School

Military

**Q103.** Did your organization track the number of hours of physical activity programming offered by your organization in 2020?

- No
- Yes

**Q104.** How many hours of physical activity programming did your organization provide in 2020?

**Additional Questions**

**Q105.** As of today, please describe the current status of your program.

- In-person
- Virtual
- Hybrid
- Complete suspension of programming

**Q106.** If you could select from the following services that were provided or subsidized by the USTA Foundation, please rank them in order of importance to your organization.

**Hover mouse over options to drag and rank.**

Facility technical assistance/development

Technical assistance to strengthen fundraising capacity (such as to strengthen grant narrative, appeals, fundraising/development planning)

Ability to easily barter non-financial resources with other chapters (racquets,

equipment, office supplies and other non-financial resources)

Technical assistance to conduct in-person or virtual board retreat

Technical assistance to conduct strategic planning /goal setting

Technical assistance to implement non-profit accounting/finance process and procedure

Discounted donor management software

**Q107.** If you could select from the following webinar training topics, to be provided by USTAF and delivered by subject matter experts, what would be your **top 5 choices**?

- Board Development & Volunteer Engagement
- Fundraising/Development Planning
- Strategic Planning
- Program Planning
- Program Evaluation
- Human Resources Management
- Volunteer Engagement
- Non-profit Accounting/Finance Essentials
- Trauma Informed Teaching/Coaching
- Utilizing Technology to improve organizational efficiency

**Q108.** Does your organization have a desire to grow the number of participants you serve on an annual basis?

- Yes
- No

**Q109.** Please briefly explain how your organization would accomplish growing the number of youth it serves and retains annually. Please include the resources (staff, financial, other), strategies, tools needed and/or utilized in your organization's pursuit of growth.

**Q110.**

The USTA, together with USPTA and PTR, will be launching a new certification pathway in 2021 featuring four different levels. The first level is a certified Tennis Instructor, which pairs well with NJTLs. The two requirements are the Teaching Essentials 1 in-person workshop (2 days), and two days of online work - Coach Youth Tennis and Coaching Fundamentals courses, in addition to SafePlay, and a CPR and First Aid course.

The second level is certified Tennis Professional, which launches in Q2 2021, Level 3 Specialist launching in 2022, and Level 4 Master.

To get a head start on this, would you be interested in hosting a Teaching Essentials 1 (TE1) workshop in 2021, free of charge, at your facility?

- Yes
- No

**Data Validation**

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The USTA Foundation reserves the right to request documentation to support the accuracy of the responses provided to these NJTL Network Enrollment questions.

**Q111.**

I declare that the information reported on this form, to the best of my knowledge and belief, is true, correct and complete:

- Yes
- No

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