

Tai Chi Youth CASE STATEMENT

I. MISSION STATEMENT of Tai Chi Youth

Obesity is more of a problem for youth and teenagers than ever before. Today's youth are less active as they spend hours each day playing computer games and chatting on *Facebook*. The purpose of Tai Chi Youth is to teach Tai Chi on the internet to kids already spending time on the internet, who would otherwise not travel to a martial arts school or exercise program.

II. GOALS of Tai Chi Youth

Tai Chi Youth classes will be available on DVDs, downloads, or streaming over the internet, so wherever students have a computer they can study and practice their Tai Chi and Kung Fu lessons.

III. OBJECTIVES of Tai Chi Youth

Tai Chi Youth's multimedia studio will produce Tai Chi videos, and video-chat with students to evaluate and help them progress. The self-discipline they will learn in order to progress in the Tai Chi Youth programs will benefit their basic study habits and work abilities. All of these skills learned in Tai Chi Youth will enable our students to succeed in their future careers and social lives.

Students of Tai Chi Youth will improve their public speaking and leadership abilities as they guide newer students of lower belt ranks. These teamwork skills will be beneficial in the business, political, and family environments of their future. Thus our TCY Slogan, "*Teaching today's youth to be tomorrow's leaders.*"™"

IV. PROGRAMS of Tai Chi Youth

Tai Chi Youth programs have been taught in a wide variety of locations since 1996 with various curriculums designed by Richard Del Connor, p.k.a "*Buddha Zhen*," who is a world renowned Northern Shaolin Kung Fu and Yang Style Tai Chi Chuan master.

At the heart of all Tai Chi Youth curriculums is the **TCY Instructor Guide**, written by Buddha Zhen in 1995 after teaching his ***Shaolin Chi Mantis curriculums*** since 1984. The Kung Fu Kids programs became the foundation of the TCY Instructor Guide, which has proved to be one of the best martial arts program in the world after being utilized in the following locations, on a wide variety of students ages 6 to 60:

YWCA	2 years	ages 6 to 76
Liberty Park	8 years	ages 4 to 76
Elementary Schools	4 years	ages 8 to 12
Middle Schools	2 years	ages 12 to 15
High Schools	3 years	ages 15 to 18
Colleges	2 years	ages 18 to 36
Churches	6 years	ages 4 to 48
Maximum Security Prison	2 years	ages 15 to 19
Rehabilitation Centers	3 years	ages 14 to 18
House of Zhen	15 years	ages 4 to 57
YMCA	13 years	ages 5 to 80
L.A.Parks & Recreation	4 years	ages 8 to 74
Continuing Education	5 years	ages 5 to 48

These programs have proven the ability of the **TCY Instructor Guide** to teach and improve better lifestyles, better work habits, communication abilities, self-esteem, leadership skills, health, ethics, morality, and lessening violence in our students.

Tai Chi Youth has also sponsored and promoted annual tournaments and events that include:

- a. **"Summer Push Hands Tournament,"** held the last weekend in July,
- b. **"Push Hands Championship,"** held the last weekend in September,
- c. **"Annual Chinese Gongfu and Taijiquan Tournament,"** held the Saturday before Thanksgiving.

TCY tournaments do not include sparring, boxing, free-style, or cage fighting.

The Tai Chi Youth Demo Team has been honored and contracted by the Utah Governor, Mayor, and Cultural Associations of Utah for performing various public events, holiday celebrations, cultural events, and education programs.

Tai Chi Youth programs are especially beneficial to families where both parents work and cannot provide parental supervision. We provide traditional manners, etiquette, weight loss exercises that eliminate obesity, and TCY teaches leadership skills as students learn to work in supportive teams and independently. Our after school programs normally operate on a 4-month semester system with 12 to 20 students per class. Classes range from daily to weekly. T.C.Y. can also design programs to suit the needs and time constraints of youth prisons, and rehabilitation centers through seminars and monthly workshops.

The beneficiaries of the Tai Chi Youth curriculums include the family and associates of each TCY student. As each student improves in their Tai Chi skills, many other social skills, job functions, and school learning abilities improve also. Since each student is in contact with 100 persons or more per year it can be estimated that each Tai Chi Youth student improves his/her community, without even trying to.

V. Tai Chi Youth BOARD of TRUSTEES

Tai Chi Youth was incorporated March 6, 1996, in Salt Lake City as a 501(c)(3) education organization. The **"Final Ruling"** of the IRS was attained in 2001. A copy of this nonprofit charity status letter can be obtained online at the Tai Chi Youth website:

<http://www.TaiChiYouth.org/corporate-TCY/irs-TCY.html>

TCY Board Officers serve 2-year terms and operate by the policies defined in the **TCY Bylaws**. Officers begin service following their introduction at the TCY Annual Membership Meeting held each year on the Saturday following Thanksgiving. The TCY Board is limited to 15 Trustees which include:

4.8 **Patriarch.** In the absence of an Executive Director, the Patriarch shall be the Chief Executive Officer of Corporation and shall have general supervision over its other Officers and Agents. The Patriarch shall have the full power and authority on behalf of the Corporation to attend, act and vote on behalf of the Corporation at any meeting of security holders of corporations in which the Corporation owns securities. At such meeting, the Patriarch shall possess and may exercise any and all rights and powers incident to the ownership of such securities which the Corporation might have possessed and exercised had it been present. The Patriarch will travel extensively for seminars, tournaments, meetings, and promotional purposes as an Emissary of Tai Chi Youth. The Patriarch will be reimbursed for all business expenses and paid a salary when traveling or working in any capacity on behalf of the Corporation. It is also a fundamental responsibility of the Patriarch to keep the President, Trustees, and other Officers on course with the **"Mission of Tai Chi Youth."** In the event of a 50/50 vote of the Board of Trustees and the voting Delegates, the patriarch may cast an additional vote to create a decision. The Patriarch is also the highest ranking Shifu of Tai Chi Youth and accordingly oversees all curriculums, programs, schools, seminars, and school activities of all schools/Guans of Tai Chi Youth. The Patriarch must be of TCY Red Sash + 3 Stripes, the highest Belt Rank Level of Tai Chi Youth.

4.9 **President.** The President, subject to the direction of the Board of Trustees, shall have general charge of the business affairs and property of the Corporation and general supervision over its other Officers and Agents. In general, he or she shall perform all duties incident to the office of President and shall preside at meetings of the Board of Trustees. Unless otherwise prescribed by the Board of Trustees, in the absence of the Patriarch the President shall have the full power and authority on behalf of the Corporation to attend, act and vote on behalf of the Corporation at any meeting of security holders of corporations in which the Corporation owns securities. At such meeting, the President shall possess and may exercise any and all rights and powers incident to the ownership of such securities which the Corporation might have possessed and exercised had it been present. The Board of Trustees may from time to time confer like powers upon any other person or persons. The President shall conduct meetings according to **Robert's Rules of Order.**

4.10 **Vice President.** The Vice President, if any (or in the event there shall be more than one, the Vice Presidents in the order designated, or in the absence of any designation, in the order of their election), shall, in the absence of the President or in the event of the President's inability to perform his or her duties as determined by the President or a majority of the Board of Trustees, perform the duties and exercise the powers of the President. Otherwise, the Vice President shall generally assist the President and perform such other duties and have such other powers as may from time to time be prescribed by the Board of Trustees.

4.11 **Secretary.** The Secretary shall attend all meetings of the Board of Trustees and record, or cause to be recorded, all votes and the proceedings of the meetings in a book to be kept for that purpose. He or she shall give, or cause to be given, notice of meetings of Trustees, and shall perform such other duties as may from time to time be prescribed by the Board of Trustees. He or she shall have custody of the seal of the Corporation, if any, and he or she, or the Assistant Secretary, shall have authority to affix the same to any instrument requiring it, and, when so affixed, the seal may be attested by his or her signature or by the signature of such Assistant Secretary. The Board of Trustees may give general authority to any other Officer to affix the seal of the corporation and to attest the affixing thereof by his or her signature.

4.12 **Assistant Secretary.** The Assistant Secretary, if any (or in the event there be more than one, the Assistant Secretaries in the order of their election), shall, in the event of the absence of the Secretary or the inability to perform his or her duties, as determined by the Treasurer or a majority of the Board of Trustees, perform the duties and exercise the powers of the Secretary, and shall perform such other duties and have such other powers as may from time to time be prescribed by the Board of Trustees.

4.13 **Treasurer.** The Treasurer shall have custody of the corporate funds and other valuable effects, including securities, shall keep full and accurate accounts of receipts and disbursements in books belonging to the Corporation, and shall deposit all money and other valuable effects in the name and to the credit of the Corporation in such depositories as may from time to time be designated by the Board of Trustees. He or she shall disburse the funds of the Corporation as may be ordered by the Board of Trustees, taking proper vouchers for such disbursements, and shall render to the President and the Board of Trustees, an account of all his or her transactions as Treasurer and of the financial condition of the Corporation. Royalties and payments resulting from project sales shall be routinely distributed by the Treasurer with proper Royalty Statements. The Treasurer shall oversee the accounting and tax payments and annual audits performed by an independent CPA.

Fundraising Agent. The TCY Fundraising Agent works full-time soliciting grants and gifts from individuals and corporations. Long-term relationships with donors requires working knowledge of insurance, bequests, and passion for Tai Chi Youth.

Membership Director. The TCY Membership Director will login, charge, and prepare

student internet for connection and networking in upcoming Tai Chi Youth class, streaming video, or class download. Maintaining TCY Membership Roll, the Membership Director resolves all online class problems quickly. By constantly overseeing all real-time online programs, customer satisfaction will be maximized.

Program Director. The TCY Program Director will administrate all grants, locations, and curriculum leases. This is a full-time job while overseeing the TCY Online School. This job is the Executive Director of TCY, overseeing staff, volunteer, and committee leaders. Long-term fundraising client involvement.

Secretary. The full-time work of TCY Program Director, TCY Fundraising Agent, and TCY Membership Director, and TCY Patriarch teaching classes--will require a TCY Secretary to work full-time coordinating schedules, keeping Minutes of Meeting, and taking phone calls all day. The TCY Online School OFFICE will not be intended for sales traffic, so visitors will only be students, donors, and TCY Board Members.

Current TCY Board of Trustees: (volunteers)

Richard Del Connor	TCY President, TCY Publisher, TCY Program Director
Buddha Zhen	TCY Patriarch, TCY Chief Abbot, TCY Chief Guan Director
Jessica Isaacs	TCY Treasurer
Shawn Whitson	TCY Marketing Director
Barb Ciperly	TCY Fundraising Agent

Current TCY Staff: (volunteers)

Richard Del Connor	Web design, webmastering, publisher-editor, database manager
Buddha Zhen	Teaching classes, authoring promotional and school literature

Future TCY Staff: (employees of TCY)

TCY Patriarch	Creating videos for TCY programs, teaching classes
TCY Program Director	Managing all curriculums, programs, satellite locations, marketing
TCY Fundraising Agent	Researching, obtaining, and maintaining grants and donations
TCY Membership Director	Organizing members for online programs, and customer service
TCY Secretary	Schedules, event planning, and committee relations

VI. COMMITTEES of Tai Chi Youth

Committees of Tai Chi Youth serve to perform the duties and work required to complete specific tasks and projects.

TCY Committees have and will include:

- Tournament Committee
- Fundraising Committee
- Election Committee
- Advisory Committee

The TCY Committee & Staff Director, of the TCY Board of Trustees, chairs or coordinates these committees with weekly or more frequent progress reports to the TCY President.

VII. LOCATIONS of Tai Chi Youth

Tai Chi Youth is headquartered in Richard Del Connor's bedroom without a computer, at 2530½ Hermosa Ave, Montrose, California 91020.

Tai Chi Youth books, files, equipment and tournament supplies are stored in space G-35 at Public Storage, Golden Triangle Rd. Santa Clarita, California.

Tai Chi Youth classes are taught:

YMCA

L.A.County Parks & Recreation

House of Zhen

Foothill Blvd., Tujunga, California 91042

3901 Dunsmore Ave, La Crescenta, California 91014

Current residence of BZ:

Future classes of Tai Chi Youth will be broadcast from and recorded at the TCY ONLINE SCHOOL. Group online sessions, "*webinars*," and private lessons online, "*video chat*," can be offered by TCY Instructors, with many classes and Belt Test Approvals handled by TCY Assistant Instructors in small booths.

Current funding seeks to remodel a large location into:

TCY Headquarters Office

TCY Online School Studio

TCY Guan (school for students)

Future classes will be taught by TCY instructors, and TCY Assistant Instructors at numerous satellite locations nationwide. The requirements and specifications for the instructors and classes are detailed and specified, at a cost of only \$25 per class: paid to the instructors, who are volunteers, receiving the fee to cover gas and promotional expenses. The advancement requirements for the upper levels of Tai Chi Youth belt ranks, require the students to teach the beginner level classes without compensation, for further insights into the techniques and teachings they have already learned.

VIII. FINANCES of Tai Chi Youth

Since 1996, all of Tai Chi Youth's classes have been taught by Buddha Zhen Shen-Lang. Obviously, this cannot continue forever, despite Tai Chi elongating human life. In order to create instructors of Tai Chi Youth, we need more students in general, and salaries to pay them.

Income will be from:

TCY Annual Membership Fee	\$10 year	All students
AT LOCATION TUITIONS	\$50 month	25 to 75 students per location
AT Location UNLIMITED TUITION	\$150 per month	8 to 12 students per location
ONLINE SCHOOL per class	\$10 hour	20 to 50 students per hour
ONLINE SCHOOL private lesson	\$20 pre 20 minutes	Belt testing, need help, private
DVD classes	\$20 per hour class	Updated each level of Belt Rank
Online STREAMING VIDEOS	\$10 hour	Can't download, but can replay
Books and CDs	\$20 each x 2 per semester	Can download and print at home
Clothing and Accessories	\$50 semester	Grants for 2 uniforms and shoes
Weapons	NOT SOLD by TCY	Avoiding liability, funding issues

Grants will come from:

Grants.gov	\$28,000	Partnership with L.A.County Parks
California Arts Councils	\$2,000	TCY Performance Team grants

Corporate gifts will come from:

Albertson's	\$100 x 3 Tournaments	Provide food and refreshments
Carpenter's Union #409	\$600	\$50 per mo., founder was member
Foothill Newspaper	\$50	Voice of Tujunga Newspaper
Sparkle & Shine Dog Grooming	\$75	Shadows Hills doggie bath
Startup Income	\$80,000	Govt: 20K, Corp: 40K, Priv: 20K
1st year GROSS INCOME	\$455,100	Products, Classes, Grants
2nd year GROSS INCOME	\$1,330,200	Products, Classes, Grants
3rd year GROSS INCOME	\$2,809,800	Products, Classes, Grants

Private Individual gifts will come from:

Richard Del Connor	\$32,000	10% of TCY debt to Richard
Albertson's	\$100 x 3 Tournaments	Provide food and refreshments

IX. EXPENSES of Tai Chi Youth

Startup	EXPENSES	\$88,000	Construct Online Studio + Office
1st year	Salaries	\$222,289	Patriarch, Fundraiser, Memb. Dir.
1st year	EXPENSES	\$70,450	Expenses, NOT Salaries
2nd year	Salaries	\$228,892	Pat, Fund, Memb, ProgDir, Sec.
2nd year	EXPENSES	\$71,649	Expenses, NOT Salaries
3rd year	Salaries	\$235,693	5 salaries, 2 part-time
3rd year	EXPENSES	\$72,852	Expenses, NOT Salaries

X. COST EFFECTIVENESS of Tai Chi Youth

Any year	Cost per Student	\$50 x 12 + 212 = \$812	Tuitions, Belt Test, Clothes, Shoes
Any year	Grant per Student	\$888	812 + 76 processing fees, paypal
Cost per class	Per Student	\$1	20 to 200 students
Breakeven Sales		6, 099 units	\$121,974
YEAR ONE	Net Profit	\$20,303	Income - Expenses - Debt
YEAR TWO	Net Profit	\$356,486	Income - Expenses - Debt
YEAR THREE	Net Profit	\$1,339,522	Income - Expenses - Debt

IX. Financial SUMMARY

Tai Chi Youth can easily earn a profit with low overhead and low cost-of-goods-sold expense. TCY requires large quantities of students per hour: downloading, purchasing, attending online classes. Eventually, satellite locations can serve different countries and languages, worldwide. Products earn more than 50% profit with online classes able to teach 2,000 per hour + streaming. Large groups can be enrolled as after-school programs and as substitute for online high school P.E. class. Thousands of students can attend real-time classes simultaneously, with higher fees to be visible by teacher. Assistant instructors employed to supervise dozens of real-time students at their computers with camera. Statistics will prove the healthy results of Tai Chi programs. Publicity = sales to public schools, universities. Website traffic will be attracted to Tai Chi Youth by *Facebook*, and *YouTube* videos. Celebrities of TCY Board of Trustees will eventually discover benefits of Tai Chi Youth and publicize TCY. Buddha Zhen's fame in music records, book writing, and podcasting will increase TCY membership.