OUR MISSION

ToolBank USA establishes ToolBanks and provides support to these affiliates who improve their communities by equipping volunteers with tools.

OUR VISION

‘The end of tool scarcity for America’s volunteers.’
Science tells us that the universe started with a big bang. The expansion from a tiny speck to the current expanse started quickly, but has slowed over time, allowing white hot particles to cool and bind together. These new elements formed gases and then solid matter, resulting in the galaxies and planets we know today.

The ToolBank universe has taken a similar course over its short history. With ten affiliates from coast to coast and a disaster services program, the activity level has been nothing short of dizzying. Yet the implementation of ToolBank USA’s first-ever strategic plan in 2014 marked a shift from expansion to analysis. The white-hot effort to create the first few affiliates has gradually cooled, giving way to an anticipatory drumbeat of successful replication. With the Big Bang in the distant past, the ToolBank network has made great strides in the process of looking inward to determine the needs of a maturing and inclusive community.

We wish to thank our growing family of supporters who have made this exciting journey possible, and every volunteer who picks up a ToolBank tool to improve their community.

Dan Webber, President, Board of Directors
Browse Facebook on any given Saturday, and there’s a strong likelihood you’ll find pictures of an inspiring community project where ToolBank blue tools are in use. Volunteers in ToolBank cities are quickly waking up to the fact that their donated time is now well spent and their construction expertise is well-utilized, thanks to the abundance of tools available from their ToolBank. The average value of a ‘volunteer hour’ is a fairly straightforward calculation. But what’s the value of the ’repeat volunteer’ who’s had a positive experience, and vows to come back again and again?

In some ways, the ToolBank is itself a social media. On its own, Facebook does nothing. It requires the interactivity of its users to make magic happen, just as ToolBank tools require willing hands to pick them up and put them to good use. Now that they have, the world has changed, and the value of volunteerism is forever elevated.

*Your tools are ready for use, and your local ToolBank is ready to serve you.* Endeavors to improve infrastructure and streamline the user experience are all designed to strengthen our resolve behind that simple statement. Thank you for your support!

Mark Brodbeck  
Founder and Chief Executive Officer
CORPORATE DONORS

INDIVIDUAL DONORS

$5,000 +
Les Ireland
Timothy Perra

$2,000 +
Rupert Barkoff
Mark and Stacy Brodbeck
Heidi Thompson

$1,000 +
Eric Bernstein
Shelley Goodman
Robert E. Mason
Andrew Sohn
John E. Walker
Dan and Laura Webber
David and Clarissa Elzinga
Nick Costides
Philip Cohen

$500 +
Matthew Ashwood
Margie Cohen
Chris Darling
Tom and Kristin Clyde

$100 +
Douglas A. Adams
Dani Ayers
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Jonathan Fisher
Len Al and Tina Haas
Chris and Jennifer Higgins
Maureen Krueger
Jon-Michael Laboski

Kat Pepmeyer
Bob Toupin
William Orr
Patty and Tim Russart
Ben and Amanda Sellers
Shannon Smith
Noah Smock
Alisha Wenc
Strategic dialogues were far from the only endeavor for the ToolBank network in 2015, as teams of local leaders work in partnership with ToolBank USA to increase brand awareness and demand across the country. The results speak for themselves, with 193,159 volunteers equipped with ToolBank tools in 2015, which is a 36% increase over the previous year. The value of borrowed tools increased commensurately, with over $5.8 million worth of equipment going into the hands of inspired citizens.

The value of the average tool order across the ToolBank network hit an historic high of $1,371.87 in 2015, suggesting that the growing availability of increasingly sophisticated (and, as a result, more expensive) tools from ToolBanks is having a positive effect on service projects. Generous donations of commercial grade power tools like those made by Stanley Black & Decker increase the overall value of a ToolBank’s inventory, and improve the overall impact of a volunteer hour. The net result is an increasing reliance on the resources of the ToolBank to maintain and improve communities by volunteers every day.
Communities stricken by disaster events have a critical need for tools, as charitable organizations and throngs of volunteers rush to aid those affected. Such was the demand that prompted ToolBank USA to create ToolBank Disaster Services in January 2014, delivering a 53-foot long retrofitted NASCAR car hauler filled with tools to affected communities at the request of responding organizations. ToolBank Disaster Services (TDS) loaned over $309,000 worth of tools and equipment in 2015, equipping thousands of volunteers who removed mud from houses, cleared debris, and worked to resume normalcy to communities in crisis.

ToolBank Disaster Services deployed its mobile unit fewer times in 2015 than the prior year, as the actual number of disaster events was materially lower. Yet the value of TDS tools borrowed in 2015 was a 166% increase over 2014, with tool-borrowing organizations dramatically increasing their reliance on TDS resources for their domestic 2015 deployments. TDS tools were used in Fairdale IL to perform response work after tornadoes ripped through a local community, and also in response to flooding events in Wimberly TX and Columbia SC. Organizations using TDS tools enthusiastically report that the availability of TDS tools increases their ability to engage volunteers, decreases the overall length of their deployments, and improves the volunteer experience.

2016 will be the third year of operations for ToolBank Disaster Services. There is every expectation that existing response organizations will increase their reliance on TDS resources, and the number of requesting organizations will grow. With each new deployment, ToolBank Disaster Services is quickly changing how America responds to disasters.
2015 was a banner year for ToolBank replication, as three new affiliates opened their doors for tool lending. This was the result of a second concentrated push for replication initiated in 2011, after the initial push resulted in operational ToolBanks in Charlotte, Baltimore, and Cincinnati. Leadership teams in Phoenix, Portland OR, and Richmond VA partnered with ToolBank USA to form boards of directors and conduct local campaigns to raise requisite capital. ToolBank USA supported local efforts with seed funding from national donors, in-kind support from generous tool manufacturers, and the expertise of the ToolBanks that preceded this cohort.

Once the fundraising goal of roughly $200,000 was within striking distance, each of the three boards selected their executive director, who led the final charge of activity before their grand opening. The Richmond ToolBank is led by Trey Bearden, Jana Smith leads the Phoenix ToolBank, and Zoya Kumar leads the Portland ToolBank. Each secured a facility and filled it with tools, and each has brought their own unique skillset and talents to bear on their respective ToolBanks. Cumulatively, these three new affiliates loaned $408,000 in tools to their local charitable organizations, who were just waking up to the incredible new resource in their communities.

The opening of ToolBanks in Phoenix, Portland, and Richmond brought the total number of operating affiliates to eight (including ToolBank Disaster Services), with the Chicago ToolBank still making strides toward a 2016 opening day.
2015 marked the second year of a three-year strategic plan toward optimizing the infrastructure of the ToolBank network. The plan was authored jointly by ToolBank USA and affiliate leadership, and kicked off four new network-wide committees that continue to serve as formal feedback loops for the entire community. The plan charged these committees with specific objectives, and invited directors and staff from all affiliates to participate. Their primary achievements of 2015 are outlined here.

I.T.

In 2015, the I.T. Committee tackled the complex issue of determining a suitable course of action to address the inherent and growing limitations in the tool tracking platform currently used by all ToolBanks. Chaired by ToolBank USA Director Andy Sohn, the committee spent several months assessing numerous platforms and examining cost ramifications before recommending the cloud-based platform known as Salesforce. Salesforce was already providing an array of solutions for other aspects of ToolBank operations, and its role as a growing industry standard would reduce overall costs over time. The committee then articulated the specific scope of the project, and established a baseline price of roughly $200,000. Once completed, the IT Committee passed the scope to the Development Committee so that it might author a case for support, and a strategy to fund the campaign.

DEVELOPMENT

The Development Committee accepted the recommendation from the I.T. Committee and authored a comprehensive case for support for what would become the “Tech Tools for Real Tools” Campaign to replace the existing platform. The committee drafted a strategy to fund the campaign, starting with the securing of new campaign pledges from the entire board and staff of ToolBank USA. The Development Committee also undertook an environmental assessment of other national nonprofit networks to assess how network-wide expenses were funded. This effort would ultimately inform key content in conversations surrounding a new affiliate agreement offered by ToolBank USA. The committee also developed a list of shared prospects known as Triple Win prospects, and sought to craft coordinated pursuit by ToolBank USA and its affiliates.

MARKETING

The Marketing Committee established a host of new resources for use by ToolBanks, the most prominent of which was the ‘social icon’ featured on this page. Its square orientation added adaptability to the standard horizontal ToolBank logo, and was quickly embraced by all affiliates. The committee also facilitated dialogue around establishing ToolBank brand standards, and performed a preliminary brand assessment with the generous help of numerous in-kind professionals. The brand assessment took place concurrently with a voluntary effort to secure uniformity across the websites of all ToolBanks, as they each migrated to Wordpress for greater functionality. The resulting website wireframes prepared ToolBank USA and its affiliates for full delivery of uniform sites in the near future.

PROGRAMMING

During 2015, the Programming Committee authored a policy paper on best practice finance controls by affiliates, based on the input of the treasurers and accountants serving on ToolBank boards at the time. This document would serve to elevate ToolBanks to the highest level of fiduciary accountability available. The Programming Committee also responded to requests by affiliates to develop additional resources for board members, and published a new director orientation slideshow to increase director competency and to offer uniformity in board service across the network. The committee also issued a ‘director expectations letter’ outlining specific responsibilities of board service on the board of a ToolBank, in an effort to help affiliate boards increase accountability and engagement among directors.
2015 BOARD OF DIRECTORS

Dan Webber
President
VP / CIO
UST Global

Shelley Goodman
Vice President
VP - Sales Operations
AT&T

John E. Walker
Secretary
VP, Marketing Communications
Syniverse Technologies

Les H. Ireland

Rupert Barkoff
Attorney, Partner
Kilpatrick Townsend LLP

Eric Bernstein
VP, Marketing, Product Development
Ames True Temper

Christopher C. Darling
VP, GBS Financial Operations
United Parcel Service

Chris Guiney
Executive VP
DHR International

Steve Moroski
Area VP, Financial Services
Salesforce

Timothy Perra
VP of Communications
Stanley Black & Decker

Andrew Sohn
Sr VP, Technology Strategies
Bank of America

Heidi Thompson
VP of Learning
The Home Depot

PORTLAND OR
# 2015 FINANCIALS

## TOOLBANK USA, INC.

**STATEMENT OF FINANCIAL POSITION**

**FOR THE YEAR ENDED DECEMBER 31, 2015**

### ASSETS

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$278,788</td>
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<tr>
<td>Pledges Receivable</td>
<td>$638,115</td>
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<td>Prepaids</td>
<td>$46,652</td>
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<tr>
<td>Fixed Assets, Net</td>
<td>$222,025</td>
</tr>
</tbody>
</table>

**Total Assets** $1,185,580

### LIABILITIES AND NET ASSETS

#### LIABILITIES

- Accounts Payable: $26,651

#### NET ASSETS

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>$476,021</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>$682,908</td>
</tr>
</tbody>
</table>

**Total Net Assets** $1,158,929

**Total Liabilities & Net Assets** $1,185,580

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*Excerpted tables from 2015 audit conducted by Tax Solutions, LLC. For the full 2015 audit report, please visit www.toolbank.org*
## TOOLBANK USA, INC.
### STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2015

<table>
<thead>
<tr>
<th></th>
<th>Program</th>
<th>General and Administrative</th>
<th>Fundraising</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertising and Promotion</td>
<td>$</td>
<td>-</td>
<td>$ 31,380</td>
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<tr>
<td>Bank Service Charges</td>
<td>-</td>
<td>545</td>
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<tr>
<td>Depreciation</td>
<td>-</td>
<td>145,271</td>
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<tr>
<td>Direct Program Costs</td>
<td>711,987</td>
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<tr>
<td>Dues and Subscriptions</td>
<td>15,530</td>
<td>2,274</td>
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<tr>
<td>Insurance</td>
<td>2,360</td>
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<tr>
<td>Miscellaneous Administrative</td>
<td>606</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Office Rent</td>
<td>132,438</td>
<td>32,904</td>
<td>35,255</td>
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</table>

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Office Expenses</td>
<td>582</td>
<td>650</td>
<td>275</td>
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<tr>
<td>Payroll and Benefits</td>
<td>258,911</td>
<td>123,897</td>
<td>68,927</td>
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<tr>
<td>Professional Services</td>
<td>25,000</td>
<td>56,610</td>
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<tr>
<td>Travel</td>
<td>28,755</td>
<td>2,380</td>
<td>576</td>
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<tr>
<td>Utilities</td>
<td>4,179</td>
<td>679</td>
<td>679</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$ 1,180,348</td>
<td>$ 366,021</td>
<td>$ 137,092</td>
</tr>
</tbody>
</table>

Excerpted tables from 2015 audit conducted by Tax Solutions, LLC. For the full 2015 audit report, please visit www.toolbank.org
### TOOLBANK USA, INC.

**STATEMENT OF ACTIVITY**

**FOR THE YEAR DECEMBER 31, 2015**

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted Net Assets</th>
<th>Temporarily Restricted Net Assets</th>
<th>Total Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SUPPORT AND REVENUE</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$ 1,523,766</td>
<td>$ 682,908</td>
<td>$ 2,206,674</td>
</tr>
<tr>
<td>Interest Income</td>
<td>3</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td><strong>Total Support and Revenues</strong></td>
<td>1,523,769</td>
<td>682,908</td>
<td>2,206,677</td>
</tr>
<tr>
<td><strong>Net Assets Released from Restriction</strong></td>
<td>200,000</td>
<td>(200,000)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Support, Revenue and Net Assets Released from Restriction</strong></td>
<td>1,723,769</td>
<td>482,908</td>
<td>2,206,677</td>
</tr>
</tbody>
</table>

### EXPENSES

<p>| | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>1,180,348</td>
<td>1,180,348</td>
<td></td>
</tr>
<tr>
<td>General and Administrative</td>
<td>366,021</td>
<td>366,021</td>
<td></td>
</tr>
<tr>
<td>Fundraising</td>
<td>137,092</td>
<td>137,092</td>
<td></td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>1,683,461</td>
<td></td>
<td>1,683,461</td>
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<tr>
<td>Increase (Decrease) in Net Assets</td>
<td>40,308</td>
<td>482,908</td>
<td>523,216</td>
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<tr>
<td><strong>Net Assets, Beginning of Year</strong></td>
<td>435,713</td>
<td>200,000</td>
<td>635,713</td>
</tr>
<tr>
<td><strong>Net Assets, End of Year</strong></td>
<td>$ 476,021</td>
<td>$ 682,908</td>
<td>$ 1,158,929</td>
</tr>
</tbody>
</table>