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

VISION
‘The end of tool scarcity for America’s volunteers.’
This is an exciting time for nonprofit organizations and for-profit companies alike, as each sector borrows from the other to realize advantages and efficiencies. An exotic array of blended entities has materialized. Companies tout their community engagement; charities are in feverish pursuit of earned income.

Since its inception over 20 years ago, the ToolBank model has resided in the intersection of these two sectors. Earned income promotes accountability; community collaboration undergirds tool lending. More than a trailblazer, the ToolBank network successfully balances these competing dynamics to increase efficacy while never losing sight of our North Star: the elegant ToolBank mission.

Factor in ToolBank USA’s charge to replicate, and you’re nearing an impossibility. Yet with six ToolBanks operating and a handful more on their way, our North Star burns more brightly than ever.

Dan Webber
President, Board of Directors

FROM THE PRESIDENT

Charlotte, NC
At the end of 2008, the only ToolBank in existence boasted its most impactful year in history. The Atlanta ToolBank loaned nearly $600,000 worth of tools and equipment to local charities that year. In 2014, six ToolBanks loaned a cumulative $3.7 million in tools. That value represents a 500% increase in demand in six years, an immeasurable multiplication of volunteer impact, and shining evidence of ToolBank USA’s ability to scale and deliver the ToolBank model to new cities.

Yet even as ToolBanks in four new cities advance toward their opening day, ToolBank USA is pivoting its focus from expansion to optimization, from replication to documentation, from growth to fortification. The pursuit for more ToolBanks must not blind us to the lessons learned at prior ToolBanks. This is our opportunity to identify and address impurities in our model, and ‘bake’ key ingredients into the recipe. 2014 is Year 1 of ToolBank USA’s three-year strategic plan focused on optimization, with our affiliates playing a vital role in its scope and definition.

I’m confident that we haven’t seen the last of 500% increases in the ToolBank network, and our current trajectory will ensure that quality remains a distinct measure of our success.

Mark Brodbeck
Founder and Chief Executive Officer
ToolBank USA
CORPORATE DONORS

INDIVIDUAL DONORS

$5,000 +
Timothy Perra

$2,000 +
Mark & Stacy Brodbeck
Nick Costides
Les Ireland

$1,000 +
Rupert Barkoff
Eric Bernstein
Shelley Goodman
Robert E. Mason
Andrew Sohn
John E. Walker
Dan & Laura Webber

$500 +
Tom & Kristin Clyde
David & Clarissa Elzinga
Kevin & Staci Lynch

$100 +
Dani Ayers
Sue-Ann Dunlop
Ann Elliott
Kathleen Flynn
Len Al Haas
Patty & Tim Russart
Ben & Amanda Sellers
ToolBank tools are most commonly put to use by volunteers under blue skies. What happens when the skies turn grey? Communities stricken by disaster events have a superlative need for tools, as homeowners and charitable organizations rush to aid those affected. Such a resource is ready at hand when there’s a ToolBank nearby. But what about communities without a ToolBank?

Enter ToolBank Disaster Services, a 53-foot long retrofitted NASCAR car hauler filled with standard ToolBank’s inventory, with a focus on demolition and mud removal. The TDS mobile unit deployed nine times in 2014 for both grey sky events in AR, NE, and MI, as well as blue sky (non-disaster) events across the country, loaning nearly $116,000 in tools. Each time, the mobile unit was generously delivered at no cost and on time by UPS. Each deployment took place under the watchful eye of TDS Director Matt Walenciak, who ensured that every glove and rake was ready on demand - and returned for future use.

With only one year of operations under its belt, ToolBank Disaster Services is already changing the disaster response and recovery landscape. When disaster response organization All Hands Volunteers was asked to lead the volunteer effort after twin tornadoes struck the town of Pilger NE in June 2014, a call to ToolBank USA was among their first actions. ToolBank USA sent the 53-foot mobile unit to the village and positioned it right next to the All Hands Volunteer Reception Center. Volunteers checked in, joined an All Hands team, received their ToolBank tools, and immediately got to work. Over the two-week deployment in Pilger, ToolBank Disaster Services equipped 2,943 All Hands-led volunteers with tools. Volunteers worked on 35 houses and removed debris in over three-quarters of the village. The total value of the tools borrowed was $44,864, at zero cost to the affected community — or to All Hands Volunteers.
Building a ToolBank takes a team of true believers: believers who envision a better community, and believers in the ToolBank promise. The Houston Community ToolBank board of directors is comprised of compassionate individuals who carved out the time and resources to build something from nothing to help Houston’s charities conduct bigger and more ambitious projects. The creation of a ToolBank is not without unforeseen hurdles along the way, times when those involved wondered whether they would actually reach Opening Day. But the stalwart local leaders, in partnership with ToolBank USA, kept pushing forward. Finally, on October 28th, 2014, the Houston ToolBank team, along with over 200 guests, celebrated their Grand Opening with a mixture of excitement and pride.

In true Texas style, the Houston ToolBank aimed high. From vivid signage to whimsical games, the warehouse was full of tool-inspired activities. “When the Houston Community ToolBank officially rolled up our doors to the community, it was an overwhelming experience,” says Jon-Michael Laboski, Executive Director. “To see a vision come to fruition and be a part of a day that was more than two years in the making is a true testament to the work of the board of directors.”

Through a colocation with Rebuilding Together and other strategic outreach opportunities, they have hit the ground running. Both the local team and ToolBankers everywhere share in the satisfaction of the fifth ToolBank in the country, and the first ToolBank in Texas.
ToolBank USA celebrated the creation of ToolBanks in Baltimore and Cincinnati with a redoubled focus on replication, launching efforts to create four new affiliates in Houston, Phoenix, Richmond VA and Portland OR. Yet the opportunity of a fifth affiliate proved irresistible when a handful of ToolBankers relocated to the Windy City, immediately taking up the fight for a Chicago ToolBank.

Half of the respondents to an online survey pertaining to Chicagoland nonprofits indicated that their specific organization was not adequately equipped with tools for current projects. Further, 92% indicated that they were likely to tackle more and larger projects if they had access to ToolBank tools.

An energetic meeting of community leaders hosted at the office of Chicago Cares in the spring of 2013 further cemented local interest. Representatives from UPS, Home Depot, Stanley Black & Decker, and ADP served as the nucleus of the leadership team around which a dozen additional directors were assembled. On January 16, 2014, the Chicago Community ToolBank held its first board meeting, led by ADP’s Stacy McDonald as board president (pictured center, back row). The approval of charter documents created ToolBank USA’s tenth affiliate, and the local leadership team immediately tackled the next stage of ToolBank standup: the acquisition of resources to hire an executive staffer, secure a facility, and fill it with the signature ToolBank blue tools.
With five years of feverish replication efforts underway, ToolBank USA leadership was ready to take stock of accomplishments, and set a clear and deliberate course for the next few years. In January 2014, ToolBank USA convened nearly two dozen leaders from around the ToolBank network in Atlanta to hammer out a three-year strategic plan, with the help of an outside facilitator. The plan focused on improving infrastructure, clarifying the roles of ToolBank USA and its affiliates, defining the ToolBank brand and message, and establishing formal feedback loops.

The plan signaled a deliberate pivot from the ‘top-down’ organizational dynamic required during the replication process, and began to build upon the growing community of ToolBank experts across the country. One exciting expression of the dynamic shift was the creation of four national committees, in which any ToolBank staffer or board member could serve. The efforts of these committees quickly began to yield fruit in the form of more relevant policy, improved fundraising and operational practices, and a vastly stronger ToolBank brand. It was also at the 2014 strategic planning session that ToolBankers forged the ToolBank vision: ‘The end of tool scarcity for America’s volunteers’.
TOOLBANK USA HOSTS FIRST ANNUAL EVENT FOR AFFILIATE EXECUTIVE STAFF

Acknowledging the critical role of the affiliate executive director as it pertains to the efficacy of a ToolBank, ToolBank USA created a special event just for that cohort. In August 2014, ToolBank USA held the first Executive Director Rally, convening the executive directors of all ToolBanks in Baltimore for a few days of intensive training, sharing of best practices, and policy development—and a great deal of camaraderie among colleagues. The ToolBank executives also collaborated with ToolBank USA to conduct a gap analysis that validated the goals of the three-year strategic plan, and delivered specific charges to each of the national committees.

The annual Executive Directors’ Rally is now a treasured event on the ToolBank network calendar, and is a strong example of ToolBank USA’s commitment to ensuring close alignment between the actions of the national organization and its affiliates.

2014 HIGHLIGHTS

Baltimore, MD
2014 BOARD OF DIRECTORS

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President
Vice President / CIO
UST Global

Shelley Goodman
Vice President
Vice President - Sales Operations
AT&T

John E. Walker
Secretary
Vice President, Marketing Communications
Syniverse Technologies

Les H. Ireland
Treasurer

Rupert Barkoff
Attorney, Partner
Kilpatrick Townsend and Stockton LLP

Eric Bernstein
VP, Marketing and Product Development
Ames True Temper

Nick Costides
Immediate Past President
United Parcel Service
Information Technology Executive

Robert E. Mason
Chief Executive Officer
REM Enterprise Solutions

Timothy Perra
Vice President of Communications
Stanley Black & Decker

Andrew Sohn
Senior VP, Technology Strategies
Bank of America

Heidi Thompson
Vice President of Learning
The Home Depot

Bob Toupin
Vice President / CIO
BlueLinx Corporation
## 2014 FINANCIALS

### TOOLBANK USA, INC.
**STATEMENT OF FINANCIAL POSITION**
**DECEMBER 31, 2014**

#### ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Unrestricted Net Assets</th>
<th>Temporarily Restricted Net Assets</th>
<th>Total Net Assets</th>
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</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$114,236</td>
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<tr>
<td>Pledges receivable</td>
<td>181,500</td>
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<tr>
<td>Due from affiliates</td>
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<tr>
<td>Other receivables</td>
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<td>Inventory</td>
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<tr>
<td>Fixed assets, net</td>
<td>215,830</td>
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<tr>
<td><strong>Total assets</strong></td>
<td>$1,075,045</td>
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### LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Unrestricted Net Assets</th>
<th>Temporarily Restricted Net Assets</th>
<th>Total Net Assets</th>
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<tbody>
<tr>
<td>Accounts payable</td>
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<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$1,075,045</td>
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### TOOLBANK USA, INC.
**STATEMENT OF ACTIVITY**
**FOR THE YEAR ENDED DECEMBER 31, 2014**

<table>
<thead>
<tr>
<th>Description</th>
<th>Unrestricted Net Assets</th>
<th>Temporarily Restricted Net Assets</th>
<th>Total Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Support and revenue:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$1,624,085</td>
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<td>$1,624,085</td>
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<tr>
<td>Interest income</td>
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<td>38</td>
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<td><strong>Total support and revenues</strong></td>
<td>1,624,123</td>
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<td>1,624,123</td>
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<tr>
<td>Net assets released from restriction</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>
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<td>(200,000)</td>
<td>1,624,123</td>
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<tr>
<td>Expenses:</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Program</td>
<td>1,266,427</td>
<td></td>
<td>1,266,427</td>
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<tr>
<td>General and administrative</td>
<td>201,336</td>
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<td>201,336</td>
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<tr>
<td>Fundraising</td>
<td>80,913</td>
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<td>80,913</td>
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<tr>
<td><strong>Total expenses</strong></td>
<td>1,548,676</td>
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<td>1,548,676</td>
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<tr>
<td>Increase (decrease) in net assets</td>
<td>275,447</td>
<td>(200,000)</td>
<td>75,447</td>
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<tr>
<td><strong>Net assets, beginning of year</strong></td>
<td>792,115</td>
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<td>982,115</td>
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<tr>
<td><strong>Net assets, end of year</strong></td>
<td>$1,067,562</td>
<td>$</td>
<td>$1,067,562</td>
</tr>
</tbody>
</table>

*Extracted tables from 2014 audit conducted by Habif, Arogeti & Wynn*
*For the full 2014 audit report, please visit www.toolbank.org*
## 2014 FINANCIALS (CONTINUED)

**TOOLBANK USA, INC.**
**STATEMENT OF FUNCTIONAL EXPENSES**
**FOR THE YEAR ENDED DECEMBER 31, 2014**

<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>$ 414</td>
<td>$ -</td>
</tr>
<tr>
<td>Bank service charges</td>
<td>-</td>
<td>99</td>
<td>-</td>
</tr>
<tr>
<td>Computer equipment and software</td>
<td>7,500</td>
<td>36,500</td>
<td>7,500</td>
</tr>
<tr>
<td>Depreciation</td>
<td>144,744</td>
<td>7,606</td>
<td>-</td>
</tr>
<tr>
<td>Direct program costs</td>
<td>598,981</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Dues and subscriptions</td>
<td>-</td>
<td>4,493</td>
<td>-</td>
</tr>
<tr>
<td>Insurance</td>
<td>-</td>
<td>5,339</td>
<td>-</td>
</tr>
<tr>
<td>Miscellaneous administrative</td>
<td>-</td>
<td>9,709</td>
<td>-</td>
</tr>
<tr>
<td>Office rent</td>
<td>120,000</td>
<td>45,297</td>
<td>21,125</td>
</tr>
<tr>
<td>Office expenses</td>
<td>-</td>
<td>3,014</td>
<td>-</td>
</tr>
<tr>
<td>Payroll and benefits</td>
<td>279,559</td>
<td>67,893</td>
<td>51,918</td>
</tr>
<tr>
<td>Professional services</td>
<td>54,713</td>
<td>21,277</td>
<td>-</td>
</tr>
<tr>
<td>Travel</td>
<td>51,956</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Utilities</td>
<td>2,174</td>
<td>725</td>
<td>362</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$ 1,266,427</td>
<td>$ 201,336</td>
<td>$ 80,913</td>
</tr>
</tbody>
</table>

Extracted tables from 2014 audit conducted by Habif, Arogeti & Wynn
For the full 2014 audit report, please visit www.toolbank.org