

TOWER FAMILY FOUNDATION
2019 ANNUAL REPORT

Providing Support
by Standing Together



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The Tower Industry Family Support Charitable Foundation (Tower Family Foundation), a 501(c) (3) non-profit organization, has been established to help provide financial assistance to family members of a severely injured, permanently disabled, or deceased tower worker injured or killed in an accident stemming from working at heights on communication structures or other on the job related activities that tower workers are involved in on a daily basis.



February 17, 2020

Dear Tower Family Foundation Directors and Committee Members:

2019 was another impactful year for the Tower Family Foundation. Over the course of the last year, the organization has made major strides towards establishing awareness in the wireless industry marketplace regarding the resources that are available through the Foundation.

In 2019, the Foundation awarded \$295,000 in direct financial assistance to affected families. Fiscal year 2019 has been the most generous year of grant making in the Foundation's six year history. Each year, the Foundation's reach further extends through the tower communications industry. Since its inception in 2014, the Foundation has granted \$821,000 in direct financial assistance and scholarships. These generous contributions have been instrumental to the Tower Family Foundation's success and are making an indelible impact by allowing the organization to fulfill its mission of taking care of tower workers and their families.

Awareness of the Tower Family Foundation and its mission escalated throughout the industry in 2019. An outpouring of fundraising by industry groups and companies alike raised awareness and funds to support the Foundation's mission. NATE's Wireless Industry Network hosted the Second Annual Tower Family Foundation Golf Invitational and raised over \$25,000. State Wireless Associations continued their philanthropic track record of giving to the Foundation and donating proceeds from their charity fundraising events. T-Mobile also once again designated the Foundation as a benefactor of their annual National Development Tournament. Industry representatives continue to lend an outpouring of support which further solidifies the noble mission upon which the Tower Family Foundation was established.

Please find enclosed the 2019 Tower Family Foundation Annual Report. The report includes a summary of 2019 financial information, donors and beneficiaries. The 2019 Annual Report is produced because the Tower Family Foundation recognizes that communication and transparency involving all Foundation-related activities is paramount in order to continue to fulfill the organization's mission.

Thank you again for your service and dedication to the organization.

Sincerely,



Jim Tracy, President

TOWER FAMILY FOUNDATION

Board of Directors

The Directors serving on the Foundation Board include Foundation President Jim Tracy, CEO of Legacy Telecommunications, LLC in Gig Harbor, Washington; Foundation Vice President Jim Coleman, AT&T National Tower Safety Manager in Pelham, Alabama; Cliff Barbieri, Owner and Founder of Advanced Tower Services, Inc. in Albuquerque, New Mexico; Craig Lekutis, President of Wireless Estimator, Inc. in Margate, Florida; and Victor Drouin, President of Green Mountain Communications, Inc. in Pembroke, New Hampshire.

Jim Coleman



Craig Lekutis



Jim Tracy



Cliff Barbieri



Victor Drouin



TOWER FAMILY FOUNDATION

Advisory Committee Members

The individuals who currently serve on the Foundation's Advisory Committee include Committee Chairman Cliff Barbieri, Owner and Founder of Advanced Tower Services, Inc. in Albuquerque, New Mexico; Todd Schlekeway, Executive Director of the National Association of Tower Erectors in Watertown, South Dakota; Victor Drouin, President of Green Mountain Communications, Inc. in Pembroke, New Hampshire; Karen Kyman, President of Precision Communications, Inc. in Grove, Oklahoma; John D. Talley, Vice President of Talley, Inc. in Santa Fe Springs, California; Greg Burbage, PE, in Summerville, South Carolina and Paul Foster, Co-owner and CEO of Vinculumns Services, LLC. Additionally, Don Evans, an attorney at Fletcher, Heald & Hildreth in Arlington, Virginia serves as special counsel and advisor to the Committee.

John D. Talley



Greg Burbage



Cliff Barbieri



Victor Drouin



Paul Foster



Todd Schlekeway



Karen Kyman



Don Evans



TOWER FAMILY FOUNDATION

Endowment Committee Members

The individuals who currently serve on the Foundation's Endowment Committee include Committee Chairman Jim Tracy, President of Legacy Telecommunications, LLC in Gig Harbor, Washington; Paula Nurnberg, Chief Operating Officer of NATE; Wade Collins, Director of Business Development at Flash Technology in Franklin, Tennessee; Willie Goldman, Telecom Business Development Manager of GME Supply Co in Columbia, Missouri; and Monica Vink, Digital Marketing & Communications Manager at PerfectVision in Little Rock, Arkansas.

Paula Nurnberg



Willie Goldman



Jim Tracy



Wade Collins



Monica Vink



Second Annual Tower Family Foundation Golf Invitational Boasts Successful Fundraising

The Second Annual Tower Family Foundation Golf Invitational powered by NATE's Wireless Industry Network was held on February 7 at the Cowboys Golf Club in Grapevine, Texas. The Invitational featured an 18-hole round of golf following a 4 person scramble (best ball) format. Over 130 golfers participated in the Chari-Tee golf event which raised over \$25,000 to benefit tower industry workers and their families. The Tower Family Foundation Golf Invitational is made possible due to the support of companies in the wireless industry who step up to the tee as sponsors and participants.



Tower Family Foundation Benefits from T-Mobile's 6th Annual Invitational Golf Tournament



T-Mobile hosted its 6th Annual Invitational Golf Tournament on Wednesday, July 24 in Newcastle, Washington. At the event, T-Mobile and the event's 41 industry sponsors continued their generous track record by presenting \$235,000 directly to the Tower Family Foundation (TFF). Funds

totaling upward of \$1 million have now been distributed to TFF and Warriors4Wireless through the tournament's six years of raising money.

The annual event, organized and managed by T-Mobile's Planning, Procurement & Development Team was held at The Golf Club at Newcastle's Coal Creek Course, a renowned golf course in the Pacific Northwest. The property is framed by stunning, panoramic views of Lake Washington, Mt. Rainier, the Olympic and Cascade Mountains, and the Seattle skyline.

"Strong networks build strong communities - this requires constant expansion of our network infrastructure," said T-Mobile Senior Vice President Mike Simpson. "We achieve this by working with highly trained and professional tower crews. We are honored to support these workers and their families through the Tower Family Foundation and Warriors4Wireless."

"All I can say is wow," stated Tower Family Foundation President Jim Tracy from Gig Harbor, Washington. "This golf event continues to embody the generosity of the industry due to the philanthropic spirit of T-Mobile and top sponsors like Crown Castle, Ericsson, Vertical Bridge and many other prominent companies. The Tower Family Foundation is humbled to continue to be a benefactor of this amazing event. We are also committed to being great stewards of this contribution as more than 97 cents of every dollar donated goes directly to industry workers and their families during times of need," added Tracy, who was on hand at the event.



Tower Family Foundation Benefits from GME Supply Co's "Climb Higher" T-shirt Campaign



In January 2019, GME Supply Co launched a "Climb Higher" Limited Edition T-shirt Campaign to raise funds for the Tower Family Foundation. A total of 1,321 t-shirts were sold in 2019 and \$22,800 raised. This campaign offered a great way for individuals and companies in the industry to show support for the tower climbing community. All proceeds raised are being granted to the Tower Family Foundation.

"This limited edition t-shirt allows individuals and companies to not only show their tower climber pride, but also make a difference in the lives of affected families," Alex Giddings, Marketing Manager for GME Supply Co said.



"The Tower family Foundation is incredibly grateful for GME Supply Co's generosity," stated Tower Family Foundation Endowment Committee Member Paula Nurnberg. "GME Supply Co continues to demonstrate the compassionate and supportive spirit of the industry. The Tower Family Foundation appreciates being a benefactor of this remarkable campaign that allows everyone in the industry to participate. We are committed to being noble stewards of this contribution as more than 97 cents of every dollar donated goes directly to industry workers and their families during times of need," added Nurnberg.

Tower Family Foundation Receives Enormous Support from Industry Companies and State Wireless Associations Throughout 2019

Throughout 2019, several State Wireless Associations designated the Tower Family Foundation as the benefactor of their golf or other fundraising events. The following State Wireless Associations graciously donated to the Foundation in 2019: Arkansas Oklahoma Wireless Association, Colorado Wireless Association, Maryland DC Wireless Association, Michigan Wireless Association, Minnesota State Wireless Association, Missouri Kansas Wireless Association, Nebraska Iowa Wireless Association, and Texas State Wireless Association.

Industry companies followed suit by raising funds for the Tower Family Foundation. On August 29, Avalon Test Equipment held their inaugural Charity Golf Tournament at the San Juan Hills Golf Club in San Juan Capistrano, California. The Golf Tournament named the Tower Family Foundation as one of their 2019 benefactor. Tournament proceeds totaling \$12,000 were donated to the Foundation.

In October, the fifth annual Talley CONNECT event was held at Talley Inc.'s headquarters in Los Angeles, California. Event registration proceeds totaling \$25,000 from the event were donated to the Tower Family Foundation. Talley Executive Vice President and Tower Family Foundation Advisory Committee member, John D. Talley noted to Inside Towers, "It is our pleasure, here at Talley, to partner with the Tower Family Foundation. We are more than proud to support the families of our selfless industry tower climbers who brave unimaginable heights every day."

Fellow Advisory Committee member and Executive Director of the National Association of Tower Erectors (NATE), Todd Schlekeway, replied, "Our ongoing partnership with Talley is deeply appreciated. Our Foundation completely relies on the compassion of our industry peers and it is through exposure like Talley CONNECT that we are able to enhance awareness to all."

2019 TOWER FAMILY FOUNDATION

Financial Information

Enclosed for your review is the Tower Family Foundation's Balance Sheet as of December 31, 2019; Profit & Loss through December 31, 2019; a list of all donations received in 2019; and a list of 2019 grant beneficiaries and scholarship recipients.

Tower Family Foundation Balance Sheet As of December 31, 2019

	<u>Dec 31, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
GWB - Checking	221,940.67
GWB - Money Market	1,020,734.51
Total Checking/Savings	<u>1,242,675.18</u>
Accounts Receivable	
Accounts Receivable	30,000.00
Total Accounts Receivable	<u>30,000.00</u>
Total Current Assets	<u>1,272,675.18</u>
TOTAL ASSETS	<u>1,272,675.18</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	2,893.69
Total Accounts Payable	<u>2,893.69</u>
Total Current Liabilities	<u>2,893.69</u>
Total Liabilities	2,893.69
Equity	
Unrestricted Net Assets	988,319.49
Net Income	281,462.00
Total Equity	<u>1,269,781.49</u>
TOTAL LIABILITIES & EQUITY	<u>1,272,675.18</u>

Tower Family Foundation
Profit & Loss
January through December 2019

	<u>Jan - Dec 19</u>
Income	
Direct Public Support	
Corporate Contributions	548,204.13
In Memory of Bill Carlson	21,920.00
Individ, Business Contributions	11,038.00
Total Direct Public Support	<u>581,162.13</u>
Interest Income	4,216.88
Promotional Items	50.00
Shipping	9.97
Total Income	<u>585,438.98</u>
Cost of Goods Sold	
Cost of Goods Sold - Shipping	13.17
Total COGS	<u>13.17</u>
Gross Profit	585,425.81
Expense	
Bank Fees	2,765.67
Business Expenses	
Business Registration Fees	10.00
Total Business Expenses	<u>10.00</u>
Contract Services	1,124.75
Donations	295,000.00
Operations	
Design/Creative Services	239.62
Postage, Mailing Service	2,761.28
Printing and Copying	849.88
Supplies	624.24
Telephone, Telecommunications	33.10
Website	159.75
Total Operations	<u>4,667.87</u>
Travel and Meetings	
Conference, Convention, Meeting	395.52
Total Travel and Meetings	<u>395.52</u>
Total Expense	<u>303,963.81</u>
Net Income	<u><u>281,462.00</u></u>



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