

TOWER FAMILY FOUNDATION
2020 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 16, 2021

Dear Tower Family Foundation Directors and Committee Members:

2020 was an unprecedented year. The onset of the global COVID-19 pandemic created a challenging environment for individuals and companies alike. Even amidst a year filled with unparalleled uncertainty, industry workers and companies contributed over \$610,000 to the Foundation.

In 2020, the Foundation awarded \$211,250 in direct financial assistance to affected families. Each year, the Foundation's reach further extends through the tower communications industry. In November, the Foundation announced that it had eclipsed the \$1 million of giving milestone. Since its inception in 2014, the Foundation has granted \$1,032,250 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.

Throughout 2020, the Foundation experienced an overwhelming philanthropic response. With many of the traditional avenues of fundraising being inaccessible due to the COVID-19 pandemic, supporters were creative in their fundraising efforts. T-Mobile hosted the "Un-Tourney" in lieu of their traditional annual golf invitational. With funds raised from the event, T-Mobile pledged to distribute a staggering \$310,000 to the Foundation which boosted their total giving to over \$900,000.

In a year of unknowns, the Foundation was extremely grateful for the support that allowed it to provide a known and reliable funding bridge for industry workers and their families in their time of need. Please find enclosed the 2020 Tower Family Foundation Annual Report. The report includes a summary of 2020 financial information, donors and beneficiaries. The 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 Foundation.

Sincerely,



Victor Drouin, Foundation President

TOWER FAMILY FOUNDATION

Board of Directors

The Directors serving on the Foundation Board include Foundation President Victor Drouin, President of Green Mountain Communications, Inc. in Pembroke, New Hampshire; Foundation Vice President Jim Coleman, AT&T National Tower Safety Manager in Pelham, Alabama; Foundation Secretary/Treasurer Craig Lekutis, President of Wireless Estimator, Inc. in Margate, Florida; Cliff Barbieri, Owner and Founder of Advanced Tower Services, Inc. in Albuquerque, New Mexico; Bernard Borghei, Executive Vice President of Operations and Co-Founder of Vertical Bridge REIT in Boca Raton, Florida; and Eric Chase, Chief Executive Officer at ENERTECH in New Braunfels, Texas.



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, President & CEO of NATE: The Communications Infrastructure Contractors Association 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, President of Operations, West at QualTek Wireless in Walnut Creek, California. Additionally, Don Evans, an attorney at Fletcher, Heald & Hildreth in Arlington, Virginia serves as special counsel and advisor to the Committee.



Cliff Barbieri



Todd Schlekeway



Victor Drouin



Karen Kyman



John D. Talley



Greg Burbage



Paul Foster



Don Evans

TOWER FAMILY FOUNDATION

Endowment Committee Members

The individuals who currently serve on the Foundation's Endowment Committee include Committee Chairman Bernard Borghei, Executive Vice President of Operations and Co-Founder of Vertical Bridge REIT in Boca Raton, Florida; Paula Nurnberg, Chief Operating Officer of NATE: The Communications Infrastructure Contractors Association, in Watertown, South Dakota; Jim Tracy, CEO of Legacy Telecommunications, LLC in Gig Harbor, Washington; Wade Collins, Director of Business Development at Flash Technology in Franklin, Tennessee; Monica Vink, Digital Marketing & Communications Manager at PerfectVision in Little Rock, Arkansas; Shylesh Moras, SVP-Operations, Development & IT at Phoenix Tower International in Boca Raton, Florida; and Andrew Haldane, Co-Founder and CEO of Tower Engineering Professionals, Inc. in Raleigh, North Carolina.



"Rise and Climb"

Limited Edition Prints Released for Sale



"Rise and Climb"
by Joanne Shellan

While the one and only original "Rise and Climb" painting was sold at live auction during NATE UNITE 2020, this amazing tower art is available for purchase to hang in your office, lobby or home. Many of these prints are on display in the headquarters of all the major influencers in the wireless infrastructure business.

The "Rise and Climb" Limited Edition, Lithographic Prints originally debuted at NATE UNITE 2020 and are available for purchase on the Foundation website. The "Rise and Climb" prints are signed and numbered by the artist and are suitable for framing.

The work of Tower Art is the second in the series and was actually conceived when a Tower Climber snapped a still photo of his partner at the beginning of a day at work. This theme was developed and presented to famed artist Joanne Shellan as a commissioned project. Joanne Shellan is a renowned artist who has garnered attention from collectors, galleries and exhibitions. Her awards include selection to represent Washington State in the Governor's Mansion and almost two dozen solo shows.

Joanne did a remarkable job of capturing the sunrise colors and the energy that a climber experiences at the start of a fresh day. Toward the end of the painting's completion, the commissioner named the painting "Rise and Climb" based upon the knowledge of what it really feels like to ascend a tower in good weather.

Silent Auction Benefiting the Tower Family Foundation held at NATE UNITE 2020

The Tower Family Foundation Silent Auction was held in conjunction with the annual NATE UNITE conference and exposition in Raleigh, North Carolina. This event coupled with the live auction of the original "Rise and Climb" painting generated \$32,650 in proceeds for the Foundation. Donated silent auction items included:

- A 2-day quail/pheasant hunt at Pine Creek Sporting Club in Okeechobee, Florida donated by the Stoops Family Foundation;
- Golf for four at the East Lake Golf Club in Atlanta, Georgia donated by McGriff Insurance Services;
- A Petit Le Mans racing experience for four donated by Vertical Bridge and Parker Chase Racing;
- A Wireless Training Package from Safety LMS;
- Four tickets for the NAB Suite and parking at the Washington Nationals vs. Cincinnati Reds game at Nationals Park donated by NAB;
- A Bayou Charters deluxe, one-day fishing charter with lodging for four people donated by MILLERCO; and
- A Cast and Blast for four with champion goose caller Shane Moon donated by Legacy Telecommunications, LLC.

The original "Rise and Climb" painting along with the accompanying prints were donated to the Foundation by Jim and Sarah Tracy.



Tower Family Foundation Benefits from T-Mobile's Generous Un-Tourney Sponsorship



T-Mobile donated a staggering \$310,577.37 to the Tower Family Foundation (TFF) resulting from the Un-carrier's 7th Annual Golf Invitational – a record-setting success for 2020 achieved without actually holding a physical event.

The 2020 Un-Tourney was sponsored by T-Mobile's Chief Procurement Officer & Senior Vice President Mike Simpson and his Procurement & Supply team. With 24 wireless industry sponsors for 2020, total proceeds distributed to TFF since 2014 now exceed \$900,000.

"My team and our wireless industry corporate sponsors look at the golf tournament as a labor of love," said Simpson. "Our focus is on TFF and Warriors4Wireless – two non-profit organizations that provide great services to the men and women that build and maintain America's largest 5G network. With more than \$1.8 million provided since 2014, we're already excited about 2021's 8th annual tournament."

"Words alone don't express how humbled and grateful our organization is in being a benefactor of a contribution this size," stated Tower Family Foundation President Victor Drouin from Pembroke, New Hampshire. "Through these monies, T-Mobile and the Un-Tourney sponsoring companies demonstrated a philanthropic, generous spirit that has become a hallmark of the wireless industry. As a benefactor, the Tower Family Foundation is continuing its great stewardship of these funds as more than 97 cents of every dollar donated goes directly to industry workers and their families during times of need," Drouin added.

In addition to T-Mobile, the 2020 Un-Tourney sponsors include:

Airwavz Solutions
American Tower Corporation
APC Towers
B+T Group
Blue Sky Tower Partners LLC
Branch
Cisco
Crown Castle
Eco-Site
Enertech Holdings
Insite Wireless Group
KGPCo

MasTec Network Solutions
Mobilitie
NWS
Pyramid Network Services, LLC
Qualtek Wireless
SBA Communications Corporation
Skyway Towers
SmartLink
SureSite
Tellworks Logistics
Tillman Infrastructure
Vertical Bridge

Tower Family Foundation Eclipses \$1 Million Milestone of Support to Tower Workers and Families

In December, the Tower Family Foundation announced that the organization had surpassed the \$1 million of giving milestone. Since its inception only six years ago, the Tower Family Foundation has awarded a total of \$1,032,250 in donations and scholarships to eligible tower workers and their families, officially exceeding the \$1 million threshold of philanthropy.

"Since the very beginning, the Tower Family Foundation has stayed true to our organization's core mission of providing financial support to industry workers and families in the aftermath of on the job accidents and during emergency circumstances," said President Victor Drouin from Pembroke, New Hampshire. "It is extremely gratifying that our organization's financial resources have provided a helping hand to workers and families during times of immense need. Workers and families are not alone when confronted with these circumstances and the Foundation looks forward to continue to fulfill our support role moving forward," Drouin added.



2020 TOWER FAMILY FOUNDATION

Financial Information

Enclosed for your review is the Tower Family Foundation's Statement of Financial Position, Statement of Financial Income and Expense, a list of all donations received in 2020, and a list of 2020 grant beneficiaries and scholarship recipients.

Tower Family Foundation Statement of Financial Position As of December 31, 2020

	Dec 31, 20	Dec 31, 19
ASSETS		
Current Assets		
Checking/Savings		
GWB - Checking	453,954.77	221,940.67
GWB - Money Market	1,224,476.86	1,020,734.51
Total Checking/Savings	1,678,431.63	1,242,675.18
Accounts Receivable		
Accounts Receivable	0.00	30,000.00
Total Accounts Receivable	0.00	30,000.00
Total Current Assets	1,678,431.63	1,272,675.18
TOTAL ASSETS	1,678,431.63	1,272,675.18
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	2,535.23	2,893.69
Total Accounts Payable	2,535.23	2,893.69
Total Current Liabilities	2,535.23	2,893.69
Total Liabilities	2,535.23	2,893.69
Equity		
Unrestricted Net Assets	1,269,781.49	988,319.49
Net Income	406,114.91	281,462.00
Total Equity	1,675,896.40	1,269,781.49
TOTAL LIABILITIES & EQUITY	1,678,431.63	1,272,675.18

Tower Family Foundation
Statement of Financial Income and Expense
January through December 2020

	Jan - Dec 20	Jan - Dec 19
Income		
Auction Sales	32,650.00	0.00
Direct Public Support		
Corporate Contributions	561,611.26	548,204.13
In Memory of Bill Carlson	0.00	21,920.00
Individ, Business Contributions	15,741.00	11,038.00
Total Direct Public Support	577,352.26	581,162.13
Interest Income	3,742.35	4,216.88
Promotional Items	6,400.00	50.00
Shipping	740.02	9.97
Total Income	620,884.63	585,438.98
Cost of Goods Sold		
Cost of Goods Sold - Shipping	93.86	13.17
Total COGS	93.86	13.17
Gross Profit	620,790.77	585,425.81
Expense		
Bank Fees	1,302.44	2,765.67
Business Expenses		
Business Registration Fees	0.00	10.00
Total Business Expenses	0.00	10.00
Contract Services	603.75	1,124.75
Donations	210,000.00	295,000.00
Miscellaneous Expense	11.75	0.00
Operations		
Design/Creative Services	0.00	239.62
Postage, Mailing Service	1,149.01	2,761.28
Printing and Copying	263.06	849.88
Supplies	0.00	624.24
Telephone, Telecommunications	0.00	33.10
Website	95.85	159.75
Total Operations	1,507.92	4,667.87
Scholarships	1,250.00	0.00
Travel and Meetings		
Conference, Convention, Meeting	0.00	395.52
Total Travel and Meetings	0.00	395.52
Total Expense	214,047.59	303,963.81
Net Income	406,114.91	281,462.00



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