

The
Story
of your
Foundation



Gratitude Report 2012-2017



Since its inception,
Binc has granted over
\$6.5 million to support more
than 7,310 individuals and
families through some of
life's toughest challenges.





Lori



Anne

Dear friends,

There is something magical about books and bookstores. Within a bookstore's four walls, there is discovery, connection, adventure and understanding. An author creates fictional people and places, or an essayist changes perceptions, complex ideas are explained, and common ground is reached, all through books put into the hands of readers by those who work at the bookstore. Author to publisher to bookseller – these are the conduits who bring those works to the people who love them.

We support Binc as leaders of the Board of Directors because we understand the importance of booksellers to the ecosystem of ideas. We also understand that hardships arise for everyone at some point, and can often be devastating for those whose work doesn't afford long-term savings or options to fall back on. Between us, we have many years of work within bookselling and publishing and we've grown to love the collegial nature of this industry. We are fortunate to work in this business, and Binc is a way to use that good fortune to help others when times are rough. Assistance from Binc can keep a bookseller in their job, keep a family in their home, make medical bills more manageable, or lower the cost of college. With the help of supporters, we help booksellers and their dependents reach goals, stabilize and improve their lives, and become better, smarter book people.

We are both so very proud of the strides Binc has made in the past year to help more booksellers and to bring together all facets of the book world in order to create an organization that is sustainable, responsive, and effective. We are grateful for the support of our Ambassadors, our publisher partners and the donations of many stores, booksellers and individuals who care about ensuring a strong, diverse and vibrant bookselling community. Thanks to all who have helped Binc reach so many of our goals over the past year. We look forward to continuing our partnership with you to strengthen the safety net of services that support those who make the magical world of bookstores possible.

Lori & Anne

Lori Tucker-Sullivan
Board President

Anne Kubek
Board Chair

message from your board leadership

Janet,

*Bookseller in
Athens, Ga.*

Meet Janet, owner of Avid Bookshop, whose dream of growing her business seemed in jeopardy when she was diagnosed with a painful disease that required surgery. She explains: “Even with what my insurance covered, what I had to pay for my surgery was more than I made in a year!” Overwhelmed, she turned to Binc. “Binc was like having a buddy on my side,” she said. “Not only did they pay for some of my medical bills, they guided me through negotiating medical costs and virtually held my hand through the whole experience.”



Binc Beginnings

More than twenty years ago, a handful of passionate book lovers from Borders Group created a foundation to support each other. Today, The Book Industry Charitable (Binc) Foundation has grown to help bookstore employees and owners across the nation who encounter unexpected financial crises. The Binc Foundation works to keep book people in their homes, in their jobs, and with their families— stabilizing the independent bookstore community.

A point of particular pride: Binc is the only 501(c)(3) in the country that is dedicated exclusively to strengthening the book industry by supporting the people who work for bookstores.





Why Booksellers?

At Binc we believe that bookstores are an essential part of sustaining vibrant communities across the nation. And the good news is, this belief is reflected in an almost 27 percent increase in independent bookstore growth between 2009 and 2015, according to the American Booksellers Association. Despite the resurgence, bookstores often run on shoestring budgets, which is why many employees are just one illness, emergency room visit, car repair or missed day of work away from a financial emergency.

Bookstore employees are dedicated to feeding people knowledge—they are educated, passionate, and profoundly committed to giving customers the books best suited to their literary desires. But, in 2012 the median income for a bookstore employee was \$13,504, with a median hourly wage of \$9.27. It's a noble occupation—to guide others toward knowledge, and these couriers of literature deserve dignity. Book people sell books because they love to share their passion.

We know that many bookstores have intimate work environments where employees feel like family, and personal setbacks can have a profound effect on the business. That's why Binc is there to be a safety net in hard times, so that book people can remain as integral parts of their communities for years to come.

Bookstores often run on shoestring budgets, which is why many employees are just one illness or major car repair away from a financial emergency.

DeAndra,

*Bookseller in
Kokomo, Ind.*

“I really haven’t found the words to describe my journey. It’s like fulfilling a life purpose,” Beard said of the last year and a half. “It’s not just, ‘I’m opening a store and I hope it goes well.’ You can see in a tangible way your life purpose unfolding right in front of you. You can’t give me money for that. If this is going to affect my community in a positive way, I know I’m doing what I’m supposed to be doing. And, being able to attend Winter Institute on a scholarship from Binc feels like the world is telling me I am doing the right thing for me and my community. I’m grateful beyond words to know I have book people supporting my vision.”



Binc Co-ambassadors

“All of us are looking for ways to feel helpful and empowered in our communities these days. We need to be a safety net for one another. Do it through Binc.”

—Author Ann Patchett

“Woof.”

—Sparky, Parnassus Books shop dog



“Booksellers are the tip of the spear in the battle to keep this a nation of readers. We need to do everything we can to safeguard and encourage book-selling. This is Binc’s mission, and one I wholeheartedly endorse.”

—Author James Patterson

2012-16 Highlights

The past five years laid a strong foundation for what was to come. Below are just a few of the more exciting accomplishments that validated our mission, supported our goals, and gave us reason to celebrate!

1.

Ann Patchett & James Patterson came on board as Binc Ambassadors!

As the owner of Parnassus Books in Nashville, Ann Patchett knows the joys and struggles of being an independent bookseller. Our inaugural ambassador has shared her time, expertise, connections and generously donated to Binc. She has whole-heartedly embraced the Foundation's mission to help improve the lives of booksellers. And in 2015 alone James Patterson donated \$2 million in holiday bonuses and grants to independent bookstore employees and school libraries. The course of the Foundation has changed because of both their support.

2.

We turned 20 years old!

On February 20, 2016 we celebrated our 20th anniversary. We spent the whole year gratefully reflecting on everyone who helped us along the way.

3.

\$324,163 was granted to booksellers and their families.

168 booksellers/families were helped with an average grant of \$1,930.

4.

\$746,576 was awarded in scholarships.

199 higher education/59 professional development.

5.

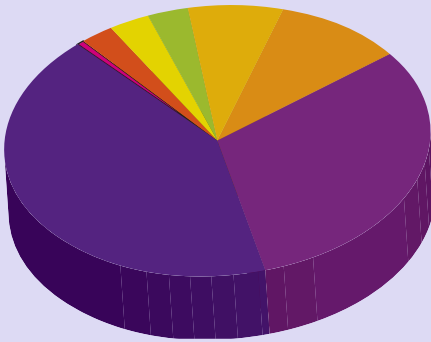
The Karl Pohrt Tribute Scholarship was created.

Karl owned and operated the Shaman Drum Bookstore in Ann Arbor, Mich. for 30 years. This scholarship is awarded to a bookseller who has overcome a learning adversity or is a non-traditional student, paying tribute to Karl's understanding that knowledge is a journey on the path to becoming our best selves and citizens of the world.

2012-2016 Financials

Financial Assistance Summary

Total assistance provided: **\$324,163**



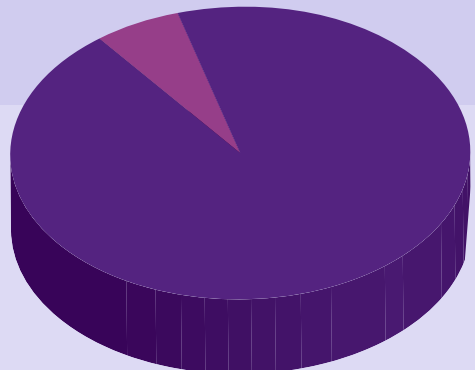
- Serious medical (58)
- Loss of household income (44)
- Homelessness prevention (20)
- Disaster (15)
- Matching grants (12)
- Utility shut-off (11)
- Funeral expenses (4)
- Domestic violence (1)

Scholarship Summary

Total scholarships funded:

\$746,576

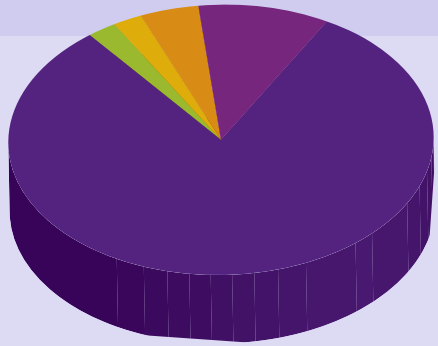
- Higher education (199)
- Professional (59)



Total Revenue:

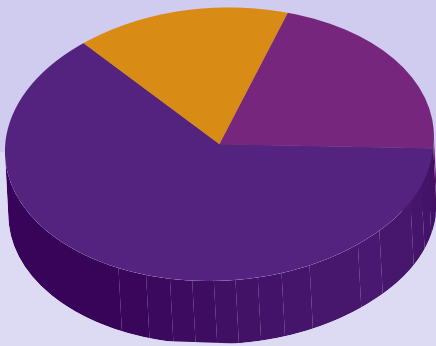
\$2,708,780

- Draws from Legacy Funds (\$1,976,773)
- Investment income (\$334,860)
- Individual/Store/Corporation contributions (\$248,879)
- In-kind contributions (\$102,572)
- Special events (\$45,696)



Expenses:

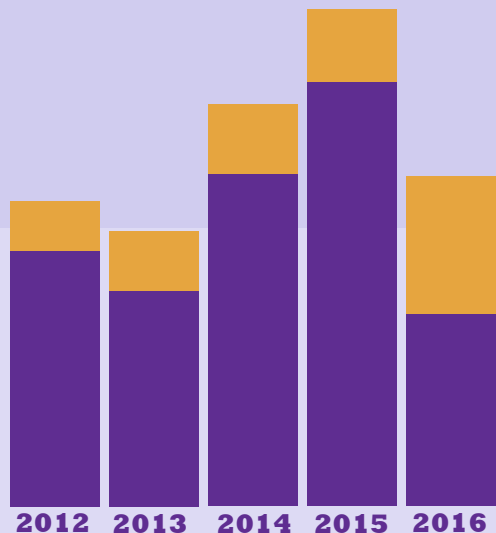
\$2,708,780



- Programs/direct (\$1,709,495)
- Mgmt./general expenses (\$565,912)
- Fundraising expenses (\$433,373)

Legacy Fund: Draws & Donations

	Draws	Donations
2012:	\$354,198	\$25,227
2013:	\$311,238	\$33,794
2014:	\$470,088	\$41,166
2015:	\$554,622	\$67,916
2016:	\$286,627	\$126,472



2017:

An UNPRECEDENTED Year

It was a year like no other: five devastating natural disasters meant record requests from affected booksellers. But, on the other hand, record giving meant we could meet—and even exceed—past giving. In fact, in 2017 NO BOOKSELLER IN NEED WAS TURNED AWAY. Your generosity helped booksellers and also enabled us to take a big step forward in becoming a sustainable organization. It was an extraordinary year indeed:

1.

Eight of the top ten publishers made commitments to help booksellers.

2.

Your early and generous support allowed us to act quickly and efficiently to help an unprecedented number of booksellers.

Publishers, distributors, authors, bookstores, and booksellers stepped up immediately with over \$58,000 in additional funds to help us meet the needs created by the natural disasters.

3.

\$234,000 was granted to 94 booksellers and their families.

More than those helped in 2015 and 2016 COMBINED.

4.

\$125,000 was awarded in scholarships.

27 higher education/16 professional development, including nine new Macmillian Diversity Scholarships.

5.

You created The Carla Gray Memorial Scholarship for Emerging Bookseller-Activists.

A beloved Houghton Mifflin Harcourt indie advocate, Carla believed that books could change people and that people change the world. This memorial fund in her honor connects on both fronts, at the intersection of books and activism.



Steve,

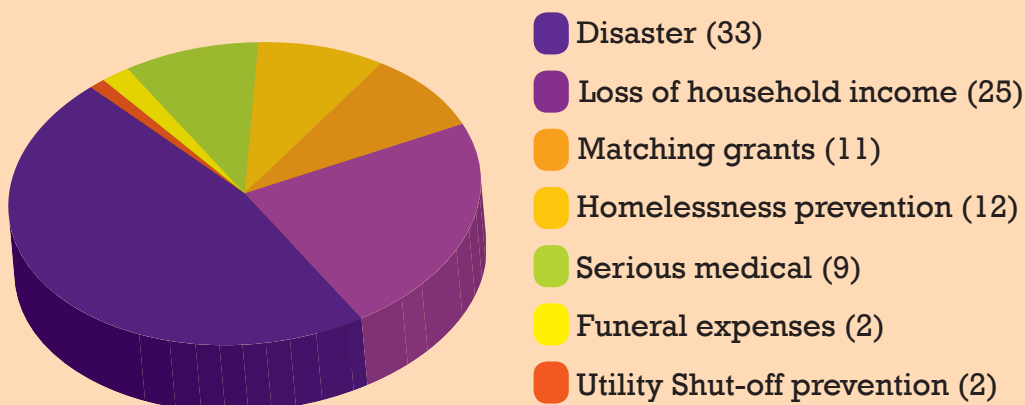
*Former
Executive
Director of
New England
Booksellers
Association*

“I’m very proud to be able to support Binc on two levels. One, our organization supports Binc because we have seen the way Binc has directly helped our bookstores and booksellers in times of need. During Hurricane Sandy we had a couple of stores that were badly flooded and Binc was right there ready to help their employees. And, I personally give each month as a sustaining donor because Binc is a great organization that is doing great work.”

2017 Financials

Financial Assistance Summary

Total assistance provided: **\$233,634**



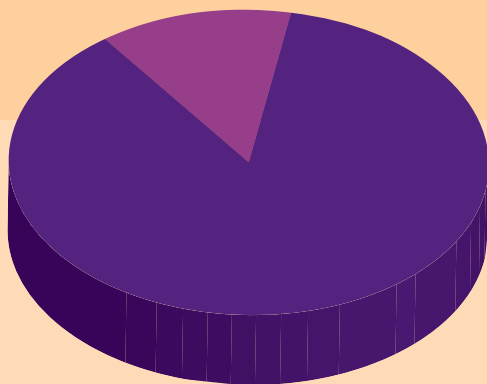
Scholarship Summary

Total scholarships funded:

\$125,000*

- Higher education (27)
- Professional development (16)

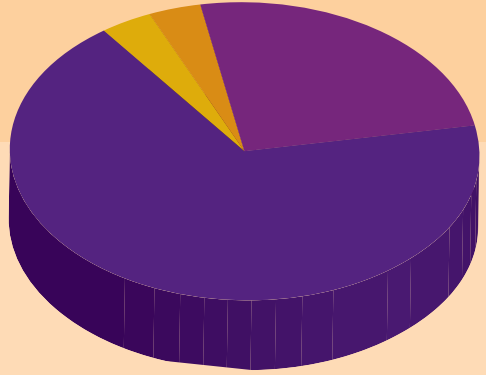
***Includes nine Macmillan Diversity Scholarships**



Total Revenue:

\$820,066

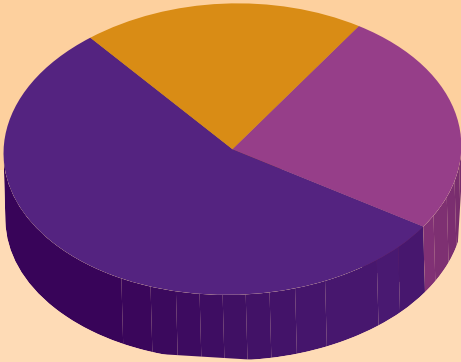
- Individual/Store/Corporation contributions (\$558,720)
- Investment income (\$204,507)
- In-kind contributions (\$28,824)
- Draw from Legacy Funds (\$28,015)



Expenses:

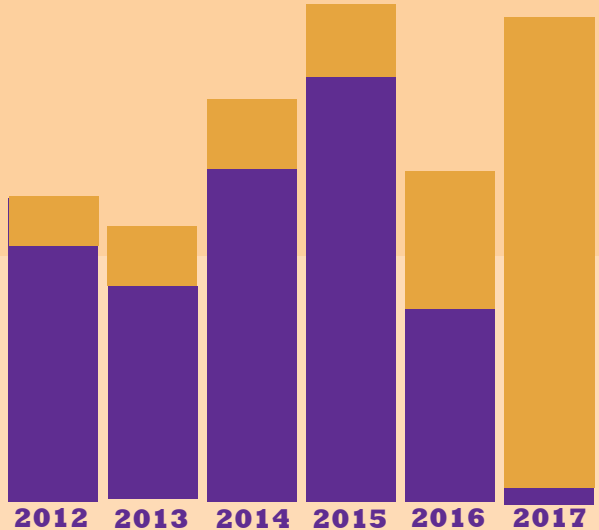
\$820,066

- Programs/direct (\$453,173)
- Fundraising expenses (\$201,825)
- Mgmt./general expenses (\$165,068)



Legacy Fund: Draws & Donations

	Draws	Donations
2012:	\$354,198	\$25,227
2013:	\$311,238	\$33,794
2014:	\$470,088	\$41,166
2015:	\$554,622	\$67,916
2016:	\$286,627	\$126,472
2017:	\$28,015	\$588,720



Our donors 2016 & 2017

Industry Partners

Leadership to Sustain Donors (\$25,000 and up)

Hachette Book Group
Lion Forge Comics
Penguin Random House

Manuscript (\$10,000- \$24,999)

ABA: American Book-
sellers Association
HarperCollins Publishers
Ingram Content Group
Macmillan Publishers
Simon & Schuster
PNBA: Pacific North-
west Booksellers
Association

Opus (\$5,000 - \$9,999)

Forward & Up, Inc.
Heartland Fall Forum:
GLIBA* & MIBA
ICM Partners
Scholastic Inc.
The Tuesday Agency

Folio (\$2,500 - \$4,999)

AdventureKEEN
Baker & Taylor
Catapult, Counterpoint,
Soft Skull & Black
Balloon Publishing
Causecast Foundation
Charlesbridge Pub.
Good Hart Publishing
NAIBA: New Atlantic
Independent Book-
sellers Association*
Nelson Literary Agency
SIBA: Southern Inde-
pendent Booksellers
Association*

Lexicon (\$1,000 - \$2,499)

Above the Treeline/
Edelweiss
Basil Bookseller
Software*
The Book Group
Chronicle Books
City Arts & Lecture, Inc.
East/West Literary
Agency, LLC*
Far Corner Charitable
Fund
Grand Fondo NJ
Hudson Group

NEIBA: New England
Independent Book-
sellers Association
Workman Publishing

All other industry donors

Como Sales
David R. Godine, Inc.
Follett Corporation
Fujii Associates
GLM Publishing, LLC*
IBC: Independent Book-
sellers Consortium
Inland Waters Press
LIBRIS/OnPoint Under-
writing, Inc.
MIBA: Midwest Inde-
pendent Booksellers
Association
Millers Curio Company
MPIBA: Mountains &
Plains Independent
Booksellers Assn.
NCIBA: Northern Cali-
fornia Independent
Booksellers Assn.*
Network for Good
Paz and Associates
SCIBA: Southern Cali-
fornia Independent
Booksellers Assn.
Smith Publicity
Sourcebooks
Steinaway Services*
The New Press

*denotes monthly sustaining donors



Authors

Leadership to Sustain Donors (\$25,000 and up)

Ann Patchett
James Patterson

Opus (\$5,000-\$9,999)

Amor Towles

Lexicon (\$1,000-\$2,499)

Katherine Applegate
Steve Martini
Lisa McMann
Garth Stein
Rick Steves

All other authors

Kayla Cagan*
Jamie Ford
Elinor Lipman
Marie Lu
AnnMarie Nichter
Tom Robbins
Susan Sands*
Billy Sparrow
Kristy Woodson-Harvey

“Excellent staff with great customer service skills. We needed help when we were forced to move our bookstore due to a lost lease. Binc was able to help us at a very unexpected hard time in a way that no one else could.”

Bookstores

Manuscript (\$10,000-25,000)

Parnassus Books*

Opus (\$5,000-\$9,999)

Bookloft, The/Great Barrington
Politics & Prose

Lexicon (\$1,000-\$2,499)

An Unlikely Story
City Lights
Copperfield's Books*
Green Apple Books
King's English Bookshop*
Mystic Books, Inc.

All other bookstores

{pages} a Bookstore
Absolutely Fiction
Annie Bloom's Books
Anonymous
Avid Bookshop*
Bank Square Books*
Beach Books*
Belmont Books
Between the Covers
Bookstore/Telluride*
Book Cellar*
Book Ends
Book Haven/AZ
Booked on 25th
Bookmeiser
Books Inc*
Books to be Red
Books Unlimited*
Booksmith/Senaca*

Bookstores (cont'd)

- Boswell Book Company
Bright Side Bookshop
Brookline Booksmith
Cape Atlantic Book Co.
Carmichael's Bookstore*
Cavalier House Books*
Centuries & Sleuths
Bookstore
Chapter 2 Books*
Clinton Bookshop*
Coffee Tree Books*
Corner Bookstore
Country Bookshelf*
Country Bookshop*
Curious Iguana*
Cypress Paperback
Book Store*
Anonymous
DIESEL: A Bookstore/
Santa Monica
Dudley's Book
Shop Café*
Dunaway Books
E Shaver Bookseller*
Eagle Eye Book Shop*
Eight Cousins Books*
Firefly Books
Flyleaf Books*
Forever Books
Fountain Bookstore*
Gallery Bookshop*
Gatsby Books*
Gibson's Bookstore
Gottwals Bookstore*
Green Bean Books*
Haunted Bookshop*
Hickory Stick Bookshop
Island Books/
Mercer Island*
Kid's Ink Children's
Bookstore
- Learned Owl Book Shop*
Literati Bookstore*
Loganberry Books
Longfellow Bookstore*
Macdonald Bookshop
Mac's Backs Books on
Coventry
Main Point Books
Main Street Books/St.
Charles*
Malaprop's Bookstore
Cafe
Maria's Bookshop*
McLean & Eakin
Booksellers
Merritt Bookstore*
Midtown Reader
My Sisters Books
Mystery to Me
Nantucket Book Partners*
New Chapter Bookstore
Next Page Books & Nosh*
Nightbird Books*
Northwind Book & Fiber*
Novel Experience*
Novels & Novelties
Bookstore*
Oblong Books and Music
One More Page Books
Page 158 Books
Parnassus Books & Gifts
Paulina Springs Books*
Pegasus Books*
Pioneer Book*
Plot Twist Bookstore*
Porter Square Books
Quail Ridge Books &
Music
Quarter Moon Books
Queen Anne Book Co.*
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- Rakestraw Books*
Red Balloon Bookshop*
Rediscovered Books*
River's End Bookstore*
Riverwalk Books Limited*
Roebling Point Books &
Coffee*
Schuler Books*
Scout & Morgan Books*
Scuppernong Books*
Second Chapter Books
Second Star to the Right
Books*
Short Stories Community
Book Hub*
Skylight Books
Source Booksellers
Square Books
Story on the Square*
Sunshine Booksellers
Tattered Cover Book
Store
Third Place Books*
Third Street Books*
Time Enough Books*
Towne Center Books
Turn of the Corkscrew*
Valley Bookseller*
Viewpoint Books*
Village Books & Paper
Dreams
Village Lights Bookstore*
Vroman's Bookstore
Walls of Books/Columbus
Wellesley Books
Well Read Moose*
Winchester Book Gallery
Word Up Community
Bookshop
Women & Children First*
Zenith Bookstore*

Individuals



Leadership to Sustain Donors (\$25,000 and up)

Robert Di Romualdo
George & Barbara Mrkonic

Manuscript (\$10,000-\$24,000)

Payson Family

Opus (\$5,000-\$9,999)

Nancy Perot
Pamela Pescosolido

Folio (\$2,500-\$4,999)

Mary Ann Buehler*
Jovi Ramirez & Tara Nolan
Chuck & Dee Robinson*

Lexicon (\$1,000-\$2,499)

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Jude Boudreaux
Lisa Brown*
Christina DeYoung
Pam French*
Douglas Hall
Rockelle Henderson*
Anne Kubek*
Jennifer Loja
Tommye & Keith Miller
Mary Richards*

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Tracy Aleksy
Liza Algar
Henry Althoen
David Althoen*
Paula Amendolara*
Nina Amir
Katherine Anderson*
Kathleen Angelone*
27 Anonymous
Tova Aragon
Cindy Archer
Boyd Arsenault
Charles Asher
Charlotte Ashlock
Laurie Astroth
Andy Ausgusto
Annette Avery
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Heid Baikie
Jill Bailin-Rembar
Caitlin Baker*
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Erin Birnbaum
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Kathleen Born
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Ruth Breipohl
Deborah Brody
Laurie Brown
Scott Brown*
Mark Brown*
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Betsy Burton
Susan Bush*
Michel Byers
Maria Cabell
Linda Caine*
Pierre Camy*
Elise Cannon
Binh Cao
Caroline Casey
Jennifer Centivany
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Carolyn Chesser
Eric Chinski
Amy Cleary
Niki Coffman*
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Rachel Cole
Carol Comeau
Kay Connelly
Michael Conway
Ashley Cosich*
Jeanne Costello*

Sheryl Cotleur*
Judy Courtade*
Julia Cowlshaw*
Toby Cox
James Crossley*
Emily Crowe
John Crutcher
Jorge Cuevas
Buffy Cummins
Suzanne DaGaetano
Stepheny Daniel
Nancy Daniels
Peter Davies
Carmen Davis
Steve Davis
John Davis
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Melissa DeMotte*
Cynthis Denault
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Katelyn Derderian*
Jeff Deutsch*
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Roberto DiPuma
Lisa DiSarro
Shawn Donley
Richard Donnelly
Kelly Dougherty
Shana Dress
Mary Scott Cheenie Durham*
Margaret Durney*
Debbie Edge*
Barbara Eichmuller
Allison Elsby
Jennifer Estes
Elena Eustaquio*

Individuals (cont'd)

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Mimi Figlin*
Chris Finan*
Candace Finn
Steve Fischer*
Rebecca Fitting
Brienne Fong
Cindi Forslund
Adrienne Franceschi
Brenda Freeman
Robin Fremont
Teresa Funke
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Paul Gagne
Sharon Gambin
Kate Gardner
Marta Gasoi
Alina Gawlik
Patricia Gayle
Rachel Geiger
Jennifer Gennari
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Matthew Gildea*
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Lori Glazer
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Mark Paz
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Katrina Kruse
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Eileen Lawrence
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Jill Lazer

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Judith Lehman
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Leonard*
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Michael Levatino
Janet Levin
Connie Lin
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Luann Locke*
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James Lynch
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Nicole Magistro*
Linda Magram
Eden Manseau*
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Monte Matz
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Valeria May*
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Danielle Mc-
Cullough
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Rebekah
McElroy-Chesson
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Floyd McKay
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Charity McMaster*
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Peterson
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Speaking volumes about Binc



“Life was moving along very well for me and my partner. I had a full time job. I loved working at my local bookstore. At 24, I was diagnosed with stage two breast cancer, and forced to leave my job. The rug, the floor, the earth was quite literally pulled out from under me. My partner became the primary breadwinner, but the financial burden from my lost wages with the addition of my medical expenses was overwhelming. The Binc Foundation provided the financial help we needed to not only stay on our feet, but flourish. I am healthy, and happily working at my bookstore again. I will be forever thankful.”

—Bookseller from Texas

“The Foundation helped me when I had nowhere else to turn. My husband had abandoned me and our two children. All the household bills were behind and my children and I were being threatened with eviction and the loss of our utilities. [After talking to the Foundation, I received] prompt and compassionate relief.”

—Bookseller from North Carolina

“Earlier this year I was diagnosed with multiple sclerosis. This isn’t easy to diagnose, I learned, and the process required many expensive tests and expensive visits with specialists, as well as a hospital stay and time off work. I paid what I could, but I don’t know what I would have done without Binc to help with the remainder. They made the process of applying very easy, even in my exhausted and mentally foggy state, and paid my outstanding bills promptly. The person assisting me even sent me a book on living with chronic illness; this small kindness meant so much to me. This organization is a true blessing for people in the book business. I can’t thank them enough.”

—Bookseller from Washington