

friends  
HONESTY  
compassion  
trust  
learning  
technology  
perception  
kindness  
adaptability  
CONFIDENCE  
PASSION  
cats  
nature  
balance  
code  
depth  
HARD  
WORK  
LOVE  
CREATIVITY  
laughter  
OPENNESS  
family  
open source  
FUN  
INSPIRATION  
community  
positivity  
JOY  
▼





Singlebrook is happy to present our Annual Report for 2013.

We've just finished out another great year of providing custom web and mobile development and design services. We are so appreciative for our clients, partners and friends for being a key part of our mission to use tech craftsmanship to empower changemakers and help organizations thrive.

This report serves as an overview of some of the milestones that we hit in 2013, and a look at where we're headed!

All the best,

A handwritten signature in black ink, appearing to read 'EMO' in a stylized, cursive font.

**Elisa Miller-Out**  
**Singlebrook CEO & Co-founder**

# Singlebrook builds custom web and mobile software for universities, startups and social enterprises in Drupal and Ruby on Rails.

When a client chooses to partner with us, they're choosing technologists that are committed to our core values of:

- Craftsmanship
- Openness
- Delight
- Empathy

One of the main ways we live our mission of Tech for Change (T4C) is by empowering our clients to make a difference. 60% of Singlebrook's revenue in 2013 was from purpose-driven clients, including non-profits and social enterprises.

Some of the amazing people we work with: Community Health Advocates, Community Service Society of NY, City Limits, Compost Cab, Peeled Snacks, Sierra Club, Environmental Defense Fund, Social Venture Network, Cornell University, University of New England, CSRwire, Agora Partnerships, Root Capital, Peerfocus, Debt Compliance Services, GlamourGals, IntroNet, American Chiropractic Association

# Tech for Change (T4C)

In addition to working with clients who are making a positive impact in the world, we have a multifaceted campaign around Tech for Change, which includes:

- Feature T4C interviews with rising social entrepreneurs and organizations that are using technology in unique ways to scale their ideas and create a massive impact.  
Check them out at [singlebrook.com/blog](https://singlebrook.com/blog).
- Paid volunteer time for our workers to give back to the communities we serve.

## Affiliations

Singlebrook is involved in the BALLE localist movement, as a technology sponsor for Local First Ithaca, and through our local (and green and B Corp) purchasing practices.

**We are also certified as a NY Woman Owned Business Enterprise.**





Since it's founding in 1976, Habitat for Humanity has helped more than 600,000 families achieve their dream of homeownership. We volunteered on the 21<sup>st</sup> home built in the Ithaca area.

# A Thriving Community of Changemakers

Singlebrook and IVR Technology worked together to co-found Ithaca Venture Community.

When we started Ithaca Venture Community, we were filling a gap in the local tech startup scene, since no organization existed that was actively serving that niche group. We organized and hosted quarterly Ithaca Tech Meetups. Members of the startup, student and professional communities have come together to build a great foundation for a growing movement of tech entrepreneurship in Ithaca.

Singlebrook also hosts Web People meetups at our offices where developers collaborate on open source projects, discuss favorite technologies, and lead free workshops.

## **Mentorship:**

Media Ideation Fellowship, StartFast, Women Innovate Mobile, Cornell University Kessler Fellow Program

## **Sponsorship/Donations:**

Multicultural Resource Center, United Way of Tompkins County, Barnard College, Cornell University, Upstate Venture Association, Sustainable Tompkins, Center for Transformative Action, Just Give, Ithaca Youth Bureau, Sweet Riot IndieGoGo Campaign, Hospicare of Tompkins County, American Chiropractic Association, Agora Partnerships



368 IVC members and growing, with an average of 100 attendees at quarterly Ithaca Tech Meetups.

## B the Change

Singlebrook recertified as a B Corp in 2013. B Corp certification means we are part of a growing movement of 900+ companies competing to be the best in the world and the best for the world. The bi-annual audit of our sustainability practices resulted in a score of 111 (a passing score is 80). Paying more than a Living Wage to all employees, along with our work in the community and with purpose-driven clients, were key factors in achieving certification.

We received the Tompkins County Chamber of Commerce ReBusiness Award for our recycling, composting and upcycling practices.

Singlebrook banks locally with Alternatives Federal Credit Union, whose mission is, “to build wealth and create economic opportunity for underserved people and communities.” We also have savings with RSF Loan Fund.







Singlebrook is also legally structured as a Benefit Corporation, which means sustainability is written into our corporate DNA.



## Where We are Headed in 2014

Growing presence in our satellite locations:

Boston and Boulder, as well as our Ithaca headquarters.

Organizing a Hackathon for social good.

Focusing on thought leadership.








**Singlebrook**

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**If you have any web or mobile development  
projects to discuss, please get in touch.**

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