



## STAFF

Diane Mills, Program Manager, Frazer  
Ingrid Lis, Program Manager, Kennett Square



## 2015 BOARD OF DIRECTORS

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PO Box 1184  
Frazer, PA 19355

## TWO LOCATIONS TO SERVE CLIENTS

The Frazer Shopping Center  
490 Lancaster Ave.  
Frazer, PA 19355  
(610) 644-6323

457 Birch Street  
Kennett Square, PA 19348  
(610) 444-1446



# 2015 ANNUAL REPORT

## 2015 FINANCIAL PROFILE

### Source of Income

Foundation Grants	\$96,128
PA Workwear Contract	\$36,154
Monetary Donations	\$87,949
Fundraising	\$50,481
Other	\$47,310
Total	\$318,022

### Expenses

Program	\$226,754
Fundraising	\$35,495
Administrative	\$37,411
Total	\$299,660

### Current Assets

Cash and Cash Equivalents	\$168,908
Accounts Receivable	\$60,800
Prepaid Expenses	\$4,528
Security Deposit	\$5,455
Total Assets	\$239,691

### Liabilities and Equity

Payroll Tax Liability	\$1,302
Total Current Liabilities	\$7,099
Unrestricted Net assets	\$231,290
Total Liabilities and Net assets	\$239,691



“Thank you so much for everything! I had no clothes for interviews at all, as well as no finances to buy any clothing whatsoever. Everything is going to significantly help with my job searches and interviews. Thank you for these kind blessings!” C. S.



Dear Friends,

*In the following pages you will read about the progress Wings for Success made in 2015. We served a record number of clients through our clothing program and celebrated our first full year serving women at our new facility in Kennett Square in southern Chester County. We also expanded our workshop and support services in our Frazer and Kennett Square sites, further enabling women to meet the challenges they face in their employment journeys. And, we exceeded our income targets thanks to generous community support.*

*After 9 years of Board service, many as Board President, I will be stepping down at the end of 2016. What an inspiring journey it has been. Every day I am inspired by our clients, by our volunteers, and by our strong community support. Despite the obstacles they face, our clients are determined to build a better life for themselves and their families. They don't give up. And neither does Wings. I am also inspired by our volunteers. This is a remarkable group of women (and a few men!) who give of their time and talent selflessly to help others. Many have been doing so for 10+ years. I am also inspired by the support from our community. As we meet with individuals, groups, organizations—as we write grants and tell our story—the community has responded very positively. Our network and base of support has expanded dramatically over the years. Finally, I am honored to have worked with the staff and Board members at Wings. I have learned much about leadership and teamwork from the experience. Any success I've had is shared with you.*

*But Wings' work is not done. Women in our community continue to need our support to achieve economic security and provide for their families. Let us all recommit ourselves to making this a stronger community for everyone.*

Sincerely,

Mary Pat Knauss, Board President

## WINGS FOR SUCCESS IS OUTFITTING WOMEN WITH HOPE AND CONFIDENCE

Wings for Success' mission is to empower women in need to pursue employment and economic security through advice, apparel, and advocacy. By creating a professional outward image, Wings helps women grow their inner self-image to feel confident on job interviews, succeed in the workplace, and become financially self-sufficient.

While many of our clients have experienced hardships or other challenging life situations, Wings wants every client to know that they have the power to be successful in the workplace. We also know that self-esteem is critical to the health and well-being of women, and that by helping women to increase their self-esteem, we can affect a woman's ability to stay in her job, increase her salary and opportunities for promotions.



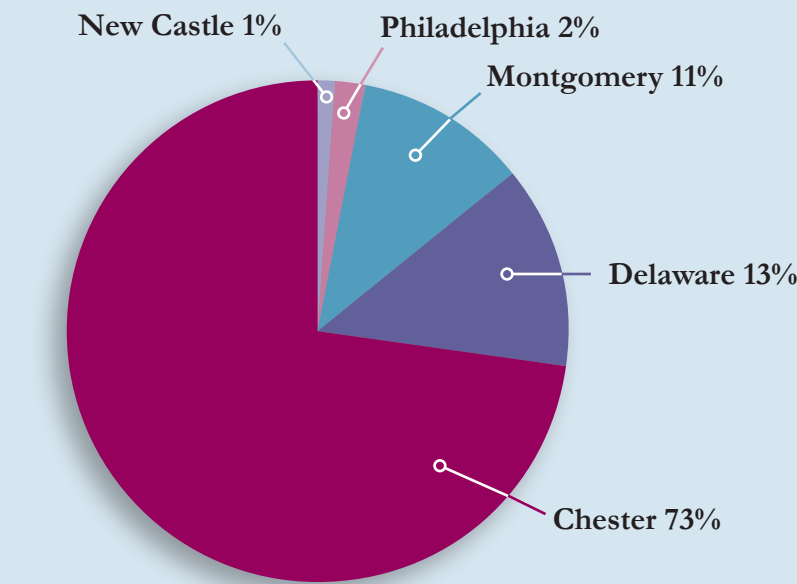


2015 CLIENT STATISTICS

Client Income	%	Client Age	%	Client race	%
Less than \$10K	59	Less than 25	13	White	40
Less than \$20K	24	25-34	30	Black	38
Less than \$30K	12	35-44	21	Hispanic	19
More than \$30K	5	45-54	24	Other	3
		55-64	11		
		65 and over	1		

73% of our clients are supporting at least one child. Our program impacts 1,098 children indirectly.

COUNTIES OF RESIDENCE



2015 ACCOMPLISHMENTS

- One year at the Kennett Square location—meeting our goal to serve 150 clients in the first year!
- 656 women received dressing appointments
- Over 200 individuals were able to participate in one of our employment Workshops
- Volunteers donated nearly 10,000 hours to help us achieve our mission
- Two annual fund raisers—the Wings Fling and Spring Fashion Show
- Direct client appointments are increasing—now 40% of our clients find Wings on their own

DIRECT CLIENT SOURCES

- Client advocate program (tell a friend)
- Flyers
- Workshops
- Clients searching online or in directories

40% of our clients find Wings for Success on their own (rather than being referred by another Community agency).



DONOR LIST

- \$10,000+
  - Brook J. Lenfest Foundation, Inc.
  - Connelly Foundation
  - Jane Mullany
  - Oxford Area Foundation
  - QVC, Inc.
- \$5,000 -\$9,999
  - 100 Women Who Care of Chester County
  - Chester County Fund for Women and Girls
  - IMC Construction
  - Pareez & Michael Golub
  - Robert E. Lamb Foundation
  - Springbank Foundation
  - W.W.Smith Charitable Trust
  - Whitford Charitable Fund
- \$2,000-\$4,999
  - Bradywine Health Foundation
  - Dansko Foundation
  - Emergency Aid Foundation of PA
  - Ethel Sergeant Clark Smith Memorial Foundation
  - Genuardi Family Foundation
  - Mary Anne Hawrylak
  - Mary Pat Knauss
  - Phoenixville Community Health Foundation
  - Robert & Joan Dircks Foundation
  - Suzi & Jim Burke (Burke Charitable Fund) thru Schwab
  - The George W. Rentschler Foundation
  - United Way of Southern Chester County
- \$1,000-\$1,999
  - 1830 Foundation thru Glenmede Trust
  - William Boyle
  - Brown Brothers Harriman
  - Carlos M. Yuste & Martha Kirby
  - Cost Family Foundation
  - GBH Foundation
  - JP Morgan Chase Foundation
  - Kennett Run Charities, Inc.
  - Nancy McLelland
  - New Century Club of West Chester PA
  - Newcomers Club of Central Chester County
  - Lisa Pedrick
  - Rieker Incorporated
  - The Mushroom Festival, Inc.
  - Catherine H. Voit
- \$500-\$999
  - Regina Voit Braime
  - Citadel Federal Credit Union
  - Hannah Christopher
- \$500-\$999 continued
  - Jackie Cody Downing
  - Countryside Consulting, Inc.
  - Nancy Dore
  - Joseph and Lorrie Fabrizio
  - Fox & Roach Charities
  - Franklin Mint Federal Credit Union
  - Frazer Lighting
  - H. B. Frazer Company
  - Hankin Foundation
  - Beverly Hattersley
  - Hutton HELP Fund thru CC Community Fnd.
  - Karen Hanson
  - Peter Liguori and Regina Baime
  - Karen Martineau Jones
  - National Penn Bancshares, Inc.
  - Rainer & Company
  - Rotary Club of Kennett at Longwood Foundation
  - Siemens Caring Hands Foundation
  - Robyn Slater
  - Women's Referral Network of Chester County
  - WSFS bank
- \$250-\$499
  - Jason Alexander & Meghan McVety
  - Bank of America Charitable Foundation
  - Bonnie Blank
  - Cohen, Seglias, Pallas, Greenhall & Furman P.C.
  - Cope-Wardell-Ammon Associates
  - D’Alliard Enterprises
  - Dream Foundation
  - Julie Elicker
  - Regina M. Falco
  - Julia B. Fisher
  - Gerard and Jean Fracois
  - Sandra Gorman
  - Donna Hare
  - Suzanne M. Hone
  - Horizon Services
  - Kenya Jacobs
  - Jennersville Society of Business & Professional Women
  - Chad Kennedy
  - Megan Knauss
  - La Chic Boutique LLC
  - McElwee & Quinn LLC
  - Monarch Staffing
  - Michael Neeb
  - Newcomers Club of West Chester
  - Pulse Beauty Academy thru Andrew Gomez
  - Tamy A. Raina
  - Connie Rose
  - Bob & Mary Angela Williams

BENEFACTORS

Wings for Success is grateful for the support from our numerous community partners. Their support enables us to remain financially stable during our growth, and allows us to continue to help our clients in both time-tested and innovative new ways.

IN KIND DONATIONS

- Banana Republic/The Gap
- Berkshire Hathaway Home Services
- Fox & Roach and The Trident Group
- Boscov’s
- Calista Grand Salon
- Catherine’s Plus Sizes
- Charmingly Charlie
- Chester County Art Association
- Countryside Consulting
- Dansko
- Great Valley Women’s Human Resources Group
- Head to Toe Uniforms
- Immaculata University
- Kennett Square Golf Club
- m3 custom design | Joanne Mullins
- Eileen McVety, Spot On Writing
- Jane Mullany
- Pulse Beauty Academy
- Stone Barn Printing and Design
- Second Springs Naturals
- Vanguard
- Westminster Presbyterian Church
- Willowdale Country Store

