Dear Wings Friends and Supporters,

We had an incredible year of connecting with past and present supporters while celebrating the milestone of our 20th anniversary! As you will see in this report, 2018 brought us considerable growth in programs and staff, allowing us to serve 753 local women, 12% higher than 2017. The growth we are witnessing is due in part to the dedication and commitment of volunteers, Board members and generous donors who believe in our mission. The number of women coming to Wings shows that we are meeting a critical need in our communities.

Our partnerships with over 80 organizations working with women in vulnerable situations remains strong and continues to grow within Chester County and beyond. Today, women come to us escaping domestic violence, struggling with homelessness, overcoming addiction or finishing their last round of chemotherapy. Whatever the situation, every woman coming through our doors needs an understanding heart, gentle guidance and a boost of confidence.

We have been inspired by the determination of women from all walks of life who have put life-altering situations behind them to lift themselves and their families up with the help of our services. We are in awe of all of our supporters and volunteers, who believe in the impact of what one person can do to change our community. This work would not be possible without your generosity.

Thank you for helping impact our communities, one woman at a time.

With Grateful Hearts,

Julie Ammon  
President, Board of Directors  

Jill Laufenberg  
Executive Director
Thank you to all of our supporters for helping us achieve a strong & successful 2018!

$15,000+
The Philadelphia Foundation

$10,000+
Anonymous
Fran & Franny Abbott
Ammon Family Charitable Fund
First Cornerstone Foundation
Helen D Groome Beatty Trust

$5,000-$9,999
Anonymous
Julie & Mark Ammon
Boeing Employees Community Fund
Chester County Fund for Women and Girls
CCWFG Girls Advisory Board
Robert & Trish Cottone
IMC Charitable Foundation
IMC Construction
Irene D Cunningham Trust
Robert E. Lamb Foundation
Longwood Foundation
Robert & Jennifer McNeil
Jane Tumpson & Dr. Reed Pyeritz
Caroline J.S. Sanders Trust
United Way of Southern Chester County

$2,000-$4,999 continued...
Emergency Aid of Pennsylvania
Patricia Foell
Charles & Leona Gruber Foundation
Pareez & Michael Golub
The Huston Foundation
KeyBank Foundation
Kari Kent
Lindback Foundation
Newcomers Club of Central Chester County
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Oxford Area Foundation
Wendy & Mark Rayfield
Caroline J.S. Sanders Trust
Brenda & John Schivito
The Scholler Foundation
Phil & Margery Weiner Philanthropic Fund

$1,000-$1,999
A.D. Marble & Company
Melissa Albert
Donia Design
Citadel Federal Credit Union – Exton
Stephanie Cost
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Karen & Michael D’Allaird
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Beverly Hattersley
Kate & Douglas Hayes
Al & Mary Iacocca
Janney Montgomery Scott, LLC
Kennett Run Charities

$1,000-$1,999 continued...
Mary Pat & Keith Knauss
Lori & John Lawlor
George & Diana Long-Hobbs
Longwood Rotary
Margaret Dorrance Strawbridge
M&Y/Wilmington Trust
Macelree Harvey, Ltd.
Nancy & Michael McLelland
Dan & Judy Murphy
The Mushroom Festival
Gwen & David Murphy
Oxford Industries, Inc.
Paoli/Malvern/Berwyn Rotary Club
Dr. Lisa Pedrick
Trez Pomilo
Kathy Quay
Rainer and Company
RDS Auto Group
Connie Rose
Cecelia Rudman
Sanctuary Spa
Sotheby’s International Sugarbridge Kitchen & Bath Design Services
Swift MD
Van Cleve Pavilion
Window Concepts

$500-$999
Bath Saver, Inc.
Bonnie & Jeffrey Blank
Leonard Bonacci
Benevity Community Impact
BNY Mellon
C. Rose Coaching
Chester County Women’s Commission
Jackie Cody Downing
Cope-Wardell-Ammon Associates
EMA Opticians, Inc.
Eyeworks Vision Care
Eyeworks Vision Care
Fox & Roach Charities
Larry & Lynn Giacchino
Your gifts are making an impact on hundreds of women.

$500-$999 continued...
Sandra Gorman
Hankin Foundation
Patti Insetta-Rath & Tom Rath
Kohls – Exton
Carol & Chuck Larkin
Lee Leagiton
Lights For Less, LLC
Tracy Marino
Diane & Ken Mills
Monarch Staffing
Martha & Alfonso Ortega
Perna & Abracht, LLC
PNC Bank
Allison Roberts
Rotary Club of Kennett
Melissa Smith Nolan
Annette Sodano
Andie Summers
Beverly Stewart
George & Adriana Trajtenberg
Daniel Quigley
United Way of Delaware – Individual donors
Your Cause, Vanguard

$500-$999 continued...
Vicki Will
Benjamin Zuckerman
Zuckerman Honickman, Inc.

$250-$499 continued...
Sandra Gorman
Teresa Halpern
Raymond Herb
Chad Kennedy
Michael Kowalski
Brenda Kramer
Dan Kumpf
William Lauginiger
Lionville Family Dentistry
Bonnie & Jerry Long
Leah McComsey
Anna & David Nichols
Molly & Pat O’Leary
Susan Polacek
Debra & Charles Sessa
Elizabeth Stevenson
Stifel Financial Services
Rafferty Subaru
Kevin Rafferty
Team Toyota of Glen Mills
Ethis & Hunter Trotter
Lee James Wooley
XL Catlin

In-Kind Donations

Fran & Franny Abbott
Alex Meyer Photography
Berkshire Hathaway Home Services Fox and Roach
BKR Consulting
Bryn Mawr Rehab
Boscov’s
CertainTeed/Saint-Gobain
Chester County Bar Association
Chester County Human Resource Association
Chester County Women’s Commission
Corporate Lamp & Electric Recycling
Tom Cosgrove & Mary Selan
CubeSmart
Dansko
Donna Hare
Duane Milne
The GAP
Global Atlantic Financial Group
Head-to-Toe Uniforms

Home Depot
Iota Tau Omega Chapter of Alpha Kappa Alpha Sorority
Kennett Square Newcomers Club
Catherine O’Daniel
Lisa Robertson
Longwood Rotary
Manatawny Stillworks
Moody’s Analytics
Paoli Hospital Women’s Auxiliary
Style Encore/Plato’s Closet
SWEP—Society of Women Environmental Professionals
Sungard Availability Services
Support the Girls
Teva Pharmaceuticals
Trinity Preschool of Berwyn
TruMark Financial Credit Union
Vanguard Financial
Women’s Network of Berwyn
XL Catlin
Wings for Success measures our success beyond dollars raised.

The effectiveness of our services to women is measured in three distinct ways. Here’s how:

Our organization’s goals, key initiatives, and performance measures are articulated in our Strategic Plan. The Board sets annual objectives based on this plan and reviews them quarterly.

A client intake form assesses the employment-stage of each individual when she first comes to Wings (for example, seeking interviews, preparing to go on a scheduled interview, or preparing to start a new position).

Six months after her Wings appointment, we follow-up with each client to assess where she is currently in her job search.

Our 2018 Board of Directors

Julie Ammon, President
Dana Dovberg, Treasurer
Pareez Golub
Al Iacocca
Patricia Insetta-Rath
Mary Pat Knauss
Bonnie Long
Dan Murphy
Kathy Quay
Connie Rose
Natalie Travia

2018 Staff

Jill Laufenberg, ED
Ingrid Lis, Program Manager
Diane Mills, Program Manager

PUBLIC SUPPORT AND REVENUE:
- Grants: $126,021
- Contributions: $34,230
- Contract revenue: $38,328
- Consignment income and clothing sales: $8,209
- Special events, net of direct expenses: $92,070
- In-kind contributions: $76,877
- Other income: $1,110
- TOTAL PUBLIC SUPPORT AND REVENUE: $376,845

EXPENSES:
- Program services: $286,321
- Management and general: $10,448
- Development: $17,536
- TOTAL EXPENSES: $314,305

CURRENT ASSETS:
- Cash and cash equivalents: $274,940
- Accounts receivable: $6,587
- Prepaid expenses: $6,508
- Security deposit: $5,455
- TOTAL ASSETS: $293,490

CURRENT LIABILITIES:
- Accounts payable and accrued expenses: $22,878
- Accrued payroll expenses: $102
- TOTAL LIABILITIES: $22,980

NET ASSETS:
- Without donor restriction: $270,510
- Total Net Assets: $270,510
- TOTAL: $293,490
In 2018 we served **753 women**, and we are positioned to see that number increase significantly in 2019. Contrary to popular belief, the number of women we serve is not connected to the unemployment rate, rather, the increase in the local costs of living. We are serving more and more of the working poor. These are women who work multiple jobs yet can’t afford the extra cost of clothing for their employment.

**80% of our clients come from collaborative relationships with 80+ partner agencies.** These agencies, mostly non-profits, offer programs related to domestic violence, substance abuse, homelessness, education and job training, food insecurity and youth development. The remaining 20% of our clients are generated from various direct outreach strategies.

**Client Race**

- **39%** African American
- **37%** Caucasian
- **15%** Hispanic
- **4%** Asian
- **5%** Unknown

**Client Income**

- **<10K**: 303
- **<20K**: 127
- **<30K**: 87
- **>30K**: 37
- **Unknown**: 78

*Wings is also affiliated with Chester County’s Financial Stability Partnership*, which assists low-income families to become financially stable and self-sufficient. This partnership identified unmet needs and Wings filled a gap by pioneering one-on-one job seeker clinics at the Exton Financial Stability Center.
The majority of our clients are between the ages 25-44, increasing our need for clothing that is current and youthful. It has prompted us to connect with new sources of donations that would help us achieve our goal to increase a woman’s self-confidence.

Hearing of our need, the owners of Plato’s Closet and Style Encore are now donating unsold clothing to Wings.

Wings is the only organization of its kind in Chester County. While other clothing closets do exist, Wings is unique because volunteers spend over an hour with each client, ensuring items fit perfectly and educating the client on mix and match clothing to stretch limited resources. During these personalized one-on-one appointments, a trained volunteer instructs each client on how to build a wardrobe by using 8-12 key pieces of clothing based on their unique workplace requirements, size and age. In addition, medical scrubs are provided for health service workers. Agricultural workers are outfitted with work boots & jeans.

Ultimately, our goal is to provide clothing to minimize job-related expenses in a manner that builds self-confidence. Whatever the position, we are equipped to fill the need. In addition to the dressing appointments, clients participate in workshops, equipping them with skills that will help them not only secure employment, but successfully maintain employment long-term.

The clothing provided by Wings saves the client $500-$1,000 that can be reallocated for food, utilities, transportation, and childcare.