Dear Wings Friends and Supporters,

The tremendous growth we witnessed at Wings in 2019 would not have been possible without you, our supporters! Because of your generosity, we were able to move our site in Kennett Square to a new location. This site is twice the size of our old one and is more accessible to the women we serve by having a bus stop in its shopping center. The site also provides us with something we never had before, a workshop/community room! With the addition of this space, we are able to hold more workshops and served 849 women, a 12% increase than in 2018. We are now positioned to double the amount of women served in 2020. This year also brought the addition of two staff; Kelly Quant as the Program Manager of Kennett Square and Laura Szilier as our Communications Specialist. Our outreach to clients and the community was expanded thanks to their innovative ideas and talents.

Women continue to come to us overcoming domestic violence, homelessness, addiction or trying to start a new career like nursing. Whatever the situation, every woman coming through our doors needs an understanding heart, gentle guidance and people who believe in second chances.

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,

Jill Laufenberg  
Executive Director

Julie Ammon  
Board President

Pictured are women from the non-profit Young Moms
Thank you to all of our supporters for helping us grow in 2019!

$15000+
Ammon Family Charitable Fund
Connelly Foundation
McLean Contributionship

$10,000+
Anonymous
IMC Construction
Robert & Jennifer McNeil

$5,000-$9,999
Anonymous
Boeing Employees Community Fund
Chester County Fund for Women and Girls
Crane Fund
Robert & Trish Cottone
The Huston Foundation
United Way of Southern Chester County
WW Smith Charitable Trust

$2,000-$4,999
Anonymous
Fran & Franny Abbott
Randi & Carl Bushner
Exelon
David Donohue
Patricia Foell & Marc Altman
Fox & Roach Charities
Pareez & Michael Golub
Janney Montgomery Scott, LLC
Newcomers Club of Central Chester County
Laura J. Niles Foundation
M&T Charitable Foundation
MacElree Harvey, Ltd.
Phoenixville Community Health Foundation
Connie Rose & Lee Leagiton
Jane Tumpson & Dr. Reed Pyeritz

$1,000-$1,999
The Beckett Family
Dansko Foundation
Lorrie & Joseph Fabrizio
Lorrie & Michael Fetrow
Beverly Hattersley
Al & Mary Iacocca
Patti Insetta-Rath & Thomas Rath
Kennett Run Charities
Keystone Green Building Systems
Mary Pat & Keith Knauss
Diana Long & George Hobbs
Nancy & Michael McLelland
Dan & Judy Murphy
Paoli/Malvern/Berwyn Rotary Club
Dr. Lisa Pedrick Dentistry
Kathy & Andy Quay
Rachel & Daniel Quigley
Dana Dovberg & Tom Sammartino
Rainer and Company
Sotheby’s International
Beverly Stuart Charitable Fund
Wawa Foundation
Zuckerman Honickman, Inc.

$500-$999 continued...
Jeffrey Triester, TRA Insurance
Hunter Scott Trotter
United Way of Chester County
United Way of DE
- Individual Donors
Joseph Varano
Dyanne P. Westerberg
Vicky Will & Michael Kowalski
Rehana Wolfe

$250-$499
Daisy Anetor
Bath Fitters, Inc.
BB&T—Ilene Sussman
Denise Ciancia
Sheree & W. Scott Butterfield
Pamela DeJarnette
Devon Dietrich
Jacqueline Fabrizio
David Farina
Michelle Gergar
Roncor Enterprises, LLC
Kari Jarmuz
Kinetic Physical Therapy
Andrea Kinnik
Denise Klotzbucher
Brenda & John Kramer
Bonnie & Jerry Long
Sandra Massari
Amy & Tim Murnane
Melissa Nolan - Lights for Less
Nicole O’Hara
Perna & Abracht LLC
Sherry Petrone
Deborah Van Cleve
Sila Heating and Air Conditioning
Susan & Bob Spielberger
Sugarbridge Kitchen and Bath Design
David Tate
Team Toyota
Natalie Travia
Vincent Cyr. Group, LLC
Andrea Welker & David Ebling
We appreciate and depend on the generosity of our community to keep our closets full. We are in need of quality clothing in current styles, both business casual and casual, that are new or like-new condition. Because of the nature of our program, we need to adhere to standards that will allow the women from our community to present themselves for interviews and employment at their best.

We are often approached by community organizations and businesses asking how they can help as a group. Many of the names listed above did just that, host some kind of donation drive to meet a current need within our programs. Drives asking for specific donations of new and like-new jewelry, purses, scrubs, coats, sneakers, leggings, and toiletries have been popular with groups. We would not be able to run our program without them!

We accept brand-new bras with tags!

Drives collecting undergarments help us greatly.
### PUBLIC SUPPORT AND REVENUE:
- Grants: $102,468
- Contributions: 34,709
- Contract revenue: 35,231
- Consignment income and clothing sales: 7,768
- Special events, net of direct expenses: 79,004
- In-kind contributions: 84,246
- Other income: 4,259
- **TOTAL PUBLIC SUPPORT AND REVENUE**: $347,685

### EXPENSES:
- Program services: $307,332
- Management and general: 19,466
- Development: 48,588
- **TOTAL EXPENSES**: $375,386

### CURRENT ASSETS:
- Cash and cash equivalents: $243,675
- Accounts receivable: 8,457
- Prepaid expenses: 6,378
- Security deposit: 8,191
- **TOTAL ASSETS**: $266,701

### CURRENT LIABILITIES:
- Accounts payable and accrued expenses: $23,892
- **TOTAL LIABILITIES**: $23,892

### NET ASSETS:
- Without donor restriction: $242,809
- Total Net Assets: $242,809
- **TOTAL ASSETS**: $266,701

### Measuring our Success.
The effectiveness of our services to women is measured in three distinct ways.

Here’s how:
The staff & Board set annual objectives based on our strategic plan and review them quarterly.
A client intake form assesses the employment-stage of each individual when she first comes to Wings.
Six months after her Wings appointment, we follow-up with each client to assess where she is currently in her job search.

### 2019 Board of Directors
- Julie Ammon, President
- Dana Dovberg, Treasurer
- Patricia Insetta-Rath, Secretary
- Daisy Anetor
- Janet Gervais
- Al Iacocca
- Bonnie Long
- Dan Murphy
- Kathy Quay
- Connie Rose
- Natalie Travia
- Rehana Wolfe

### 2019 Staff
- Jill Laufenberg, Executive Director
- Diane Mills, Frazer Program Manager
- Kelly Quant, Kennett Square Program Manager
- Laura Szilier, Communications Specialist
In 2019 we served 849 women, and we are positioned to reach 1,000 women in 2020. Contrary to popular belief, the number of women we serve is not connected to the unemployment rate, but to 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.

Seventy percent 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 30% of our clients are generated from various direct outreach strategies or family and friends of existing clients.

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.
Our goal is to provide clothing to minimize job-related expenses in a manner that provides a sense of dignity and builds self-confidence.

In addition to the dressing appointments, clients participate in workshops, equipping them with skills that will help them not only secure work, but successfully maintain employment long-term.

For the unemployed/underemployed woman, clothing is not a luxury she can afford. The clothing provided by Wings saves the client $500-$1,000 that can be reallocated for food, utilities, transportation, and childcare.

The number of clients under the age of 25 increased by 10% in 2019, making this our second largest age group. This increase is credited to partnerships with local universities and non-profits that refer young women with few resources. Coming to us to prepare for their first job, an internship, an interview, or simply to have more professional attire for classes, we have been adjusting our inventory and workshops to accommodate this change.