FACING THE UNEXPECTED

The leadership team at Wings for Success quickly adapted to face the challenges of the pandemic and successfully reworked all of our services to be safe and effective. Every aspect of our programming required adjustments due to COVID-19 and there were some changes that will now be a permanent part of how we serve.

We are proud to say that we have shown much resiliency and are hopeful that we may continue to be innovative in building on the changes we brought to our programs. One major focus and need for these innovations is supporting the growth and demand for workshops. By having seen a 126% increase in workshop attendance during the pandemic shows that it is certainly meeting a community need.

This last year has reminded all of us at Wings about the significance of the butterfly in our logo...change is good. We are grateful for the generosity of our supporters who recognized the importance of our work in the community during these difficult times and helped us end the year in good financial standing. We are also thankful for the volunteers who continued to work with our clients in person and virtually, and the many new volunteers we gained!

With the continued strength of the Wings family, we look forward to helping our clients in their journeys of rebuilding and reshaping their lives professionally and economically.

JILL LAUFENBERG
Executive Director

REHANA WOLFE
Board President

2020 Board of Directors

Rehana Wolfe, President
Janet Gervais, Vice President
Mary Pat Knauss, Interim Treasurer
Patti Insetta-Rath, Secretary
Julie Ammon
Daisy Anetor
Stephanie Campbell
Dana Dovberg
Pat Foell
Bonnie Long
Dan Murphy
Kathy Quay
Ashley Stitzer
Natalie Travia

Staff

Jill Laufenberg, Executive Director
Diane Mills & Martina Bersak
Frazer Program Manager
Kelly Quant
Kennett Square Program Manager
Laura Szilier, Communications Specialist
FINANCIAL OVERVIEW

Revenue

- Contract revenue: $38,130
- Grants: $131,084
- Contributions: $35,009
- Consignment: $9,090
- Special Events: $78,547
- In-kind contributions: $43,229
- Other income: $1,191

**TOTAL:** $336,280

Expenses

- Program Services: $240,045
- Management and general Development: $20,661
- Development: $48,176

**TOTAL:** $308,882

Net Assets

- Beginning of Year: $242,809
- End of Year: $270,207

**Net Increase:** $27,398
## OUR GENEROUS SUPPORTERS

### $40,000+
- Chester County Community Foundation

### $20,000+
- PAWW/Career Wardrobe

### $15,000 to $19,999
- Bamstone Foundation
- Chester County Community Foundation, Inc.

### $10,000 to $14,999
- BB&T, now Truist
- Genuardi Family Foundation
- W.W. Smith Charitable Trust

### $5,000 to $9,999
- The Fund for Women and Girls
- M & T Bank/ M & T Charitable Foundation
- Robert E. Lamb Foundation Inc.
- The Huston Foundation

### $2,500 to $4,999
- Scott Davis
- Essence of Stone
- Fox & Roach/Trident Charities
- GVFHRA
- Herman Goldner Co., Inc.
- MasterCard Impact Fund

### $1,000 to $2,499
- Frances & Francis Abbott*
- Ammon Family Charitable Fund
- Becket Family Foundation
- Better Than Bacon Improv, LLC
- Chester County Commissioners
- Randi & Carl Bushner
- Joseph Cafarchio
- John Castner
- Dolfinger-McMahon Foundation
- Dana Dovberg & Tom Sammartino
- Ethel Sergeant Clark Smith Foundation
- Lorrie & Joseph Fabrizio
- Lorrie & Michael Fetrow
- Pat Foell & Marc Altman
- Pareez Golub
- GBH Foundation
- Patti Insetta-Rath & Tom Rath
- Karen & Jeff Jones
- Carol & Chuck Larkin
- MacElree Harvey, Ltd.
- Nancy McLelland
- Anne Moran
- Kathy & Andrew Quay
- Connie Rose
- Beverly Stewart
IN-KIND DONORS

$500 to $999
Bonnie Blank
Chester County Women's Commission
Patty & Tony Dahm
Decorating Den Interiors/Barbara Hayman
Nancy & Jeffrey Dore
Endo Pharmaceuticals
Karen & Jeff Fleming
Susan & Mert Gilbert
Kelly Gladfelter
Sandra Gorman
Dr. Edward Grossman
Diana Hobbs-Long & George Hobbs
J. Crew
Janney Montgomery Scott, LLC
Christopher Kant
Mary Pat & Keith Knauss
Megan Lemerise
Francis Lutz
Judy & Dan Murphy
Deborah Pierce-Shields
Patricia Rugh
Chiara Scotto Di Marco & Chad Kennedy
Sila Heating and Air Conditioning, Inc.
Blake Sprayberry
TRA Insurance Solutions
Jane Tumpson & Dr. Reed Pyeritz
Mary & Katelyn Wascavage & Friends
West Chester Off-Campus Housing
Vicky Will & Mike Kowalski
Dawn Wilson
Rehana & Darren Wolfe

Up to $250
Coleen Abbott
Melissa Albert
Renee Battisti
Barbara Bogle
Anna Chongpinitchai
Heather & Gerald Lee
Bonnie & Gerald Long
Judith & Tom Schubert
The Farina Group at Stifel
Wendy Thomgate
Village Optical
Allison Weiss Brady

$251 to $499
Michaelina Aiken
Mary Alexander
Kara Cochran
Jacqueline Cody Downing
Christine Ellington
Donna Forcey
Debra Krzywicki
Cheryl Merrill
Martha Ortega
Kathleen & Raymond Samacki
Natalie Travia
Susan Whitfield
YourCause, LLC for the Vanguard
Matching Gift Program

CitiBank
Exelon
The Exton Place shop
Girl Scout Troop 492
J Crew KOP
Joy of Sox
Junior League of Wilmington
Keller Williams - Jared Lehman
The Lash Bar
Linea Clothing
Lisa Robertson
Main Line Today (Melissa Jacobs)
Polkadot Powerhouse - Chadds Ford
Porsche of the Main Line
QVC
Saint-Gobain/CertainTeed
Southern Chester County Chamber of Commerce
St. Paul’s Episcopal Church
State Farm - Jen Shivers
Support the Girls
Teleflex
Unionville HS Girls Empowerment Club
Vanguard ID Systems
WL Gore & Associates
65% of women who received clothing in 2020 were employed or recently employed.

33% of those women were frontline workers.

Most women coming to Wings need to prioritize work flexibility over their wages. Before COVID-19, nearly half of all working women in the US (46%) worked in jobs paying low wages, with a median pay of $10.93 per hour. Occupations dominated by women and people of color, particularly care and domestic workers like home care aides, have been excluded from federal labor and employment protections, such as the Fair Labor Standards Act’s guarantee of minimum wage and overtime pay. The money they save on the necessities we provide may be allocated toward other life-essential needs like food, shelter, and healthcare needs.

Serving these women means we are helping bring stability to their homes and to their children’s lives. Wings is there for these moms when they feel like they have no one to turn to, have self doubt about getting a job, or don’t know how to make a change.

One mother recently said to a stylist, “This is heavenly! I never get to treat myself, I’m always busy taking care of my kids.”

78% of clients are mothers.

Any non-profit or agency that works with a vulnerable population of women are considered collaborative partners. We currently partner with over 80 local agencies that offer programs related to domestic violence, substance abuse, homelessness, education and job training, food insecurity, and youth development. The remaining 30% of our overall clients are generated from various direct outreach strategies including word-of-mouth.

Wings is also affiliated with Chester County’s Financial Stability Partnership, which assists low-income families to become financially stable and self-sufficient through one-on-one advice sessions.

In response to the pandemic, one change we made to our programs was pivoting our in-person workshops to be 100% virtual.

Our largest age demographic changed drastically in 2020 due to access to virtual workshops and new partnerships with non-profits working with young women age of 25 and under. In addition to local non-profits, local colleges that are sending students who live below poverty to Wings when interviewing for an internship or job.

The students who are coming out of foster care or homelessness are receiving everyday clothing items to meet their basic needs.

In addition to the workshops, Wings provides one-on-one advice sessions to help clients in topics like resume writing, social media, interview tips, goal setting, and personal finance.

70% of our clients come from local non-profits working to help women in need.

CLIENT AGE of the 1,038 women & girls served in 2020

<table>
<thead>
<tr>
<th>Age Group</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under 25</td>
<td>25-44</td>
</tr>
<tr>
<td>45-54</td>
<td>55-64</td>
</tr>
<tr>
<td>65+</td>
<td>65+</td>
</tr>
</tbody>
</table>

GROWTH in WORKSHOPS

At a time when 80% of the unemployed are women, our workshops assist in advancing careers, managing finances during a crisis, procuring a better paying job, and/or maintaining employment. In 2020 we served more women in career-oriented workshops than the past two years combined! The 126% increase in workshop attendance during the pandemic shows that it is certainly meeting a community need.