A Letter from our Executive Director

Like many of you, when I am cleaning out my closets, I reflect on the meaning that the clothes have had for me. And when I am helping donors unload their cars, I often get to hear their stories, too. Stories about purchasing a suit for a big meeting or how they are passing on their “lucky shirt.”

This year, $1.3 million worth of clothes were donated to Career Wardrobe. And it’s thanks to those generous donations, that we were able to outfit 3,157 women and 878 men. But we did more than provide them with a free blazer and pair of pants. That’s why our theme for this year is #MoreThanClothes.

The clothes that Career Wardrobe provides are not just uniforms for getting a job, they are infused with meaning. A professional outfit makes you feel like you belong in the working world. When asked to describe their new outfits, Career Wardrobe clients often use the words: “Confident. Powerful. Hopeful.”

On behalf of the 5,000 individuals we see each year, thank you for cleaning out your closets and making our clients look – and feel – like a million bucks! But #MoreThanClothes also reminds us that people living in poverty need more than clothes to succeed. They need opportunities, too.

This is why The Wardrobe in Philadelphia is a place where all people are welcome to donate, shop, volunteer, and receive the help they need. In collaboration with Lutheran Settlement House, we are now employing clients in customer service positions to provide a supportive work environment to help them build their skills and resumes. And our Professional Development Days provide educational opportunities to anyone who wants to attend.

When we say we are #MoreThanClothes, we mean it. So thank you for continuing to reach into your closets or wallets and pay your good fortune forward to help another.
Accenture Recognizes Client Success

Accenture values Career Wardrobe’s work to help prepare clients for interviews and success in the workplace. Through a grant to support our Gateway to Success Education Program and serving as the lead sponsor of our Recognizing Hope client ceremony, Accenture enables us to provide critical skills and professional development to over 1,300 individuals each year.

In fiscal year 2018, Nicole Cohen, Managing Director at Accenture, hosted our clients and their families and provided an empowering discussion at our Recognizing Hope celebration. Alongside Katherine Gilmore Richardson, Chief of Staff for Councilwoman Blondell Reynolds Brown, Nicole and Accenture helped our clients celebrate their successes and cheered them on! During a job search that often includes many “nos” and rejection, it’s important to stay positive and keep our clients motivated and excited about their futures.

“Accenture is proud to support the important work Career Wardrobe does to help thousands of individuals develop the confidence and skills to gain and retain employment, build meaningful careers, and achieve independence. The hands-on experiences and unique education that Career Wardrobe offers help individuals navigate and succeed in any workplace. Our people are proud to work with the organization and its clients.”

Thank you to Accenture and your employees for valuing our work and client success!

Wardrobe Careers Offers Unique Hands-On Work Experience

Individuals transitioning to work from poverty stemming from a variety of life challenges including a history of homelessness, incarceration, interpersonal violence, low literacy skills, or chronic unemployment often face unique barriers. A lack of skills, experience, confidence, and resources prevent individuals from obtaining and retaining employment that could provide independence and self-sufficiency for them and their families. To address this struggle, Career Wardrobe and Lutheran Settlement House (LSH) partnered on Wardrobe Careers, a strategic collaboration that combines classroom training with practical paid work experience.

Classroom training is provided by LSH and uses curriculum from the National Retail Federation. The training teaches a wide range of skills from identifying customer needs and problem solving to connecting their job performance to the overall success of a business.

Next, LSH participants interview to intern at The Wardrobe, where they will gain practical problem solving skills and apply classroom learning to an actual retail environment. While working in an active retail store, the Wardrobe Careers Interns have the opportunity to practice the skills learned in the classroom such as customer service, sales technology and online sales tools, merchandising, along with soft skills needed to maintain employment such as time management, interpersonal communication skills, and conflict resolution.

We are already seeing the goals of this collaboration being met. After completing the first cohort of four interns, we saw the professional and personal growth of each individual and look forward to working with our next group!

“Every morning, I look forward to getting up & dressed for my internship…Career Wardrobe helped me regain my confidence & social skills!” – Melissa, Wardrobe Careers Intern

CLA Foundation Supports Wardrobe Careers

The Clifton Allen Larson (CLA) Foundation was founded in 2015 to advance career opportunities in communities that are home to its clients and their constituents across the nation, spark entrepreneurship, and generate job growth. Career Wardrobe was fortunate to benefit from a generous grant from CLA this year that funded a cohort of clients to participate in our new Wardrobe Careers Internship Program, helping to level the playing field for individuals who face barriers to success every day.

The CLA Foundation connected to our mission to provide “workplace literacy,” including hands-on work experience and job readiness education that prepare individuals for new work experiences and challenges, and opportunities to grow personally and professionally.

“We are proud to support Career Wardrobe. This critical work aligns with the CLA Foundation’s mission to connect individuals with life-changing opportunities. Gaining skills and confidence is key for both immediate and long-term professional success and growth. We are excited that Career Wardrobe was our first grant recipient in the Philadelphia area!” says Steve Rosa, CLA Foundation Executive Director.
At the core of our program is one thing: CLOTHING!

But getting those clothes from the people who want to donate them into Career Wardrobe and to our clients takes a lot of help from some very dedicated volunteers.

Our monthly Main Line clothing drive is made possible by a group of individuals who help empty donors’ cars, distribute receipts, and much more so that our clients have high-quality, professional attire to boost their confidence.

Loretta LoGrippo, an all-star volunteer, said that she’s motivated to help Career Wardrobe because she has “always wanted to help women understand that they can be successful if they put their minds to the task. Sometimes we all need help to get there.”

Both Loretta and Jenny Rosback, another one of our Main Line drive volunteers, have been personally and professionally inspired by being raised by single mothers and witnessing their struggles and successes, and seeing the ways in which skills and community support made a difference in their lives.

Career Wardrobe is proud to have dedicated volunteers giving their time in service to our clients!

Interested in being part of the clothing drive fun? Email volunteer@careerwardrobe.org to learn more!

PECO’s Commitment to Partners Results in Powerful Outcomes

PECO describes their corporate giving as “investing” in organizations, and Career Wardrobe can attest to this statement! PECO has invested in Career Wardrobe for nearly ten years, helping Career Wardrobe transform and grow to meet the needs for our services. Over the past decade, we grew from a staff of five to fifteen, opened client service sites in the suburbs, increased our capacity to serve double the number of clients, and began to offer professional development and job readiness education services to the public, filling in important gaps to the workforce development system.

In addition to sponsoring and participating in our two fundraisers, PECO provides an opportunity for us to network and discuss our work with the PECO NOW women’s group, volunteers to help us with our most pressing needs, and supports the strategic direction and operational success through its continued board service. PECO offers an annual symposium to bring together non-profit partners from all over the region, allowing us to network and learn about best practices.

PECO’s focus on helping organizations achieve measurable and sustainable improvement is not just a statement, but a philosophy that they live daily in their corporate citizenship, helping organizations build lasting, effective programs that change lives, families, and communities.

Romona Riscoe Benson, director of Corporate Relations at PECO said, “PECO is honored to be a part of Career Wardrobe’s history and growth over the past decade, and we are proud of the impact this organization has had across the Greater Philadelphia region by touching the lives of more than 80,000 individuals seeking to enter the workforce and gain independence. We have watched Career Wardrobe advance its programming to support women and men by offering critical skills and education and serving the surrounding suburbs with unique offerings. Congrats to Career Wardrobe for another year of changing lives through clothing and confidence.”

Thank you to PECO for your investment and commitment!
ThankYou

FY 2018 REVENUE*
$2,753,665

36% Program

47% In-kind

17% Contributions

FY 2018 EXPENSES*
$2,436,593

93% Programming

7% Administration & Fundraising

• In-kind Donations
• Program Revenue (Contracts & Earned Income)
• Contributions (Corporate, Individual, Foundations)

* Unaudited & subject to change

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Leadership TEAM
Sheri K. Cole, Executive Director
Treacy Henry, Development Director
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For more information:

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$ Accenture
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$ Aon Risk Services, Inc. of Pennsylvania
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$ CLA Foundation
$ Clarivate Analytics
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$ Curtis W. McGraw Foundation
$ Day & Zimmerman
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$ Deloitte LLP
$ DuPont Women’s Network
$ Cari Feiler Bender
$ Gloria Forbes
$ Danielle Fox
$ FS Investments
$ Jenny Fusco
$ Grace Presbyterian Church
$ Mike Grimes
$ Haute Moms, LLC
$ Henry A. Davidsen Custom Master Tailor
$ Horizon Blue
$ HUP
$ Internal Revenue Service
$ J.P. Bruehner Charitable Trust
$ Eva Jackson
$ Janssen Scientific Affairs, LLC
$ Christine Jerub
$ Johnson & Johnson
$ Julian A. & Lois G. Brodsky Foundation
$ Lisa Kabnick
$ Kantar Health
$ Ladies That UX PHL
$ Laura J. Niles Foundation, Inc.
$ Lincoln Financial Group
$ Local Deals Group, Inc.
$ Linda Madsen
$ Magento Commerce
$ Manor College
$ Michele Mayne
$ Linda McAleer
$ McLean Contributionsship
$ Methodist Bridgehouse for Women
$ Elizabeth Moore
$ Melissa Niedosik
$ Northwest Careertlink (Impact Services)
$ Melissa Novak
$ Otsuka America Pharmaceutical, Inc.
$ PA Public Utility Commission
$ Monika & Tim Panger
$ PECO
$ Pennsylvania Department of Human Services
$ Sandy Pfeffer
$ Philadelphia Foundation
$ Philadelphia Works
$ PIDC
$ Post & Schell
$ Put Your Money Where Your Mouth Is Fund
$ Nathan Renner-Johnson
$ Rotary Club
$ Conshohocken Plymouth Whitemarsh
$ Abby Siegel-Greenberg
$ Erica Spizzirri
$ Springboard Media
$ Stantec
$ Katharine Stassonic
$ Tax-Max
$ Temple University - Fox School of Business
$ The Healthcare Financial Management Assoc.
$ The Philadelphia Contributionship
$ The Transition Network (TTN)
$ Thomas Skelton Harrison Foundation
$ TrueMark Financial
$ U.S. Trust
$ University of the Sciences in Philadelphia
$ Villanova Law Alumni Association
$ Wells Fargo Foundation
$ White&Williams
$ Widener University
$ Sheryl Williams
$ Wolters Kluwer
$ Women’s Innovative Network
$ Women’s Way
$ Zeta Phi Beta Sorority Inc.

- Organizations that donated $5,000 or more
- Organizations that held clothing drives
- Individuals that donated $1,000 or more

* Unaudited & subject to change