



THE WARDROBE™

Annual Report 2022



The staff here want you to succeed and make you feel loved



Our Mission

The Wardrobe is a nonprofit social enterprise that uses clothing to inspire change. The Wardrobe believes clothing shouldn't be a barrier to success and works to eliminate clothing insecurity. Clothing insecurity can mean not having anything to wear or not having the right thing to wear. After leaving The Wardrobe, our clients shine from the inside out with clothing that helps them succeed in any area of life.

In 2022, The Wardrobe outfitted **4,038** people.

The Wardrobe at a Glance

1995

The Wardrobe was founded

\$1.5M

Operating Budget

98K+

Clients dressed year to date

Clothing WEAR You Are

Clients can visit us in Philadelphia or Upper Darby for a free personal styling appointment. Each appointment includes 6 items of clothes - from casual to workwear.

62% of clients outfitted for a job search or training

Wardrobe Boxes

For those unable to visit in person, we offer online consultations and mail a personally styled Wardrobe Box. Last year, we mailed **628** Wardrobe Boxes to clients and opened **2** satellite sites for Wardrobe Box orders in Chester and Bucks County.

Everything is well-selected and high-quality. It is a non-judgmental and fun shopping experience

Community Partnerships

With **150+** Community Partners, including government agencies and social service organizations, we are always working to expand our clothing services.

I am so very touched and humbled by your kindness and thought put into this package. I can't thank you enough!



Wardrobe Locations

Philadelphia

413 N 4th Street
Philadelphia, PA 19102

Upper Darby

62 W Marshall Rd
Lansdowne, PA 19050

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Open Wardrobe

Our new monthly program provides free clothing without an appointment and focuses on a different community of clients each month. We saw **537** participants in 2022.



At Open Wardrobe, we can shop as a group!

Outfits for Life!



64%

of clients report earning \$16 an hour or more

56%

of clients report being employed and satisfied within three months

99%

of clients reported a positive experience with The Wardrobe

1615

Clients self-referred with **38%** looking for casual attire

As a low-income student funding my own college education, I'm financially constrained from buying a perfectly tailored suit. At the Wardrobe, the folk I spoke to were supportive and understanding of these experiences, providing me with style tips and guidance to make me feel excited about the clothes I was wearing

My dressing assistant was so patient and paid attention to everything I said in regards to clothing attire.

Outfits for Work...

Returning Wardrobe

The Wardrobe's goal was to outfit 1,000 formerly justice involved citizens this fiscal year. We have officially surpassed that goal by serving over **1,009** justice involved people with the clothing and support they need in under 7 months.

Wardrobe Box Intake Sites

Keystone Health Wellness Center

1929 West 9th Street
Chester, PA 19013

Bucks County CareerLink

4800 E Street Road
Trevose, PA 19053

Meet The Wardrobe

Leadership Team

Executive Director Sheri K. Cole

Program Director Al Sharrock

Resale Director Nick Kril

Program Manager LeTonya Wilson-Nalley

Board Officers

President: Nina Markey Littler

Vice President: Melissa Novak Northern Trust

Secretary: Micki Pressman Radian (retired)

Treasurer: Christopher Otten Plutus Financial Group

Directors

Erin Allsman Brownstein Group

Bridgett Battles Thomas Jefferson University Hospital

Janet Bernstein The Organizing Professionals

Lauren Blevins Effectv

Latoya Edmond CareerWork\$

Kathy Gaddes Retired

Melissa Herd US Dept. Health & Human Services

Toya Lawson Bridge Partners

Brian Lipstein Henry A. Davidsen Tailors

Linda McAleer The Melior Group

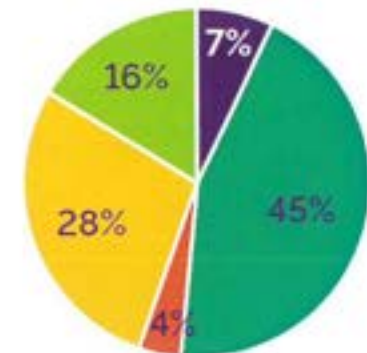
Jessica Rennard Helpsy

Laura Andrusko Traikov HOVER Inc.

Financials

The Wardrobe FY2022 - \$1,866,426 Income

- Contributions
- Government Contracts
- Event Income (Net of Expenses)
- Grants
- Programs (Earned Income)



Net Income: \$315,087



In FY2022, The Wardrobe received \$731,139 in donated goods and services. We also had 80 corporations host clothing drives for us!

The Wardrobe FY2022 - \$1,551,339 Expenses

- Program Services
- Management & General
- Fundraising



★ Milestone: The Wardrobe's Board approved a Reserve Fund Policy to guide reinvestment and use of net assets to have a greater impact for our clients and partners

Contact Us

Philadelphia

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Philadelphia, PA 19123
(215) 568-6603 x10

Upper Darby

62 W Marshall Rd
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(215) 568-6603



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