Dear Friends and Supporters,

Each and every year we are beyond grateful for your enthusiasm, dedication and generosity to Dress for Success Worldwide. It is because of your continued support and involvement that we are able to mark our 19th anniversary this year and look to celebrate some significant achievements with our 20th Anniversary milestone on the horizon. In 2016, we welcomed seven new affiliates across the globe into our Dress for Success family. As we continue to expand we are able to empower women around the world by spreading a singular vision and mission to ALL women. We are proud to share that approximately 75,000 women received support from Dress for Success in 2016 – an all-time high for our organization.

Since we were founded in 1997, we welcomed 925,000 women from 21 countries through our doors. Our women come from all walks of life with various upbringings, educational backgrounds, cultures and hopes for the future. Whatever their background and culture may be, Dress for Success welcomes, supports and empowers all women, and we strive to offer each one the tools she needs to create a future where she excels both personally and professionally in her community.

Over the years, Dress for Success has expanded far beyond the organization that initially provided suits to women. Our Continuum of Services has evolved and remains dedicated to providing pathways that reflect the real-life stages of a woman on her journey to attain self-defined success. In 2016, we transitioned the focus of our programming efforts on expanding and strengthening our services to include culturally inclusive programming especially for our global affiliates. This provides each affiliate with the appropriate vehicles for delivery that accommodate the diverse needs of our women in their communities. By evolving with our women and new affiliates and expanding our Continuum of Services model both vertically and horizontally, our team strives to cultivate a lifelong journey with each woman who comes to Dress for Success.

We are honored to be an organization paving the way for women’s empowerment especially with 2016 being the “Year of the Woman.” It is more important now than ever before that we continue to expand our program offerings and our worldwide reach so we can support each and every woman in her transformation, as she realizes her full potential. We convey our firm belief that ALL women can achieve self-sufficiency, retain it and celebrate it. Now with more than 142 locations in 21 different countries and extraordinary dedication from our affiliates, sponsors, volunteers and clients, the global impact of our mission has no boundaries.

This year we eagerly await our 20th Anniversary milestone and reaching our goal of serving one million women across the globe as they proceed on their paths to achieving economic independence. It is a milestone we’ve always dreamed of and one that simply would not be possible without all of you.

Sincerely,

Joi Gordon
CEO

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**OUR MISSION**

Dress for Success is an international not-for-profit organization that empowers women to achieve economic independence by providing a network of support, professional attire and the development tools to help women thrive in work and in life.

Our vision is a world where women do not live in poverty; are treated with dignity and respect; and are strengthening their families and shaping their communities.

In 1996, a philanthropic law student received a $5,000 inheritance from her great grandfather. With a desire to honor his memory and a heart for helping others, Dress for Success founder Nancy Lublin transformed a small inheritance into a gift that kept on giving, one that would enable women who once faced personal hardships to earn their own money and build new lives.

Since starting operations in 1997 what began as a grassroots start-up, predominately known for providing women with professional attire, professional etiquette and self-efficacy, has grown into an international not-for-profit organization promoting the economic independence of women worldwide. Dress for Success has expanded to 141 cities in 21 countries. To date, Dress for Success has helped more than 925,000 women.

Under the leadership of CEO Joi Gordon, Dress for Success Worldwide now provides a full continuum of services, suiting a woman from the inside out and uniquely positioning our organization as a global leader in women’s employment issues.

**DRESS FOR SUCCESS HAS EXPANDED TO**

141 CITIES IN 21 COUNTRIES
OUR PROGRAMS

SUITING PROGRAM
Job-ready women, who are referred to Dress for Success by a range of partnering organizations, work one-on-one with a highly trained volunteer personal shopper who helps her select professional attire and provides support and encouragement for her upcoming job interviews. Once successfully hired, the client can return to Dress for Success for a full week’s worth of free professional attire.

CAREER CENTER
Career Centers support our clients’ employment efforts by allowing for self-directed job search and access to our career specialists. These specialists promote confidence and professionalism by working one-on-one with clients to help create superior resumes and cover letters, provide career counseling, conduct mock interviews, and facilitate access to job preparedness programs like the Going Places Network by Walmart.

PAVING THE WAY FORWARD
The Paving the Way Forward initiative provides capacity building support to enhance affiliate Career Centers, offer one-on-one career coaching and support to affiliate leadership, and best practices to deliver Dress for Success’ workforce curriculum to increase clients’ employment readiness.

"Dress for Success’s Continuum of Services provides pathways that reflect real-life stages of a woman on her journey to attain self-defined success."
ANNUAL AFFILIATE LEADERSHIP CONFERENCE

The annual conference provides Dress for Success affiliate leadership with tools and information that will help strengthen their programs. Whether a fledgling volunteer-run affiliate or an established, independently operating 501 c3 organization, all affiliates learn best practices to streamline their service delivery to clients as well as increase their impact within local communities.

GOING PLACES NETWORK

The Going Places Network by Walmart (GPN) helps unemployed and underemployed women gain professional skills, accelerate their job search and build confidence. Clients participate in 6 to 10 weekly training sessions, one-on-one career coaching, networking in a supportive environment and access to a career panel. The goal of the GPN is to help participants gain sustainable employment and help them on their journey to self-sufficiency.

GOING PLACES NETWORK RETAIL EDUCATION ADVANCING LEADERSHIP (REAL) PROGRAM

The Going Places Network REAL program provides unemployed and underemployed women with retail-focused job search tools to become employed and upwardly mobile in retail careers. In a 6 to 8 week structure, the program provides self-assessment, goal-setting and an individualized Retail Career Mapping plan to enhance clients’ retail job seeking process. Enrollment into the PWG program following the program supports employment retention.

SUCCESS IS CALLING

The Success is Calling program provides unemployed and underemployed women with the ability to effectively navigate a telephone interview as a critical part of a successful interview process. The Success is Calling Program is a hybrid workforce development program, combined with a Going Places Network or Going Places Network REAL program.

PROFESSIONAL WOMEN’S GROUP

The Professional Women’s Group (PWG) provides newly employed women with a network of support, inspiration to remain employed and practical information. Membership in the PWG begins with 12 monthly meetings, which include networking sessions and workshops led by subject matter experts covering topics related to creating stability in the workplace, work/life balance, and personal and professional growth.

AXA “PURSUIT BEYOND THE SUIT” NATIONAL EDUCATION SCHOLARSHIP PROGRAM

Education has the potential to give women the economic power to overcome professional and personal challenges in order to realize their full potential. PWG members are eligible to apply to this national scholarship competition. Five award recipient receive partial monetary scholarships applicable towards the pursuit of an undergraduate or graduate college degree which will help them advance in their career or field.
OUR PROGRAMS

FINANCIAL EDUCATION
The Financial Education Program allows employed PWG members to enroll in a 13-session program designed to ensure that each participant learns to make sound financial decisions, develops a plan for her future and is empowered to reclaim her financial freedom.

MY FINANCIAL SUCCESS PROGRAM
The My Financial Success Program (MyFi) encourages graduates from the Financial Education Program to be an active participant in her financial journey. Participants identify and utilize appropriate financial tools and make sound financial decisions in order to build their assets over time. With the assistance of subject matter experts, financial planners, a one-on-one coaching experience, and online financial services, women are empowered to take control of their personal finances and become consumers of financial products.

EMPOWER HER: HEALTH AND WELLNESS INITIATIVE
Through the Health and Wellness Initiative, participating PWG members gain skills and knowledge to improve their physical and emotional well-being. This is achieved through workshops led by subject matter experts on topics ranging from healthy aging, family planning, elder/self-care, cancer awareness and prevention; mental health and personal wellness, HIV and AIDS awareness; and nutrition: healthy eating. The Initiative uplifts women to lead healthy lives as they strive towards economic independence.

ASSOCIATE PROFESSIONAL WOMEN’S GROUP
The Associate Professional Women’s Group (APWG) is comprised of PWG alumnae who are on track to reaching self-sufficiency. APWG members are emerging leaders who will help to empower the lives of others. They utilize their enhanced skills and act as peer mentors, program ambassadors or volunteers; take part in programming offered through their local affiliate; and are eligible to become a Success Summit delegate and design their own Community Action Project.
**OUR IMPACT**

At Dress for Success, we take pride in the growth and transformation in each woman that walks through our doors. In 2016, our clients excelled in the Dress for Success Continuum of Services Programs, transforming their lives professionally and personally far beyond expectations.

**100%** of participants in the Going Places Network, our workforce development program gained professional skills, accelerated their job search, and had access to resources such as our Career Center and Job specialists for one-on-one career coaching.

**100%** of Financial Education participants lay the foundation for critical emergency funds and improved their credit score.

**76%** of participants in the Professional Women's Group, our employment retention program, remained gainfully employed after one year.

**57%** of PWG members sought to further their life-long learning by enrolling in hard skills instruction, certification, credentialing, project management and leadership development to position themselves for advancement in their careers and poised to pay it forward.

**42%** of Professional Women’s Group members received a salary increase.

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**OUR PROGRAMS**

**SUCCESS SUMMIT**

The Success Summit is an empowering three-day women's leadership conference that celebrates the successes of our leading ladies, the women that we serve across the globe. The Summit boasts best daily workshops with engaging and interactive speakers, life-enhancing recreational experiences, life coach engagement, and an accelerated project management training and certification program. Upon conclusion of the conference, Delegates return home to implement a Community Action Project (CAP) in their communities.

**COMMUNITY ACTION PROJECT**

The Community Action Project (CAP) is a social change initiative that will improve a critical issue or concern affecting a particular community. Through the implementation of the Community Action Project, Success Summit delegates will lead their local Professional Women’s Group members in mobilizing resources and bringing awareness to an issue in their communities.
Christina, a program participant from our San Francisco affiliate was named the 2016 Success Ambassador and Keynote Speaker at our annual gala held at the Grand Hyatt, New York. Her experience reflects how Dress for Success has changed her life. Adopted from the Philippines and brought to the United States as a young child, Christina thought she would live out the American Dream. That dream turned into a nightmare as she suffered years of abuse and unexpected incarceration. In her own words, "my life could have gone down a completely different path. I was a victim of childhood abuse and domestic violence. I was a party girl and drug addict. I was a convicted felon. But those are not the labels that I chose to define my life.

It was actually in prison that Christina sought counseling and help to deal with the issues from her past. "I was finally able to open up and talk about my demons and I learned how to use healthy coping mechanisms. I also found out about Dress for Success while I was still serving time."

When released from prison, Christina entered a halfway house and received a referral to Dress for Success San Francisco. "The women there greeted me with open arms. It truly felt like I was being given a second chance. That day, I left the boutique with a beautiful olive green Armani suit with shoes and jewelry to complete the look. But more than the suit, I got a glimpse of the Christina that I knew I could be. I was filled with the confidence that I could accomplish anything if I made the most of every opportunity."

Christina’s journey to Dress for Success began as a referral to our organization where she received a business suit and the support needed to land her a job once she completed drug treatment program. But it was her participation with our Professional Women’s Group and other programs that helped her reach self-defined success.
FEATURE EVENTS

POWER WALK • NYC

GIVE CONFIDENCE, HOPE & STYLE GALA • NYC

EMPOWER BREAKFAST • LOS ANGELES

EMPOWER BREAKFAST • CHICAGO

POWER WALK • NYC

GIVE CONFIDENCE, HOPE & STYLE GALA • NYC

SHOP FOR SUCCESS • LOS ANGELES

EMPOWER BREAKFAST • CHICAGO

WOMEN HELPING WOMEN • NYC

GIVE CONFIDENCE, HOPE & STYLE GALA • NYC

SHOP FOR SUCCESS • LOS ANGELES

SUCCESS SUMMIT • CHICAGO

WOMEN HELPING WOMEN • NYC

GIVE CONFIDENCE, HOPE & STYLE GALA • NYC

SHOP FOR SUCCESS • LOS ANGELES

POWER WALK • LOS ANGELES

POWER WALK • LOS ANGELES

WOMEN IN BUSINESS • NYC

WOMEN IN BUSINESS • NYC

POWER WALK • LOS ANGELES

POWER WALK • LOS ANGELES

POWER WALK • LOS ANGELES

POWER WALK • LOS ANGELES
Q: Please tell us a bit about your career history: where you are in your life at this time.

A: I began my career in Public Relations specializing in travel, tourism & hospitality. My experience in these areas allowed me to seamlessly transition into my partner’s business, a luxurious, boutique hotel in Boston called Clarendon Square. Today we still own & operate our historic hotel. I love what we do, so I am always looking at new properties to expand our business. I am also working in the communications industry again, writing for magazines & producing videos and hope to grow within this industry.

Q: What initially interested about volunteering with Dress for Success?

A: I came to Dress for Success Worldwide in January of 2016. I feel so fortunate in life and really wanted to give back. I wanted to support an organization that empowers women and no organization does it more comprehensively & successfully than Dress for Success. Women have always been my biggest supporters, best friends and role models. When we can support each other’s causes, that truly makes us stronger together, which is why it was important for me to volunteer somewhere that helped people who were different from me.

Q: What do you do as a volunteer?

A: I get to play a variety of roles as a volunteer, which I love. I first started volunteering in the Career Center doing mock interviews with Dress for Success clients. I also assist in the volunteer office, whether that means data entry or confirming appointments. Once a month I co-host new volunteer orientations and most recently I began to assist with corporate contributions in the Worldwide Office.

Q: What is the most challenging part of volunteering at Dress for Success? What is the most rewarding part?

A: Diversity is the most challenging aspect of Dress for Success but it is also one of the most rewarding attributes. No client is the same. Each has a unique background, challenge, job or set of skills. As a volunteer you really need to have a broad knowledge base and the ability to find common ground with each woman in order to have a meaningful career consultation.
The experience of volunteering where diversity is so crucial to success really has enhanced my creativity and communication skills. The goal is to deliver the information in a way that forms a real connection with the woman in front of you.

Q: Is there a particular moment or experience that you remember that impacted you and made you realize that you are making a difference in a woman’s life?

A: At the end of a career consultation, one woman thanked me, which was not uncommon, but what she said next really touched me. She said that out of all the career consultations she had ever had I was the best. She explained that she had worked with so many counselors, teachers, managers but never felt she ever received the help she needed and that I heard her as a person, understood her and taught her something new.

Q: What would you tell others who are interested in getting involved with Dress for Success?

A: If you are putting off volunteering because you do not have the time or do not think you can personally make a difference you need to think again. I would have never imagined that initially volunteering a few times a month would have lead me to so many interesting opportunities and ways to get involved. While my original goal was to give back, I feel like Dress for Success has given me just as much if not more. To see each woman’s confidence transform after visiting the boutique and Career Center is priceless. This great organization is making a difference, largely because of the volunteers. Whether it is in the boutique, Career Center, events, fundraisers or donations, a little bit of time and love goes further than you can possibly imagine.

SUING, PERSONAL SHOPPING & CAREER CENTER COUNSELING

A woman’s suit is usually her first introduction to Dress for Success. She may have never heard of our organization before and many times has never even owned a suit in her life. This inaugural experience with our organization is one of utmost importance. Volunteers also have the opportunity to work with a client on interview preparation, resume building and learning job searching strategies in our Career Center.

PUBLIC SPEAKING AND SUBJECT MATTER EXPERTS

Dress for Success goes far beyond suiting. We take pride in the career development and retention programming that is the cornerstone of our organization. For these programs, we are constantly looking for subject matter experts to impart words of wisdom to our women as they travel along on their professional journeys. A volunteer’s knowledge of the workforce could prove very meaningful insightful to the women enrolled in our various programs.

SPECIAL EVENTS

Each year, Dress for Success Worldwide hosts four signature events in New York City. We look to our worldwide volunteers to help with the planning preparation in the weeks leading up to the event, as well as provide support to us onsite during the event.

COMPANY INVOLVEMENT

One of the best ways to support our organization is to spread the word about the work that we do and the women that we serve. We also encourage companies and their employees to join together to host fundraisers or clothing drives on behalf of Dress for Success, participate in group volunteer activities or sponsor a table at one of our signature events.
Our Affiliate Network is our network of community-level non-profits that fulfill the Dress for Success mission locally. Each affiliate is responsible for its own fundraising efforts, programs, referral agency relationships, volunteers and so on.

Affiliates are formed by individuals or an organization who want to support women in their communities. In 2016, Dress for Success Worldwide welcomed 7 new affiliates to the family:

- Albuquerque
- Belgrade
- Fresno
- Maastricht
- Oporto
- Reno-Northern Nevada
- Stockton

All new affiliates were invited to the annual “Affiliate Leadership Conference” held in Chicago, Illinois. There, over 130 international affiliate leaders gathered together and learned best practices from top business leaders and influencers. Affiliate leadership was provided with tools and information to help strengthen their general operations and program offerings to maximize impact not only on their clients, but also on their communities.

Q: Can you share some of the common challenges that women in your community face?

A: While Austin is considered one of the fastest growing U.S. cities, it is a lopsided city. The educated and economically comfortable experience a secure lifestyle. The multitude of women who seek services from DFS Austin, encounter a polarized labor market. There are jobs for the educated and highly skilled but an hourly employee, especially in the service industry, often is trapped in her job.

The economic status of many clients (including those who are employed) are the result of a variety of circumstances. When women have children to support, there are little to no resources nor time for personal and professional development. They tend to have experienced a multitude of challenges in life and getting a job doesn’t necessarily diminish those challenges. DFSA staff works with women who have seen generations of poverty; veterans seeking a position as civilians, women who’ve experienced incarceration, those who live in domestic violence situations; older women who must return to work to survive; the transgender client seeking her place in the community, new citizens who don’t yet understand the U.S. workplace; and those who are homeless.

Q: How do you feel you are impacting the community?

A: Thousands of women have been served since DFS Austin opened its doors in 2003. I’ve been here since 2009 and to watch us grow from suits-only to providing several pre- and post-employment programs is exciting. Every woman who moves from unemployment to employment or becomes more professionally adept at work because she has learned from PWG meeting speakers or becomes a better role model for her children...all of these are “impacts.”

One of the most wonderful impacts is to realize a woman does feel empowered after her experiences at our affiliate. So much happens to move a woman from low self-esteem to that sense of empowerment. We are a staff of 5...one full time, three part-time and one contract. Now serving about 1,000 women each year takes the entire staff and over 200 active volunteers. As I say this, one might visualize a scene of many volunteers scurrying around helping women with clothes, resumes, and information-giving and there is that, but what really happens here is a lot of small magical moments interspersed throughout the day. A magical moment happens as each volunteer meets her client at the client’s point of need. The volunteer listens, is interested, isn’t judgmental, discovers the client’s goals and dreams and helps her with information and a plan of action intended for her professional journey.
Q: What were some of the biggest challenges you faced in starting your affiliate or continue to face today?
A: Our biggest challenge is what I believe challenges every nonprofit...that of adequate funding. Austin is home to thousands of nonprofits so we are all striving to be able to reach out into our community and convince donors we are who they need to support.

Q: What are some of your most proud accomplishments regarding your organization?
A: I would wager that many affiliates would have one answer in common to this question...being able to do so much with so little.

Q: Is there anything that makes your affiliate unique that we should know about?
A: Austin as a community is constantly changing with its workforce, residents, housing, growth, etc. Basically, it is booming and just when we think we have it figured out, we realize we don't. Because of its dynamic traits, we are constantly learning from and finding ourselves involved with many various community pockets and continually having to adjust to what works and doesn’t work.

Q: What is your ultimate goal for Dress for Success Austin and where do you see it going in the next few years?
A: A better community understanding of our mission, which should bring more support from a more diverse group of donors and other stakeholders. One way to accomplish this is by DFSA being an active player in the game, meaning having a seat at the table when the big issues are discussed regarding poverty, homelessness, affordable office space, access to mental health care, etc.

Q: Why did you decide to open Dress for Success in your community?
A: The Adelaide region has some of the highest unemployment rates in Australia and we wanted to do more for the women of our community. We believed Dress for Success would have an immediate impact on the confidence of women entering the workforce, and in conjunction with our training, mentor and support networks would ensure the long term sustainability of employment and therefore the individual’s success. This, we propose will in turn reinforce vocational identity, which is vital in breaking the cycle of unemployment and poverty.

Our boutique is located in the Northern Adelaide region where the unemployment rate is the second to highest in the nation. The systematic closure of a car production plant and related manufacturing has had a devastating effect on this community.

Q: Can you give/share some of the common challenges that women in your community face?
A: The most common challenges that women face in our community is living on or below the poverty line on welfare benefits. Women often feel isolated, helpless with little or no confidence. The Northern region of Adelaide includes some of the most disadvantaged areas in Australia, especially in the Elizabeth district with unemployment rates of 32.6%. Nearly one third of residents have a weekly income below the poverty line. This is the most disadvantaged area of any city in Australia and only exceeded by some of our remote outback communities.

The largest cohort has been unemployed for over 3 years. Half of the mature aged jobseekers have been unemployed for more than 2 years. Long term and generational unemployment is very common and a challenging cycle to break.

Q: How do you feel you are impacting the community?
A: Our service has improved our client’s ability through the employability foundation skills to participate more effectively in the marketplace, by increasing confidence and improving attitudes and creating strategies to job search, ultimately leading to long term sustainable employment.

The Dress for Success Adelaide Career Support Program (CSP) has been incorporated into the one-on-one client appointments to provide eight key Employability Skills for women in need seeking to enter or re-enter the workforce: Communication, Planning and Organizing, Team Work, Technology, Problem Solving, Learning, Self-Management and Initiatives, and Enterprise. Subsequent one-on-one appointments are available and encouraged with clients, requiring extra coaching on any or all of the employability skills.

In the last twelve months we served 359 women taking the total of women served by our Adelaide affiliate since inception to 586. Of the 586 women equipped with employability skills, 265 were successful in gaining employment (45% success rate). We have conducted 810 Career Support Program appointments,
provided 2,754 pieces of clothing and accessories to the value of $34,770 to 526 clients (NB: not all clients have needed to access clothing for interview or employment suiting).

Q: What were some of the biggest challenges you faced in starting your affiliate?

A: The biggest challenges we faced in starting our affiliate were:
- Getting the right person for the position of Business Manager
- Developing our unique service model
- Securing sustainable funding from the Federal Government
- Engagement of sponsors, their contribution both financial and professional, and accessing their networks
- The development and establishment of the Professional Women’s Group (PWG).

Q: What challenges do you continue to face today?

A: Today our biggest challenges are securing job opportunities for our clients in an economy where the demographics of the population are changing, resulting in a shift in industry specific employment.

Q: What are some of you most proud accomplishments regarding your organization?

A: In the relatively short time our affiliate has been open (less than 2 years) we have had several accomplishments that we have been proud of:
- The total number of women that have accessed our service since opening our doors in August 2015
- 586 Women attended Dress for Success Career Support Program (CSP) appointments including 526 receiving interview attire
- 810 Individual CSP appointments have been conducted
- 265 Women have been equipped with employability skills who have gone on to secure employment
- 100% of women attending CSP reporting improvement in their ability through increased foundation skills to participate more effectively in the job market
- 100% of women attending CSP reporting an increase in their confidence and attitude in their job searching
- Federal Government Approval of our Career Support Program
- Silver Service Transport - The CSP services clients from the greater Adelaide Region covering an area of 84 kilometres (52 miles). We endeavor to minimise any barriers to our service and deliver a very personal specialised service to each and every client. We want every woman accessing the Dress for Success service to feel special and empowered. Where clients have difficulty in accessing our boutique, we offer a free chauffeured car service that collects and returns the client from their agency’s site to the boutique.

- With our sponsor Accenture, our successful delivery of the Skills to Succeed program targeting youth in 16-24 age cohort. The program is designed to remove barriers and to assist the participants in gaining employment.
- Launch of our PWG - The successful engagement of sponsors in the delivery of the PWG program, generating value and “invested ownership” proposition of sponsors, to secure their long term engagement with the program.

Q: What is your ultimate goal for your affiliate and where do you see it going in the next few years?

A: Our ultimate goal for our affiliate is to become financially independent, and for partner sponsorships to be financial as well as to provide job opportunities both within the partner organization and through the partner’s networks.

In the next few years we envisage that we will open a second boutique in Western Adelaide to provide a mirror service of the existing operation to assist the women of this community.
AFFILIATES LIST

LOCATIONS

UNITED STATES

Arizona
Phoenix

Arkansas
Fayetteville

California
Bakersfield
Fresno
Los Angeles
Riverside
Sacramento
San Diego
San Francisco
San Jose
Stockton

Colorado
Denver

Connecticut
Bridgeport
Hartford

District of Columbia
Washington DC

Florida
Fort Myers
Miami
Naples
Orlando
Palm Beach
Tallahassee
Tampa Bay

Georgia
Atlanta

Hawaii
Honolulu

Idaho
Boise Valley

Illinois
Chicago

Indiana
Fort Wayne
Indianapolis

Iowa
Davenport
Des Moines

Kansas
Wichita

Kentucky
Lexington
Louisville

Louisiana
New Orleans
Shreveport-Bossier

Maryland
Baltimore

Massachusetts
Boston
Cape Cod
Springfield
Worcester

Michigan
Ypsilanti

Minnesota
Hawley
Minneapolis

Mississippi
Jackson

Missouri
Kansas City
St. Louis

Montana
Billings

Nevada
Las Vegas
Reno

New Jersey
Hamilton
Jersey City
Madison
Trenton

New Mexico
Albuquerque

New York
Albany
Buffalo
New York City
Poughkeepsie
Rochester
Suffolk County

North Carolina
Charlotte
Columbia

North Dakota
Fargo

Ohio
Cincinnati
Cleveland
Columbus

Oklahoma
Oklahoma City
Tulsa

Oregon
Portland

Pennsylvania
Allentown
Erie
Harrisburg
Lebanon
Pittsburgh
Scanton
Uniontown
Washington
Wilkes-Barre

South Carolina
Charleston
Columbia

South Dakota
Sioux Falls

Tennessee
Memphis
Nashville

Texas
Austin
Corpus Christi
Dallas
Houston
San Antonio

Utah
Salt Lake City

Vermont
Burlington

Virginia
Norfolk
Radford
Richmond

Washington
Seattle

West Virginia
Huntington

Wisconsin
Racine

ALBANIA
Tirana

AUSTRALIA
Adelaide
Brisbane
Frankston
Perth
Sydney

CANADA
Alberta
Calgary
Central Alberta

British Columbia
Vancouver

Nova Scotia
Halifax

Ontario
Barrie
Kingston
Orilila
Ottawa
Toronto

Quebec
Montreal

Saskatchewan
Regina
Saskatoon

COSTA RICA
San Jose

ENGLAND
Bristol
Leeds
London

IRELAND
Cork
Dublin

JAMAICA
Kingston

LUXEMBOURG
Luxembourg

MEXICO
Mexico City

NETHERLANDS
Amsterdam
Eindhoven
Gorinchem
Leeuwarden
Leiden
Maastricht
Rotterdam
Spijikinesse
Utrecht

NEW ZEALAND
Auckland
Christchurch
Hamilton
New Plymouth
Northland
Rotorua
Willington

NIGERIA
Lagos

POLOG
Katowice

PORTUGAL
Lisbon
Porto

SCOTLAND
Glasgow

SINGAPORE
Singapore

SOUTH KOREA
Seoul

SWEDEN
Stockholm
STAFF LIST

Joi Gordon
Chief Executive Officer

Esther Barnett
Executive Assistant to CEO

Aqmeri Amen Wint
Special Events Coordinator

Camille Aponte
Corporate Contributions Manager

Lakindra Askew
Queens Program Manager

Lisa Atia
Development Manager - Worldwide West

Orit Berliner
Affiliate Relations Assistant

Dionne Binns
Program Coordinator - Bronx

Sarah Bove
Affiliate Relations Assistant

Beverly Brown
Volunteer Coordinator - Manhattan

Elizabeth Carey
Chief Affiliate Sustainability and Growth Officer

Candace Clark
Manager of Special Events

Karina Cruz
Development Associate

Jackie de Dios
Grant Writer

Gail Garramone
Vice President Resource Development and Communications

Jacqueline Grieco
Research and Evaluation Specialist

Lindsey Groginski
Public Relations Manager

Margery Hannah
Program Development Manager

Xochitl Hernandez
Director - Worldwide West

Elisha Issac
Warehouse Courier

John K. Honor
Warehouse Associate

Kimberley King
Development Manager - Worldwide Central

Patricia Ann Kirton
Warehouse Associate

Natasha Leath
Program Coordinator - NY

Joanne Leighton
Controller

Michelle Martin
Program Coordinator - Worldwide Central

Mabel Martinez
Social Media Coordinator

Dawn Matune
Branch Manager - Worldwide Central

Katrina Morales
Program Coordinator - Worldwide West

Regina Norman
Manhattan Branch Manager

Veronica Rado
Corporate Relations Manager

Shelby Saucier
Affiliate Compliance Specialist

Michele Schuster
Director of Development

Hamilton Scott
IT Support Specialist

Shandeeyaky Shabazz
Brooklyn and Queens Director of Operations - NY Programs

Deirdre Simmons
Human Resources Business Partner

Carrie Ann Lue Sue
Branch Manager - Worldwide West

Amy Tashjian
Senior Director of Worldwide Programs

Rosalee Walker
Merchandising Coordinator - Worldwide West

Emily Webber
Affiliate Operations Manager

Wendy Wilkins
Director - Worldwide Central

Angela Williams
Executive Vice President of Program Development

Erika Young
Branch Manager - Bronx
Dress for Success Worldwide is grateful to the many corporate partners who have helped our organization serve more than 850,000 women globally since we first opened our doors. These relationships provide critical financial support and donations of brand new merchandise, enabling us to enhance the continuum of services and programs we offer to our clients.

**SEVERAL OF THE EXTRAORDINARY PARTNERSHIPS AND CAMPAIGNS FOR THE YEAR INCLUDE:**

**BENEFIT COSMETICS**
For the second year in a row, Benefit Cosmetics® partnered with various charities for their annual philanthropic initiative, the Bold is Beautiful Project. In May 2016, 100% of the purchase price of all brow wax services sold in Benefit boutiques and Benefit Macy’s Brow Bars was donated back to Dress for Success, and the other chosen charities. More than 85,000 brows were waxed at 168 locations around the United States, and raised nearly $500,000 million dollars. In addition to the financial support, Benefit also provided all US Dress for Success Affiliates with product for their boutiques.

**VANITY FAIR LINGERIE**
For the third consecutive year, Vanity Fair® lingerie partnered with Dress for Success to donate brand-new bras to the organization. Now, women who reach out to Dress for Success when looking to secure a job or achieve their goals will not only receive professional attire, but they’ll also receive the proper foundation for that outfit – a brand new bra from Vanity Fair. Vanity Fair launched Buy One, Get One [Free], Give One, a series of in-store nationwide events held at retailers such as Kohl’s, Macy’s and Sears, that promised to donate 50,000 brand-new bras to Dress for Success in hopes to provide one bra to nearly every woman who walks through the doors of Dress for Success this year.
This holiday season, L’OCCITANE supported women’s empowerment and advancement by donating $120,000 to Dress for Success. From December 1 – December 25, 2016, $10 from select gift sets sold in-stores and online went towards Dress for Success programs. Through L’OCCITANE’s donation, up to 2,400 women were able to begin their journey in achieving their professional goals.

Custom storage company California Closets® teamed up with Dress for Success for #GivingShoesDay, an extended version of the annual Giving Tuesday campaign, which encouraged women to donate their professional shoes to one of more than 140 Dress for Success affiliates across the world. In addition to dropping off shoe donations at their local Dress for Success boutique on event day, “shoe gooders” had the option of bringing their donations to their closest California Closets showroom. Customers who donated shoes during this time period received up to a 10% discount on custom closet design and installation services at participating locations.

Southwest Airlines has been the exclusive airline partner of Dress for Success for the past 5 years and has supported the organization by donating round-trip airfare to support Dress for Success affiliates’ travel to our annual conferences.

Robert Half has supported nine Career Centers since 2005 and offered Professional Women’s Group members with job-skills evaluations and access to more than 2,500 online training modules. Robert Half has sponsored the Success Summit since 2005 and supported Dress for Success as a sponsor at the 2016 Give Confidence, Hope & Style Gala.

Talbots and O, The Oprah Magazine joined forces to launch an unprecedented spring collection that was created to support Dress for Success in an effort to empower more women in the workforce and help them thrive at work and in life. Through customer donations and a percentage of proceeds from the collection, Talbots raised $1,000,000 for Dress for Success and donated more than 4,000 boxes of work appropriate clothing that in turn, benefitted over 20,000 women across North America. Talbots also shared a series of uplifting “Yes, You Can” videos from women who have benefitted from Dress for Success. The fashion brand’s goal was to thank its customers and associates for their generosity throughout the years by spreading important messages about confidence and empowerment. The series of inspiring videos share each woman’s empowerment story and her transformational experience with Dress for Success.

Woolite® and Dress for Success presented women with a provocative challenge: Are they willing to donate the clothes off of their own backs, even a favorite outfit, if it means it would bestow confidence on another? At the core of the #ShareConfidence movement, was the unique power of vibrant, dark clothing and the transformation it can create for a woman in need of a fresh start.
CORPORATE PARTNERS AND FOUNDATIONS

$500,000 AND ABOVE

Benefit Cosmetics
Pandora Jewelry, LLC
Talbot’s
TracFone Wireless, Inc
Walmart Foundation

$100,000 - $499,999

California Closets
FULLBEAUTY Brands
L’Occitane
Robert Half International
Spanx
The Verizon Foundation
Woolite

$50,000 - $99,999

Elizabeth Young Foundation
FedEx
Fidelity Charitable Gift Fund
Strength of Nature
The Benevity Community Impact Fund
The Green Foundation

$20,000 - $49,999k

Alliance Data
America’s Charities
Ameriprise Financial
Aronson Mayefsky & Sloan LLP
AXA Foundation
BNY Mellon
Dr. Pepper Snapple Group
Making Great Fashion MGF
Moet Hennessy
Mutual of America
Pratt Industries
QBE
Reed Smith LLP
Rona Jaffe Foundation
Sullivan & Cromwell LLP
Sycamore Partners Management
Valleymcrest Productions Ltd
Vodafone Americas Foundation

$10,000 - $19,999

A&E Networks
Aetna
Ally Financial Inc. Community Relations
American International Group (AIG)
AOL
BlackRock Financial Management
Clear Channel
Co Collective
Commune Hotels and Resorts
Day Pitney, LLP
Facility Source
FTI Consulting
General Electric Company
Grubman Shire & Meiselas P.C.
Guthy Renker
Handbid
Horizon Media
Lazard Freres & Co. LLC
Li & Fung Trading Ltd
Macy’s
MetLife
Miq Retail
MeullenLowe
New York Community Trust
Oprah Magazine
Outfront Media
Park & Pictures
POPSUGAR Inc.
PWD
Resnick Family Foundation
RGP
Seyfarth Shaw LLP
Tempur Sealy International
The Alice Lawrence Foundation
The Rockport Company
The Taft Foundation
Turn 2 Foundation Inc.
United Rentals
US Bank
Volpe & Keoging
Willis Towers Watson

$2,000 - $9,999

Adrianna Papell
Allergan Brilliant Distinctions
Armand de Brignac
Atria Group Distribution
Banco Popular (Popular Community Bank)
Benefit for a Friend Foundation
CAA
Capital One
CBIZ
CC Services, Inc.
Ceres Acquisitions, LLC
Charity Buzz
Charles Schwab Foundation
Charming Charlie, LLP
Cintas
CMGRP, Inc.
Collection 18, Ltd.
ContactUs Communication
Credit Suisse
Diversified Business Communications
DonateWell
Easy Spirit
EMC Corp
Emerald Exposition Trade
Ernst & Young
Farmers Insurance
Fashion to Figure
FirstMerit Bank
Gelfand, rennef & Feldman LLP
Genting New York LLC
Greenberg Glusker
Henry Doniger Associates Inc.
Hope of the Valley Rescue Mission
Howard and Geraldine Knaack Foundation
Integracounts
Intersection Media, LLC
J. Crew
John & Linda MacDonald Foundation
John F. Welch Jr. Foundation
Jones Lang LaSalle
JP Morgan Securities
Katten Muchin Rosenman
Kirkland & Ellis Foundation
Luxe Collective
Mainstream Swimsuits Inc.
Maximus Foundation
McDonald’s
McMaster-Carr Supply Company
Merrill Lynch
Momentous Ins Brokerage
Morrison & Foerster Foundation
National Association for Professional Women, NAPW
Newmine
Northern Trust
OPI Products
Paypal Giving Fund
Plute Group, Inc.
Resorts World Casino New York
RR Donnelley
Ruth Allen Ziegler Fund
Saks Fifth Avenue
Stanley Shalom Zielony Foundation
Stifel Nicolaus
The Arden Group
The Margot Sudheimer Foundation
The Morrison & Foerster Foundation
The Samuel Goldwyn Foundation
Truist Credit
TVI, Inc
Vector Media
Walgreens
Wells Fargo Foundation
Winters Family Fund
INDIVIDUAL DONORS

▸ $100,000 and above
Carol Plum

▸ $20,000 - $49,999
Elena Kiam
Jean Selden Green
Jennifer Slattery
Shelley Zalis
Stephanie Sobel

▸ $10,000 - $19,999
Amanda Miller
Dagne Dover
Debra Kelly-Ennis
Deepa Gandhi
Dennis Shields
Facility Source
Jacqueline Kelman-Bisbee
Kara Ross
Kavinthy Chiu
Susan Leibsohn

▸ $2,000 - $9,999
Carmen Rita Wong
Chandra Jones
Christopher Scott
David Yurman
Deborah Harrison
Dusty Elias Kirk
Eileen Brumback
Heather Silverski
James P. Faley Jr.
James R. Parks
James Schwartz
Jim Coye
Joanne Kiley
Judith Schrecker
Kathy Barron
Leon Samael
Lillian Harley
Lori Chumbler
Luca Lucarelli
Marcia Rubin
Marva Propis
Michael Kaplan
Michelle Conner
Michelle Klopp
Moore Johnson
Navijit Bhutin
Reginald Van Lee
Robert Miller
Rosemarie Ryan
RR Donnelley
Sarah Rosebach
Solomon Page
Terri Giannetti
Tomás Kindler

STATEMENT OF FINANCIAL ACTIVITIES

DRESS FOR SUCCESS WORLDWIDE FOR THE ENDED YEAR DECEMBER 31, 2016

SUPPORT AND REVENUES

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>INDIVIDUAL CONTRIBUTIONS</td>
<td>$636,502</td>
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<tr>
<td>CORPORATE CONTRIBUTIONS</td>
<td>$3,807,879</td>
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<tr>
<td>FOUNDATIONS &amp; GOV’T CONTRIBUTIONS</td>
<td>$1,774,719</td>
</tr>
<tr>
<td>SPECIAL EVENTS</td>
<td>$1,717,154</td>
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<tr>
<td>MEMBER DUES &amp; FEES</td>
<td>$127,396</td>
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<tr>
<td>INTEREST INCOME</td>
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<tr>
<td>IN-KIND DONATIONS</td>
<td>$13,237,712</td>
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<tr>
<td><strong>TOTAL INCOME</strong></td>
<td><strong>$21,403,817</strong></td>
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EXPENSES

<table>
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<tr>
<th>Category</th>
<th>Amount</th>
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<tbody>
<tr>
<td>PROGRAM EXPENSES</td>
<td>$19,715,385</td>
</tr>
<tr>
<td>MANAGEMENT &amp; GENERAL</td>
<td>$365,826</td>
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<tr>
<td>FUNDRAISING</td>
<td>$1,074,720</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$21,155,931</strong></td>
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INCREASE (DECREASE) IN ASSETS

<table>
<thead>
<tr>
<th>Account Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>NET ASSETS, BEGINNING OF PERIOD</td>
<td>$5,107,651</td>
</tr>
<tr>
<td>NET ASSETS, END OF YEAR</td>
<td>$5,355,537</td>
</tr>
<tr>
<td><strong>INCREASE (DECREASE) IN ASSETS</strong></td>
<td><strong>$247,886</strong></td>
</tr>
</tbody>
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