



inspire confidence. create opportunity.



2017

Annual Report

Table of Contents

- 3: Mission, Vision, and Values**
- 4: Board of Trustees and Staff Members**
- 5: A Letter from the President of the Board**
- 6: Clothing and Coaching Program**
- 8: Workplace Image Institute**
- 10: The Boutique**
- 12: Our Volunteers**
- 14: Men at Work**
- 16: Fashioning Futures Luncheon**
- 18: 2017 Financial Snapshot**
- 19: C.E.O. Society**
- 20: Corporate, Foundation, and In-Kind Donors**
- 22: Individual Donors**



Our Mission:

Clothes That Work empowers clients to secure and maintain employment by providing interview and workplace appropriate clothing, confidence building education, and coaching services.

Our Vision:

Clothes That Work will be the workplace leader in eliminating internal and external image barriers to employment and career success.

Our Values:

Honesty	Integrity
Fairness	Accountability
Respect for Others	Collaboration
Compassion	Innovation

Board of Trustees and Staff Members

2017 Trustees

Rebecca Cole

Board President

Wright State University Foundation

Lisa Wagner

Board Vice President

Levitt Pavilion Dayton

David Clear

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Brady Ware & Company

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TW Advisors

Peggy Seboldt

Community Volunteer

Holly Wiggins

Dayton Power & Light

2017 Clothes That Work Staff

Paula Cosby

Executive Director

Suzy Harris

Director of Boutique Operations
& Volunteer Services

Lynn Wood

Director of
Development and Marketing

Cindy Garner

Associate Director of
Development and Marketing

Patty Rapp

Education
Specialist

Bill Perry

Marketing &
Communications Manager

Deb Gang

Client Services
Administrator

Jennifer Wilburn

Inventory Merchandising Assistant

A Letter from the President of the Board



Welcome to Clothes That Work's Annual Report to the Community. As we look back on our 19th year, we are reminded of the important services this organization provides job seekers and people in need across our community. Clothes That Work was founded by a strong group of volunteers who identified a need in this community and wanted to help women seeking employment or reentering the workforce. Today, we are proud to serve both men and women equally and have a strong foundation of more than 28,000 success stories. We have more than 70 dedicated volunteers who are an extension of the staff helping even more individuals. The Board, staff, and volunteers work as a team to make certain that we provide needed support to local men, women, and independent teens to not just gain but to

also maintain employment. There is much to celebrate at Clothes That Work!

In 2017, we launched the Workplace Image Institute, a formal initiative designed to provide clients the soft skills they need to succeed in the workplace. These interactive workshops cover a variety of topics, from Appearance and Communication to Social Media and Networking. As word spread about this new service throughout the community, attendance increased dramatically, and this year we surpassed our goal of serving 400 clients.

The Coaching and Clothing Program, our signature service, remains strong and plays an important part in the lives of our clients, now more than ever. As more companies begin to fine-tune their dress codes, our need for a diverse inventory of clothing and coaching has grown to meet the demands of local job seekers. More than 900 individuals received the clothing and coaching they needed to succeed during this past year.

Of course, we couldn't accomplish all that we do without the support of the community. We are ever thankful for the many individuals, foundations and organizations that help us fulfill our mission through their donations of time, clothing, and funds. The work continues and the future is bright for Clothes That Work!

With Sincere Appreciation,

A handwritten signature in black ink, appearing to read 'Kitty Lensman'.

Kitty Lensman
COO, ThinkTV / CET
2018 President, Clothes That Work Board of Trustees

Coaching and Clothing Program

We recognize that the inability to present a work-ready image to a prospective employer can impact a job seeker's confidence and ability to perform well in an interview. Since opening our doors in 1998, thousands of men, women, and independent teens have begun removing their own barriers to professional success by participating in our coaching and clothing program. Our clients have the opportunity to schedule an hour long appointment with a personal coach who will guide them through the process of selecting a quality, interview-appropriate outfit that will make a winning first impression. Once they secure a new job, they can return to us for a follow-up visit to select an additional three to four outfits to complete their working wardrobe. By collaborating with a network of nearly 40 community partners who refer job seekers to us, we are able to offer these professional services at no cost to our clients.

In 2017, **941 individuals** received services through this program, an 11% increase over last year. Client satisfaction surveys show 100% rated their experience as excellent, and 97% reported feeling more confident and prepared for an interview. The number of male clients we have worked with continues to grow as well; last year, **53% of our clients were male** and **47% were female**. Additionally, **19% of our clients are teens and young adults**.



Did You Know?

In 2017, the staff and volunteers at Clothes That Work processed more than **150,000** articles of clothing donated from individuals and organizations throughout the Dayton region.





Did You Know?

In 2017, more than a dozen workshops were customized and held off-site to assist and augment the programs of other organizations.



Workplace Image Institute

Throughout the years, Clothes That Work has always offered workshops to assist clients in the process of crafting a professional image for themselves. In February of 2017, after years of development, we restructured the program and launched the **Workplace Image Institute**. These classes were designed to help job seekers and the newly employed tackle subjects such as decoding a dress code, using social media properly, understanding expected behaviors in the workplace, and learning how to communicate with coworkers and clients. Thanks to the generosity of our donors, classes held in our Education and Training Center in 2017 were free of charge to participants.

We had a goal of educating 400 workshop participants in our program's first year. We exceeded that goal, serving **441 clients** by the end of 2017. Attendee evaluation results show that 97% of participants stated that the workshops met their expectations, and **100% said they felt more confident** and prepared to meet employers' expectations on the job.



Workplace Image Institute participants learn about appropriate interview behaviors and tips in the Elizabeth Hardy and Rick Omlor Education & Training Center.

The Boutique

When donors give us clothing that is not appropriate for an interview, we sell those items in our Boutique. Run by volunteers, 100% of the proceeds from sales help us fill gaps in our inventory and defray our operating costs. In 2017, approximately **6,700 shoppers spent over \$135,000** on merchandise sold by our 25 Boutique volunteers.

The Boutique can be reserved for private shopping parties. Many community groups and organizations invite their teams to meet in our training center and then finish the day or evening by shopping from our new and better goods. We have our own entrance separate from the Job Center, and we offer eight dedicated parking spaces for our patrons.

The Boutique can also travel outside of the Job Center. Throughout the year, our pop-up Boutiques can be found at community events across the Miami Valley, offering the same quality items for a fraction of the retail price.





Did You Know?

The Boutique was created in 2005 as a way to generate a steady stream of income for Clothes That Work and to provide the resources needed to fill gaps in inventory.



Our Annual Volunteer Appreciation Luncheon was held at Moraine Farm.

Did You Know?

Prior to 2002, Clothes That Work served more than 2,000 clients with no paid staff - just volunteer power alone.



Volunteers from LexisNexis sorting and organizing donations in our warehouse.



Volunteers outfitting veterans at our Suits for Soldiers event with Farmers Insurance.



Board Member Holly Wiggins and Event Chair Ali Al-Hamdani at the Men at Work Campaign Kickoff Party.

Our Volunteers

In order to provide quality services to the more than 1,300 clients we serve each year, we rely on the generous support of our volunteers. Eight staff members provide the day to day support to help run the organization, but **120 individual volunteers** gave **4,229 hours** of service in 2017, providing operational support for our programs, leadership on our Board of Trustees, and guidance through numerous committees. These caring individuals help us process donations, clothe our clients, facilitate workshops, raise money, and execute special events.

We are fortunate to have the support of many corporations and organizations who perform group volunteers projects at Clothes That Work. In 2017, **216 volunteers** from 18 different groups volunteered with us, donating a total of **553 hours** of service. By the end of the year, 336 individuals had donated 5,114 hours of service representing a value of **\$126,265** (per *The Independent Sector*).



Volunteers from Wright-Patt Credit Union measuring and organizing suits for our clients.

Spring Fundraiser: Men at Work

Our third annual competition to earn the title “Most Inspirational Man in Dayton” was the most successful and entertaining one to date! In 2017, 24 businessmen and local community leaders competed as Role Models to raise money for Clothes That Work. Their identities were revealed during a special kickoff party at the Schuster Center, and the results were announced just three weeks later. These men campaigned for votes - each vote being a \$5 donation to our organization - and in conjunction with our sponsors, helped generate **more than \$25,000** and spread the mission of Clothes That Work across the county and throughout the world. Bob Morris, CFO for Midmark, was named the **“Most Inspirational Man”** with more than 650 votes.



Week 1: First Impressions Award
Bob Morris



Week 2: Workplace Image Award
Mark Garner



Week 3: Casually Cool Award
Roberts Wood



Thank You to our 2017 Sponsors:

Presenting Sponsor:

Wright State University Foundation

Empowerment Sponsors:

DP&L
Premier Health
Vectren

Finishing Touches Sponsors:

Ali Al-Hamdani
Kenny Consulting Group
Todd Vikan

Corporate Professional Sponsors:

Anonymous
A. Moore Consulting
Greater Dayton Area Hospital Association
Houser Asphalt & Concrete
Montgomery County Commissioners
Ohio Means Jobs
Stahl Vision
WilmerHale

In-Kind Sponsors:

ACCO Brands
Mark and Cindy Garner
Prime Time Party Rental
Steve Paul Photography
Victoria Theatre Association



Thank You to our 2017 Sponsors:

Presenting Sponsor:

Lbrands Foundation

Runway Sponsor:

Vectren

Trendsetting Sponsors:

CareSource
CompuNet Clinical Labs

Platinum Sponsors:

Fifth Third Bank
Kettering Health Network
PNC
Premier Health
WilmerHale

Gold Sponsor:

Wright State University Foundation

Silver Sponsors:

ACCO Brands
A. Moore Consulting
Chase Bank
The Dayton Power & Light Foundation
Marsh & McLennan Agency
Merrill Lynch
Ohio Means Jobs
School of Advertising Art
Sinclair Community College
Lois Sutherland
Thompson Hine

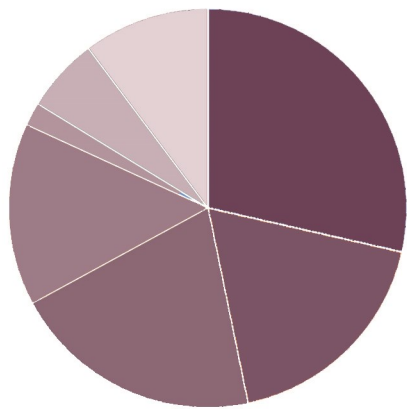
Fall Fundraiser: Fashioning Futures Luncheon

In 2017, we invited business and community leaders alike to join our clients on the runway as part of our annual fashion show. Approximately **500 guests** got to learn about our programs and services through three mini shows that focused on our clients, our education program, and our Boutique. An expanded pop-up Boutique featured more great items for sale than ever before, and for the first time in history, guests could make a donation live during the event using their cellphones. In just a few hours, Clothes That Work made many great friends, shared many success stories, and generated **\$100,000** worth of financial support.



2017 Financial Snapshot

Total Income

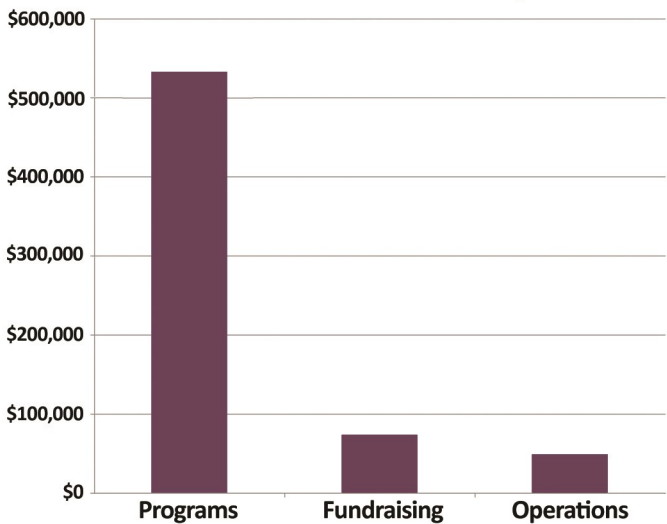


Foundations & Corporations	\$191,000
Fundraising Events	\$121,865
Boutique Sales	\$135,779
Donated Clothes*	\$98,721
Other In-Kind Donations.....	\$12,613
Contracts and Fees	\$40,339
Individuals	\$68,498

Total: \$668,815

** In-Kind Value*

Total Expenses



Programs	\$530,472
Fundraising	\$74,635
Operations	\$64,264

Total: \$669,371

C.E.O. Society

The C.E.O. Society represents those individuals who give \$1,000 or more annually to Clothes That Work to fund our programs and services. Founded in 2007, these donors provide us with the resources we need to forge strong partnerships, educate our clients, and create a safe space for individual job seekers to transform into prospective employees. In 2017, we were honored to see our society increase as a growing number of community leaders stepped forward to support our efforts in helping others gain and maintain employment.

Thank you to our 2017 C.E.O. Society Members:

Linda Ashworth
Susan and David Barcus
Mary Boosalis
Marna Bosch
Rebecca Cole
Paula Cosby
Mary Clancy
Lori and Dion Flannery
Jeffrey Froelich
Patricia A. Giering
Rosalind Harper
Christine Hemmelgarn
Barbara and Daniel Hood
Keith Jenkins
Belinda Kenley
Jennifer Maffett-Nickelman
Louise Mason
Bonnie Mathies
J. Thomas Maultsby
Patricia McDonald

Anita Moore
Penni and Bob Morris
Shaun and Susan Nicholson
Barbara O'Hara
Rick Omlor and Dr. Elizabeth Hardy
Brenda Polestra
Doris and David H. Ponitz
Patty and Richard Rapp
Lisa Rich-Milan
Gayle Rominger
Melanie Rose-Billhardt
Matt Scarr
Donna Smith
Lisa Wagner
KC and Daniel Stack
Lois Sutherland
Betsy Whitney
Holly Wiggins
Georgie Woessner
Lynn and Roberts Wood

Corporate, Foundation, and In-Kind Donors

Corporate and Foundation Donors:

100+ Men Who Care

A. Moore Consulting

ACCO Brands

Bank of America

BelFlex Staffing Network

The Berry Family Foundation

Better Business Bureau

Brady Ware & Company

CareSource

Centerville-Washington Foundation

Chase Bank

Colbert Family Health

Community Foundation for Kettering

CompuNet Clinical Laboratories

Coolidge Wall

Dayton Area Chamber of Commerce

Dayton Children's Hospital

The Dayton Power & Light Company
Foundation

Dayton Progress Corporation

Dayton Rotary Club Foundation

Delta Theta Tau Sorority

Dungan & LeFevre

Fifth Third Bank

FriendsOffice

Gerald & Carole Miller Foundation

Great Escape Game

Greater Dayton Area Hospital
Association

Greater Dayton RTA

High Concrete Group

HORAN

Houser Asphalt & Concrete

Iddings Foundation

Jesse & Caryl Philips Foundation

Kenny Consulting Group

Kettering Health Network

KeyBank

William J. and Phyllis L. Kist Fund

The Kroger Company

The LaSertoma Club of Dayton

Lbrands Foundation

Leslie Mapp Foundation

Levin Family Foundation

Loralei's Boutique

Marsh & McLennan Agency

Mathile Family Foundation

Merrill Lynch, Debra Staton

Miami Valley Human Resource
Association

Midmark Corporation
Mikesell's
Montgomery County Commissioners
Ohio Means Jobs
Old Scratch Pizza / Edible Concepts
PNC Financial Services
Premier Health
PSA Airlines
Reynolds & Reynolds
Sam Levin Foundation
Schiewetz Foundation
School of Advertising Art
Spherion
St. Andrews Lutheran Church
St. George's Episcopal Church
Stahl Vision, Inc.
Stephens Insurance Agency
Lois Sutherland of Irongate Realtors
Synchrony Financial
Think Patented
Thompson Hine
TW Advisors
Vectren Foundation
Virginia W. Kettering Foundation
The Fred & Alice Wallace Charitable
Memorial Foundation
Walmart
WilmerHale
Wright State University Foundation

Wright-Patt Credit Union

In-Kind Donors:

Jennifer Roth Augustine
Avenue
Barbara Blauman
Dayton Dragons
Eddie Bauer
Laura Fike
Deb Gang
Cindy and Mark Garner
Get Dressed! Boutique
LexisNexis
Lewis and Michael Moving & Storage
Markey's Rental & Staging
Sally Mazer
S. Shaw Nickel
Pieces of Style
Prime Time Party Rental
Rush Delivery
Sage Craft Catering
Sinclair Community College
Square One Salon & Spa
Steven Paul Photography
Connie Strong
ThinkTV / CET
United Solutions
Victoria Theatre Association

Individual Donors

V.I.P Circle

Linda Ashworth
David Clear
Belinda Kenley
Jamie Kenny
Kitty Lensman
Susan McAllister
Colleen Ryan
Dr. and Mrs. Kent Scholl
Peggy Seboldt
Bill Shepard
Larry Trittschuh
Hans and Sherry Tschudin
Todd Vikan
Sara Woodhull

Sharp Dressers

Ali Al-Hamdani
Eric Beavers
Lois Ann Bigler
Mary Sue Kessler
Bonnie Langdon
Lucy Phillips
Cathy Ponitz
Frances Repperger
Katherine Roberson
Tim Roesch
Marianne Rowe, in honor of Lynn Wood
Kye Stockwell

Sheri Sword

Corporate Casuals

Sterling and Nancy Abernathy
Lisa Robin Adkinson
Lisa Arlt
Amy Askins and Chris Schairbaum
Ricia Ballas
Cicily Brogan
Amanda Burks
Patricia Crane
Steven and Niece Garner
Lynn and Alan Garner
Jason Groth
Jacob Hynes
Jeff and Ellen Ireland
Macy Janney
Paula Kreusch
Kathryn Maresca
David McNerney
Carol Pohl
Ruth Powers
Julia Quinlan
Patricia Rider
Mr. and Mrs. Tom Saldoff
Rose Schulz
Rebecca Siciarz
Sarah Sillin
Theresa Smith

Stephanie Soller
Pamela Stephens
Jacqueline Tuckerman
Debbie Watts Robinson
Terry Williamson

First Impressions

Janice Allen
Nancy Anderson
Debra Armanini
William Baney
David Barry
Kathleen Becker
Patricia Brennan
Emily Broughton
Anastasia Christopher
Dana Cluxton
Lauren Collins
Kimberly Cope
Diane Crouch
Barbara Deschappelles
Brian and Lori Duresko
Joan Franks
Grace Ganer
Barbara Gorman
Carol Graff
Suzy Harris
Kevin and Julia Hayde
Sandra Hoskins
Sharon Howley
Thomas Hubler
Sherri Hurley
J. Johnson
Sonja Kasch

Diane Lamberger
Cheryl Lloyd
Lee Armstrong Lumpkin
Sally Mazer
Ricky McClintic
Angela McCracken
Troy McGuinness
Marjorie McLellan
Julie Miller
Delma Moore
Vivina Napier
Jodi Ogden
Nancy O’Ryan, in memory of Mattie Smith
Dona Parsell
Frank and Amy Petrie
Susan Purks
Carolyn Rathweg
Carolyn Reeves
Paul Robinson
Johanna Roediger
Melissa Roderick
TR Routsong
Cynthia Scarff
Barbara Schenck
Eric Schwarz
George Skuns
Lee Weinell
Elizabeth Weinheimer
Marie Wolff

**We try our best to properly
recognize all of our generous donors.
If you feel your name was omitted in
error, please contact our office at
937.222.3778.*



Find us in the Job Center!

1133 S. Edwin C. Moses Boulevard, Suite 392

Dayton, Ohio 45417

937.222.3778

www.ClothesThatWork.org

