

CLOTHES THAT **WORK**

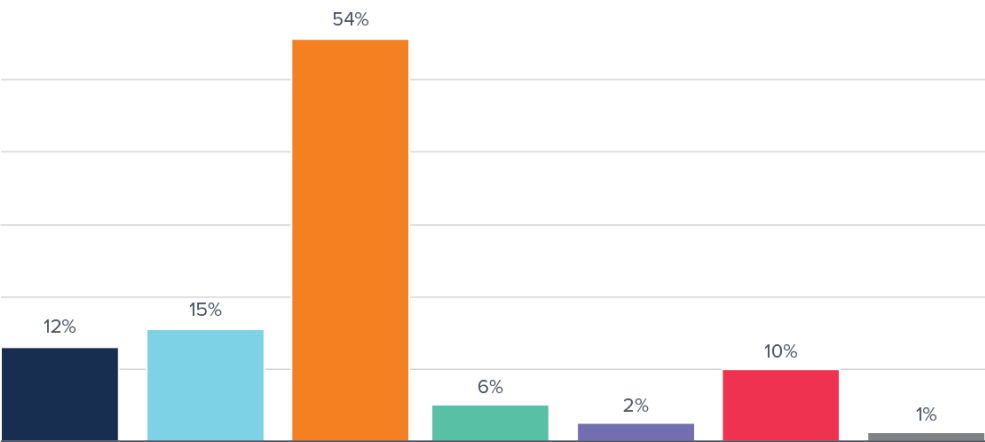
PROFESSIONAL DEVELOPMENT NEVER GOES OUT OF STYLE



2023 Impact Report:

Transforming Lives and Expanding Our
Reach with Community Support

Revenue Sources



- \$120,506** | 12% Fundraising Events
- \$136,539** | 15% Boutique Sales
- \$531,681** | 54% Foundation and Corporate Grants
- \$62,955** | 6% Individual Gifts
- \$19,717** | 2% In-kind Goods and Services
- \$101,862** | 10% Referral Partner Contracts, Fees, and Workshops
- \$10,003** | 1% Interest Income

Programs & Services

- 141,703** pieces of clothing donated - Donations/Inventory
- 572** clients served in 2023 - Clothing & Coaching Program (CCP)
- 102** clients served in 2023 - Mobile Outreach Initiative (MOI)
- 220** workshops - Workforce Education Initiative (WEI)
- 2,602** participants - Workforce Education Initiative (WEI)
- 72%** of total clients were high school participants - Workforce Education Initiative (WEI)



Clothes That Work's new mobile unit, named "The W.O.W", which stands for "Wardrobe on Wheels".

Expanding Our Horizons. Strengthening Our Ties

In June 2023, we launched our Mobile Outreach Initiative in an effort to improve client accessibility to our services and to expand our mission into neighboring counties. During the pilot year (June 2023-May 2024) of the Mobile Outreach Initiative, we served a total of 102 clients on our Mobile Unit!

We have also developed many new partnerships with other nonprofit organizations and agencies who send clients to us when we are in their service area. In September 2023, we established a partnership with the United Way of the Greater Dayton Area Strong Families program and the Greene County Department of Job & Family Services. On the third Wednesday of each month, we take our mobile unit to Xenia and provide professional attire for those who are going to interviews and into the workforce.

We also received grant funding from the Troy Foundation in October 2023 to bring our Mobile Unit to their area and provide services to local jobseekers. This grant has allowed us to collaborate with Miami County Job & Family Services and Partners in Hope, which assists us in ensuring that we see multiple clients during our monthly on-site visits to the Miami County Area.

In December 2023, we also received grant funding from the Springfield Foundation. Through this grant we have partnered with Cliff Park High School and Greater Springfield Partnership to provide our services to individuals who need professional attire.

In addition to providing professional clothing when we travel to different areas, we also facilitate professionalism workshops for clients that receive services through our mobile unit. The workshops are focused on topics such as resume building, interview skills, and soft-skills training. By providing these two services to clients, it holistically prepares them for the workforce and beyond.

Thanks to our donors, partners, and supporters, we have found an efficient and effective way to meet our clients where they are. We understand there are many individuals that have a great need for our services, but may not be able to access them because they do not have transportation to visit our facility in Dayton.

We are excited to continue expanding our services to jobseekers in other counties and eager to continue collaborating with other organizations.



after

before

Daily Transformations: *Our Role in Client Success Stories*

One of the most rewarding aspects of working with our clients is witnessing their incredible transformation into polished and professional individuals. It is truly inspiring to see the confidence and self-assurance that comes with this change. We are excited and honored to collaborate with individuals daily, providing them not only with the clothing but also with the essential tools and skills they need to succeed.

Our commitment goes beyond just offering professional attire. We equip our clients with interview preparation, job readiness training, and ongoing support to help them navigate and thrive in the workforce. By empowering them with these resources, we help open doors to new opportunities and set them on a path towards a brighter and more successful future.



after

before

Every day, we see firsthand the positive impact that a professional appearance and the right skill set can have on an individual's life. It's about more than just looking the part; it's about feeling prepared, confident, and capable of achieving one's goals. We are proud to be a part of their journey towards success and look forward to continuing to support our clients as they build their careers and achieve their dreams.

Recognizing the Heart of Our Mission:

Volunteers Make Clothes That Work Thrive.

According to the Independent Sector, the volunteer hourly wage value was \$31.80 in 2023. Last year, our volunteers donated a total of 2553.25 volunteer hours. Therefore, they contributed a value of \$81,193.35 to our organization!

We would like to recognize two volunteers who have dedicated 26 years of service to our organization. Nancy O’Ryan and Joyce Willis have volunteered with us since 1998! We are truly grateful for all

they have done and continue to do for Clothes That Work!

Clothes That Work works because of our wonderful volunteers. We appreciate the time and expertise they give to help us fulfill our mission.

If you are interested in volunteering, please reach out to Nick Eddy, Volunteer & Operations Manager, nick.eddy@clothesthatwork.org.

Joyce Willis



Nancy O’Ryan

