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2017-2018 ANNUAL REPORT



CONTENTS

5	Win In Review	23	Win Supporters/Volunteer Services
6	Letter from Our President & CEO	24	Fiscal Year 2017 Financials
7	Letter from Our Board Chairs	26	Win Leadership
9	Who We Are: Shelters	27	Win Board of Directors
11	Who We Are: Supportive Housing	28	Win Associates/Partners
14	The Forgotten Face of Homelessness: Children	33	Win Supporters Win Supporters Donor Recognition
16	Win's Programs: Highlights		
21	Our Events Way to Win Dinner Impact Party	37	Contacts



WIN IN REVIEW

For more than three decades, Win has provided safe housing, critical services, and innovative programs to help New York City's homeless women and their children rebuild their lives. The last two fiscal years were some of our most impactful and successful years to date.

In Fiscal Years 2017 and 2018 Win assumed a more assertive role through legislation and advocacy to tackle the growing homelessness crisis in our city. In April 2018, Win released the second in a series of policy solutions that empower families in need and drew attention to the spiraling number of homeless children in NYC. In *The Forgotten Face of Homelessness: Children* report, Win called on the City to increase the number of social workers in schools with the highest number of homeless children, a goal we began working towards with the City Council this spring.

Win's advocacy during the 2017 and 2018 Fiscal Years successfully led to: reforming the City's rental assistance program, which we called for in our first *Forgotten Face of Homelessness* campaign in 2016; closing loopholes in New York State's rent regulation legislation; and developing comprehensive planning for sufficient, purpose-built shelters to meet the unique needs of families with children.

Our greatest measure of success, though, is the number of families who move to permanent housing and break the cycle of homelessness. In the last fiscal year we helped over 2,100 people transition out of shelter and into homes of their owns. Win's programs are aimed at getting our moms and families on a path to independence. We achieve this goal by offering services such as our Income Building Program, which provides the training and support that our clients need to build financial security for their families.

WIN BY THE NUMBERS

Win served nearly
10,000
homeless people including
more than **5,000** children.

Win helped over
740 families
transition out of shelter
into homes of their own.

9 out of
10
of our homeless
families are led by
women.

In total, Win houses over
4,600
people each night,
including more than
2,700 children.

LETTER FROM OUR PRESIDENT & CEO

Dear Friends:

As another year comes to a close, we celebrate the progress we have made and refocus on the continued work that must be done to break the cycle of homelessness in New York City. As the largest provider of family shelters in the City, Win is truly on the front lines of this crisis. And it is increasingly up to our organization and devoted staff to lead the way in helping the most vulnerable and making sure they have the support they need to thrive.

This past year, there were over 114,000 homeless children attending New York City public schools—a record number. As I write this, nearly 13,000 families with nearly 23,000 children will sleep without a home tonight. But as this crisis has swelled, so has the scope and effectiveness of our work.

We take great pride in all that we've been able to accomplish in the last year. Win served more than 10,000 homeless people— including more than 5,000 children—and helped more than 700 families transition out of shelter and into homes of their own. We continue to be grateful to the incredible amount of volunteer support at our shelters – our dedicated roster of 1,200 volunteers gave their personal time to help families in need in the last year. We're also excited by the continued success of Camp Win, which provided more than 1,000 homeless children a chance to learn, grow and play using a STEM-based curriculum in a safe and nurturing environment when not in school. And we were proud to open the doors to two new buildings – Stone House and 118th Street – that provided nearly 200 units of affordable housing and permanent supportive housing to low-income and formerly homeless families.

This year, Win culminated three years of work—both public advocacy and behind-the-scenes outreach—to make the City's transformative LINC voucher program permanent. Making LINC vouchers permanent and ensuring that they increase incrementally in value is one of the strongest tools in existence for making family homelessness a thing of the past, and this summer we finally got the voucher program extended indefinitely. Win also aggressively advocated for school-based social workers to help the city's thousands of homeless students, who often need treatment for handling trauma. Our advocacy led to the City Council and the Mayor adding extra funding to increase the number of Bridging the Gap social workers by nearly 70 percent.

Our mission is not only to provide the services and tools necessary to help struggling families get back on their feet, but to give greater visibility to the struggles they face and inspire change. That's why we relaunched our *Forgotten Face of Homelessness* campaign this year, welcoming new friends like actress Brooke Shields who is now serving as an ambassador for our families. Together, we pushed the City to expand housing access and social services for homeless children and forge new partnerships to better serve the kids who comprise 60 percent of New York's family shelter population.

None of this would be possible without our incredibly talented, passionate, and dedicated staff who help us transform lives every single day. On behalf of the entire team at Win, I want to express my deepest gratitude to all of you who support our children and families and make this work possible. I look forward to all we will accomplish in the new year.

Sincerely,

Christine Quinn
PRESIDENT & CEO

LETTER FROM OUR BOARD CHAIRS

It's been an exciting and transformative year at Win. Under President and CEO Christine Quinn's leadership, Win continues to grow and help even more women and families to break the cycle of homelessness.

We celebrated some major milestones in 2018, including opening the doors to the largest supportive housing development in New York State, Stone House (named for former Win President and CEO Bonnie Stone). We've also welcomed collaborations with great new partners—from Google, to PepsiCo, to Airbnb—to strengthen our income building offerings helping homeless mothers develop new skills that can help them land better and better jobs. While we're proud of everything the organization has accomplished, it's never far from our minds that New York City is facing one of the worst homelessness crises in its history.

In the past 10 years, the number of families staying in shelters in our City has risen almost 90 percent. Today, that means 60,000 homeless people sleep in New York City homeless shelters every night—a staggering 22,000 of them are children, and 20 percent of this population is five years old or younger.

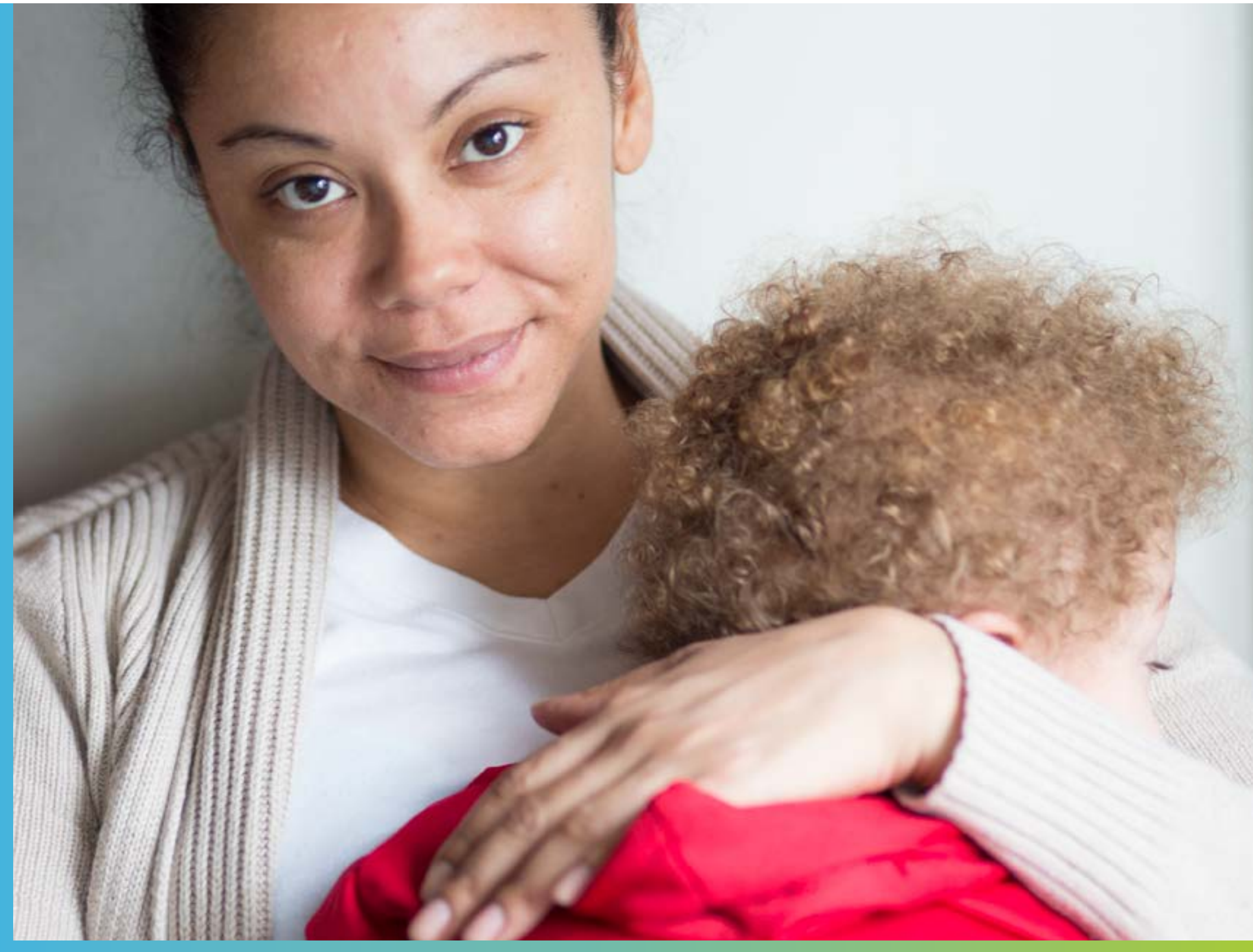
At Win, we have over 500 extraordinary employees dedicated to serving our clients each day, providing childcare services, income-building and financial literacy programs, counseling, and so much more. Our goal is to not just provide these women and children with a safe place to lay their heads every night. We aim to equip them with the resources and skills to ensure they won't ever have to return to shelter again.

The following report is a testament to your impact on homeless families in the five boroughs. We're profoundly grateful for your support and relentless commitment to ending homelessness in New York City.

The end of the year is a time to celebrate, but also to take stock of the challenges ahead. We look forward to rolling up our sleeves and getting to work with you all in the New Year.

Yours,

Clover Bergmann & Chris Stern Hyman
CO-CHAIRS OF THE BOARD OF DIRECTORS



WHO WE ARE: SHELTERS

In the last year, Win was selected by the Department of Housing Services to take over the management and operation of three new shelters in Brooklyn, Harlem, and Queens. With these additions, Win now has 1,200 units of transitional housing. All Win shelters have on-site social services to provide the support our families need to achieve long-term independence.

FAST FACTS *Win's Shelters*

Win provides **13** weeks of Camp Win, a school break and summer camp for homeless children who reside within Win family residences.

Over **40%** of Win children are **5 years old** or younger.

Our on-site daycare centers and after-school and recreational programs provide childcare services for homeless children of all ages.

Win houses nearly **10%** of the homeless families in New York City.

Win's shelters house more than **3,800** people each night, including more than **2,200** children.

Win has **11** homeless shelters in Manhattan, the Bronx, Brooklyn, and Queens.

The typical length of stay for families a Win shelter is **13** months.



WHO WE ARE: SUPPORTIVE HOUSING

Win is the largest provider of permanent supportive housing for families in New York City, and our program continues to grow. Supportive housing is permanent, affordable housing with wrap around services for formerly homeless women and their children.

Win provides 335 permanent supportive apartment units in Brooklyn, Manhattan, and the Bronx offering continued counseling and other supportive services for mothers/families with special needs, including:

- Young mothers who have aged out of foster care
- Mothers in recovery
- Families who have survived domestic violence
- Families with multiple instances of homelessness

In Fiscal Years 2017 and 2018 Win opened two new permanent supportive housing facilities, the first on West 118th Street in Harlem and the second, Stone House, in Brooklyn. Stone House is the largest supportive housing building for families in the State. Expanding our supportive housing is a significant victory in our mission to break the cycle of homelessness permanently.

How Does Supportive Housing Work?

In supportive housing units, clients live in their own apartments and pay a reduced fee (30 percent of their income) towards rent. Although Win holds the leases to these apartments, clients are responsible for their own utilities.

Clients either live in single units rented out in the community or in buildings that Win either owns (Stone House, 118th Street) or leases (Close Avenue).

Benefits of Supportive Housing?

Supportive housing offers a permanent cost-effective alternative to homelessness. According to the NYC Department of Health and Mental Hygiene 2013 evaluation, homeless people given supportive housing saved NYS taxpayers more than \$10,000 per person per year. Additionally, a report prepared by The Center for Outcomes Research & Education (CORE) in Oregon found that Medicaid costs for tenants in their state's supportive housing dropped 55% compared to costs the year before when they were homeless.

FAST FACTS *Supportive Housing*

Win has **335** permanent supportive housing units.

90% of women who left Win shelters to move into supportive housing are still in the same apartment two years later.

Homeless people given supportive housing saved every NY State taxpayer more than

\$10,000 per year.

What Kind of Supportive Services Do Clients Receive?

Clients work with case managers who conduct home visits and hold office hours. Case management services vary by client, but typically include:

- Referrals to programs for medical and or mental health needs
- Planned social activities that build a sense of community
- Assistance with skills such as:
 - ✓ Financial literacy skills
 - ✓ Budgeting
 - ✓ Life skills
 - ✓ Crisis Intervention
 - ✓ Job training and workforce readiness counseling
 - ✓ Education counseling

Our Close Avenue location has a parapsychiatric nurse practitioner on site part-time.



It gives you identity because now you know you feel like a person. You are living like a human being in a beautiful setting...I felt broken, but now (feel) so strong.

—Aidibel Moreno

West 118th Opens

In November 2017, 34 formerly homeless families moved into our new supportive housing facility on West 118th Street in Harlem. The site was designed to help women with children who are transitioning from the City's shelter system. In addition to providing a permanent roof over their heads, the residence offers these families onsite case management and access to social services like job training and mental health counseling.



Aidibel Moreno

Client Spotlight

After years of being in and out of shelters and on the streets, Ms. Moreno and her son were one of the 34 families to move into their new apartment in our West 118th Street residence. Like many of our moms, Ms. Moreno had overcome insurmountable odds to get to this point: she survived domestic abuse, she won her battle with addiction, and she was a single mom trying to provide for her family while experiencing chronic homelessness. Ms. Moreno tried everything to get her and her son off the streets, but with NYC rents at an all time high she could not afford a place of their own. Moving into an apartment with her son on West 118th Street was life-changing for her family. Chronic homelessness is dehumanizing, and on having her own permanent home now, Ms. Moreno said, "It gives you identity because now you know you feel like a person. You are living like a human being in a beautiful setting...I felt broken, but now (feel) so strong." She and her son are thriving and are out of shelter, for good.

Press Highlights

- *Daily News: City Program opens 34 'Supportive Housing' Units in Harlem to Shelter, Educate Homeless Families*
- *NBC NY: Families Homeless No More With New Facility*

A complete list of press can be found on www.winnyc.org

Stone House Opens

Stone House, our permanent supportive housing facility in Brooklyn, opened its doors to families in March. With 96 units of supportive housing and 64 units of affordable housing, Stone House is the largest supportive housing building for families in the State.

Press Highlights

Click on each logo to read the article or watch the video.

Patch: State's Largest Supportive Housing



Complex Opens in Brownsville

Apartment Finance Today: Development



Brings 160 Supportive and Affordable Housing Units to Brooklyn

A complete list of press can be found on www.winnyc.org



Top: Stone House residence

Bottom: Breaking ground for Stone House



THE FORGOTTEN FACE OF HOMELESSNESS: CHILDREN

FAST FACTS

2,700

children call 'Win' home every night.

42%

of children living in Win shelters are under the age of six.

5,400

Win served more than children last year—approximately **10%** of all children in shelter.

1 in 7

NYC public school students will experience homelessness before fifth grade.

3,000

Nearly children in Win shelters in 2017 had been in a homeless shelter at some point before in their young lives. This represents approximately **67%** of children at Win.

1 in 10

students in NYC's public schools is homeless.

Every night in New York City, nearly 22,000 children go to bed in a homeless shelter. In response to the growing number of children entering the shelter system, Win released in April 2018 a series of policy solutions that empower families in need: *The Forgotten Face of Homelessness: Children*. The report is accompanied by a citywide public awareness campaign across a range of platforms—including Taxi TV—that features actress, director, producer, and social activist Brooke Shields, who serves as Win's Homeless Ambassador.

The Challenge

Homeless children currently represent over 55 percent of New Yorkers in homeless family shelters. Yet the homelessness discussion and service system does not recognize the unique needs of children growing up without a consistent place to call home.

The Impact of Homelessness on Children

Housing instability can stymie children's healthy socio-emotional and cognitive development, with implications for mental health, behavioral health, and success in life. Homelessness is closely linked to chronic absenteeism, and is linked to lower grades and test scores, leading to dimmed chances for high school completion, college and job prospects. Homeless families are disproportionately likely to experience involvement with multiple government agencies, notably the child welfare system, which increases children's exposure to trauma and toxic stress that impedes healthy development.

Our Solution: Policy Reforms to Reach Homeless Children

In our *Forgotten Face of Homelessness: Children* report, Win called for several reforms in the following two areas:

- Addressing trauma and instability of children before they enter shelter
- Expanding and developing services that prioritize the needs of children during homelessness and time in shelter

Specific legislative and policy changes include:

- Reform the city's Family Intake Process and continue support for NYC Administration for Children's Services workers in high-risk neighborhoods
- Double the number of school-based social workers and add shelter-based social workers who specialize in working with children
- Help students improve attendance and stay on track through partnerships between schools and homeless service providers, including data-sharing and STEAM (Science, Technology, Engineering, Art, and Mathematics) service models
- Prioritize childcare seats outside of shelter for homeless and previously homeless families
- Expand access to higher education for homeless moms and youth.

By zeroing in on the most deeply affected and vulnerable populations in our city, our goal was to design policies that break the cycle of homelessness once and for all. In a city as big-hearted as New York, we should hold ourselves to no lower standard.

Watch our PSA ad with Brooke Shields [here](#)

PRESS HIGHLIGHTS

Click on each logo to read the article or watch the video.



Homeless shelter founded by women's group focuses on children with help from Brooke Shields



Students Talk About Growing Up in Homeless Shelters [Video]



Addressing the shocking number of homeless children in NYC [Video]

A complete list of press can be found on www.winny.org

WIN'S PROGRAMS: HIGHLIGHTS

FAST FACTS

Win's Programs at a Glance

3,175

Win clients served by our
Income Building Program

53%

of Win's homeless
moms are working

1,000+

children participated in
Camp Win throughout
the year

Kids spent nearly

65,000

hours at Camp Win

Income Building

At Win, a critical part of each client's journey is maintaining stable employment and building steady income. Win's Income Building Program supports clients transitioning from unemployment to employment, and helps those who are already working increase their status by: increasing wages, transitioning from part-time to full-time, obtaining health benefits, and upgrading from off-the-books to on-the-books positions. Through the program, Win clients have access to employment counseling, financial education, interview preparation, resume writing assistance, job fairs, budgeting classes, and much more.

Win partners with corporate employers, job training and placement specialists, and volunteer organizations to

aid clients with employment and lay the groundwork for a managed household income. Win also provides access to onsite computer labs at shelters for job research and resume building, as well as a professional closet stocked with in-kind donations from which clients can obtain professional attire.

In one-on-one counseling sessions, specialists help clients determine their road map to stable employment by exploring prior work history, job skills, and professional goals. Our specialists then connect our clients to potential employers and vocational training resources. Win case managers work with Income Building specialists to provide clients with the support and tools they need to achieve their employment and housing goals.



Camp Win

Camp Win is a full-day camp for Win's children operating all summer and during all New York City public school breaks throughout the school year.

Camp Win engages our children with a mix of a STEM-based curriculum (Science, Technology, Engineering and Math) to keep them on track with school and fun activities like art projects, cooking classes, games, sports, and field trips. Just as their peers are experiencing healthy play and learning opportunities when school is not in session, Win children benefit from fun, educational activities which serve to minimize the damaging

effects of learning loss during the summer months and school breaks. Camp Win provides the stability our children need to stay on course with their schoolwork so their moms can focus on their jobs and finding a permanent home for their families:

- More than 1,000 homeless children attend Camp Win every year
- At Camp Win, our teacher-to-child ratio is 1-to-4 for pre-K kids and 1-to-15 for school-aged kids.
- Camp Win offers more than 150 field trips every year—giving Win children a chance to explore their city and experience hands-on learning; previous trips included excursions to the NY Botanical Garden, the Museum of Natural History, the Bronx Zoo, the New York Aquarium, and the Big Apple Circus.

Win Academy

Win Academy is designed to identify and promote the use of Evidenced Based Practices (EBPs) that are most effective for providing support and services to homeless families. This is done through: formalized training on Motivational Interviewing and Trauma Informed Care; monthly implementation of on-site coaching sessions; and data retrieval to assist in making informed program design decisions.

Win Academy: Training

Trauma Informed Care

Win Academy currently trains social service staff, security and maintenance staff and program leadership staff in Trauma Informed Care (TIC). Trauma Informed Care is an organizational structure and treatment framework that involves understanding, recognizing, and responding to the effects of all types of trauma. TIC emphasizes physical, psychological and emotional safety for both residents and staff, and helps survivors rebuild a sense of control and empowerment in their lives. Trauma Informed Care is the lens through which we look to understand what is happening to ourselves, our residents and our surrounding environments.

Motivational Interviewing

Win Academy trains all social service staff on Motivational Interviewing (MI). Motivational Interviewing is a directive, client-centered counseling style used to elicit behavior change by helping clients explore and resolve ambivalence. This evidence-based practice provides staff with the tools needed to partner with families in a trauma informed way as they seek permanent housing. Motivational Interviewing is widely recognized throughout all social service settings as the preeminent approach to working with families in the change process.

Strengths Based Case Management

Win Academy currently trains Supportive Housing Staff on Strengths Based Case Management (SBCM). Strengths Based Case Management focuses on individual's strengths with three main principles: promoting the use of informal supportive networks; offering assertive community involvement by case managers; and emphasizing the relationship between the client and case manager. This approach helps participants achieve specific desired outcomes.

On-Site Coaching Sessions

Implementation support is critical to the use of Evidenced Based Practices during client service delivery. Win Academy staff meets with program staff monthly to discuss real life cases and the best way to integrate the various Evidenced Based Practices and interventions into the work with these families.

OUR EVENTS

Way to Win Dinner

Win held its 22nd Annual Way to Win Dinner on May 8, 2018. This year we honored PepsiCo CEO Indra K. Nooyi and First Data CEO Frank Bisignano. The evening raised \$2.9M, including a generous donation from the PepsiCo Foundation of \$500,000 towards our Income Building Program.

This marks the second most successful dinner in Win's

history. Guests heard from Win clients such as Shantee who said: "I've been through a lot in my 35 years, and I've learned a lot, too. On one hand, I've seen how people judge us without realizing the struggles we face or the sacrifices we make. On the other, I've seen how caring, generosity and a little help can change lives."

Today, Shantee and her daughter are out of shelter and in permanent housing.



Client Spotlight

Shantee Hicks

Shantee grew up in foster care from the age of two; her biological mother lost parental rights after struggling with drug addiction. At age six, Shantee began to be sexually abused by her foster parent, who threatened her into silence. The abuse continued for six years, until finally, as a teenager, Shantee was placed into her third foster home, where she remained for several years until she became pregnant and was kicked out of the house. With nowhere else to turn, Shantee and her newborn daughter moved in with her boyfriend. Soon thereafter, the boyfriend began to be extremely physically abusive. Then one night, Shantee and her daughter Keyana left him, with no money and one duffel bag to their name. After going through the PATH system, they were placed in their first shelter, where they stayed for three months before securing a voucher that paid for an apartment in Far Rockaway. They put down roots there, and Shantee found a job while Keyana adjusted to a new school. For two years they were living in a stable environment, but when the voucher ended, they were immediately evicted and found themselves homeless again.

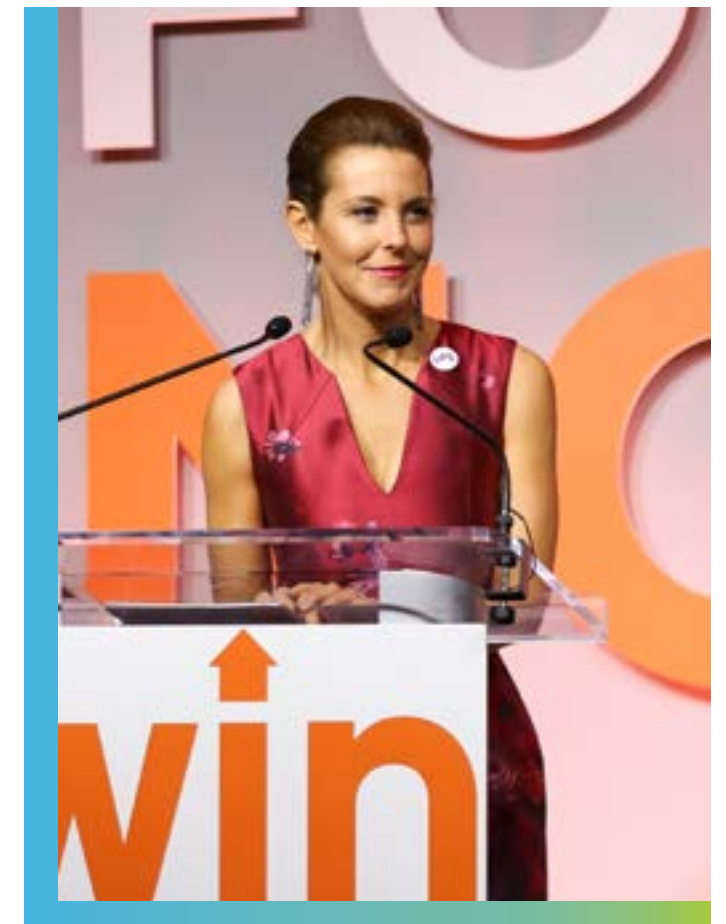
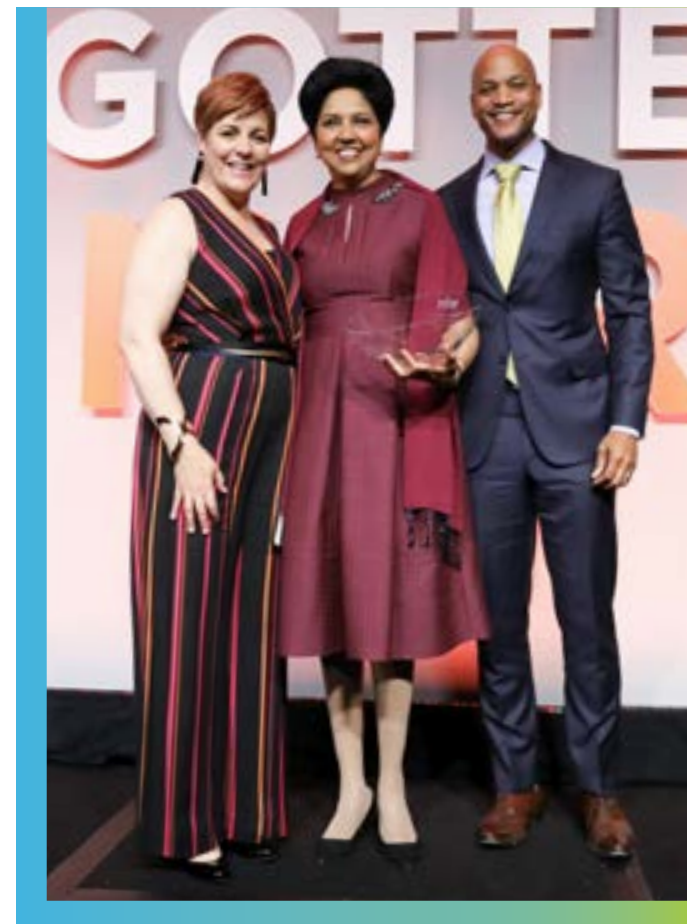
This time, PATH placed Shantee and her daughter at a Win shelter, where they found a home. The counselors at Win helped Shantee with everything from applying for public assistance and food stamps to teaching her financial literacy and finding her training as a home health aide. One year later, Shantee, now working fulltime as a home health aide, was able to move out of shelter. Win was there every step of the way. Shantee was able to use the money from her income tax refund to pay for the first month of rent, the broker's fee, and the security deposit. Seven years later, Shantee and daughter Keyana have become huge success stories and are both looking forward to upcoming graduations. Shantee, who went back to school to receive her Associate's Degree, will graduate from college this spring while Keyana will graduate from high school.



Top left: Way to Win Gala 2018 Balloon Challenge

Bottom left: Win CEO Christine Quinn with dinner honoree Indra K. Nooyi of PepsiCo and Robin Hood CEO Wes Moore

Bottom right: Moderator Stephanie Ruhle





Top right: Win's Impact Party

Top left: Christine Quinn and Win's homeless ambassador actress Brooke Shields

Bottom right: Win Board members

Bottom left: Way to Win Dinner honoree Frank Bisignano, CEO of First Data, with Loree Sutton



Impact Party

Win held its annual Win Partners Impact Party at Battery Gardens on March 13, 2018. The evening was a great success and raised funds for Camp Win and the thousands of children who call Win home.

Camp Win provides more than 1,100 homeless children with fun educational activities through the summer and all school holidays. This serves to minimize learning loss during school breaks, and allows our moms to work (53% of Win's homeless moms are employed) and move towards independence.





WIN SUPPORTERS/ VOLUNTEER SERVICES

Volunteer Services

In Fiscal Year 2017 Win hosted more than 650 volunteer events by groups and individual volunteers, an increase from the previous year. Also in FY2017 our individual volunteers clocked in a staggering 4,425 hours. Our Volunteer Services Department created a reading program and launched an art program for Win kids, both led by our individual volunteers. From financial literacy workshops and art classes, to yoga and Camp Win, our volunteers are a vital part of the Win community.

Backpack Buddies

Every year, Win relies on volunteers and in-kind donations to source, fill and distribute backpacks with grade-appropriate supplies for each of our 2,000+ school-aged children. In addition, in Fiscal Year 2017, our volunteers set up pop-up shops at our shelters to provide families the essentials they need to send their children back to school.

Holiday Gift Program

Every year we ask each child at Win to write a letter with their holiday wishes. This past holiday season, our volunteers worked hard to ensure that all 2,631 Win kids received personalized gifts! For the first time ever not only did all 1,751 Win moms receive a special gift, but also 500 Win dads did, too.

In-Kind Donations

Win is fortunate to receive in-kind donations of clothing, books, toiletries, toys and other essentials to support our families. In 2016 we opened our Win-Kind Donation Room—a facility that allows us to accept significantly larger donations and personalize the items to meet the needs of our clients.

FAST FACTS

Individuals volunteered **4,425** hours

Win volunteers put on **661** events

Camp Win activities account for more than **30%** of our overall programming

Top left: Win kids receive new backpacks

Top right: Volunteers helping for our Holiday Gift Drive

Bottom left: Sorting in our donation room

Bottom right: Win volunteer reading with our kids



FISCAL YEAR **2017**

FINANCIALS

PROGRAM EXPENSES:

Family Shelters: \$55,912,652

Family Supportive Housing: \$6,562,535

Communications & Other Client Services: \$2,385,800

MANAGEMENT & GENERAL EXPENSE: \$6,196,708

COST OF FUNDRAISING: \$1,439,713

TOTAL EXPENSES: \$72,497,408

TOTAL ASSETS: \$188,499,502

TOTAL LIABILITIES: \$8,440,706

NET ASSET BALANCE: \$10,058,796



WIN LEADERSHIP*

The Win staff is a dedicated and tireless team of professionals—many of them social workers—who go the extra mile to support, encourage and guide each client. Homeless moms often enter a Win shelter with low self-esteem and even less hope; our team listens to their stories, shares in their sorrows and their triumphs and embraces their children. Every Win staff member is committed to helping these women find their way and will always go the extra mile to support and follow through with each family.

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Meghan Linehan, Chief Strategy Officer
Darlene Williams, Chief Program Officer

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Brooke Croft, Program Director, Stone House
Donna Harris, Director Brooklyn Supportive Housing

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George Stork, Director, Youth & Recreation Services

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Pamela Brasier, Program Director, East River
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Melanie Germain, Program Director, Liberty
Bertha Jeanite, Program Director, Bay Family and Monica Apartment Program
Luz Martinez, Program Director, Jennie A. Clarke
Morgan Ortiz, Program Director, Win West
Stacy-Ann Rose-Telford, Program Director, Powers
Nyasha Salmon, Program Director, Glenwood

WIN BOARD OF DIRECTORS*

Win is fortunate to have a dedicated Board of Directors, many who are long standing members. They are a group of highly accomplished individuals who are deeply committed to working to break the cycle of homelessness for New York's families.

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*As of Jan. 7, 2018

*Current as of Dec. 2018

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Founded almost 20 years ago, Win Associates is a group of young professionals dedicated to giving back to the community and actively committed to helping Win's homeless families. Their focus is to support Win's initiatives through hands-on volunteer projects and fundraising in our New York City community.

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WIN PARTNERS*

Win Partners is a group of talented and accomplished professionals who are committed to furthering Win's mission of breaking the cycle of homelessness for New York's children and their families. Each year the Win Partners support one of Win's largest fundraising events, the Impact Party. Funds raised from the Impact Party support Camp Win, a STEAM-based holiday and summer camp program for homeless children living in Win shelters. In 2018 the Win Partners raised more than \$500,000. In addition to their impressive fundraising efforts, Win Partners volunteer their time and expertise to Win and help us to continually improve and evolve our services to better serve New York City's homeless families.

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*Current as of June 2018

*Current as of June 2018

WIN SUPPORTERS

Every single one of our supporters—individuals and corporations, donors and volunteers — brings hope and help to our most vulnerable mothers and children. Below is a highlight from the past two Fiscal Years.

CORPORATE SPOTLIGHT



Since 2016, BNP Paribas has been an unwavering supporter of Win by providing us generous funding and invaluable in-kind contributions. But the heart of the BNP Paribas partnership is with its volunteers. Committed and passionate, BNP Paribas volunteers have been vital to improving the lives of our families in shelter. In 2017 alone, they hosted 12 volunteer events, including catered meals to entire shelters on Thanksgiving and during the winter holiday season, an Employment Development Program for our East River shelter, and help with our Income Building Program—which prepares Win moms to get better jobs.

BNP Paribas employees also supported our Mother's Day and Camp Win events with fun and educational days including a math bingo, an Olympic-inspired event teaching children about world geography and a STEM Challenge Day building water filtration systems.

BNP Paribas' robust volunteer program has been instrumental to the sustained success of Win's programs and services, and on behalf of our Win families, we are grateful for their support.

The time that volunteers put in makes a substantial financial impact. In 2017, the estimated value of a volunteer's time was \$24 per hour according to a national study. During the year Win was the recipient of almost 5,000 volunteer hours, which translates into thousands of dollars saved. It is the consistent volunteers like the ones from BNP Paribas that made that possible.

WIN SUPPORTERS/DONOR RECOGNITION

With this Annual Report, Win is pleased to recognize members of our Winner's Circle from July 1, 2016 through June 30, 2017 and July 1, 2017 through June 30, 2018. Through their extraordinary financial support and personal commitment they have made it possible for us to foster a lasting difference in the lives of homeless women and their children.

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Win receives public funding
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Department of Housing and Urban
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 Federal Emergency Management
 Agency (FEMA), funding
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Office of Alcoholism and Substance
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 Office of Temporary and Disability
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 Human Resources Administration
 New York City Council
 Department of Youth and
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SPECIAL THANKS

Google
 Macquarie Group
 Willkie, Farr & Gallagher LLP -
 for their pro bono legal
 counsel

CONTACTS

Shannon Snead

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Breaking the Cycle of Homelessness
for Women and their Children