Financial Statement June 30, 2014

<table>
<thead>
<tr>
<th>INCOME</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Campaign, net</td>
<td>$ 19,530</td>
</tr>
<tr>
<td>Signature Event, net</td>
<td>$ 45,342</td>
</tr>
<tr>
<td>Gifts</td>
<td>$ 32,752</td>
</tr>
<tr>
<td>In kind Income</td>
<td>$ 9,624</td>
</tr>
<tr>
<td>Investment Income, net</td>
<td>$ 12</td>
</tr>
<tr>
<td>Total Operating Income</td>
<td>$107,258</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Scholarship Program</td>
<td>$ 66,712</td>
</tr>
<tr>
<td>Administrative Expenses (see Note 1)</td>
<td>$ 2,053</td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>$ 68,765</td>
</tr>
<tr>
<td>NET OPERATING INCOME</td>
<td>$ 38,493</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning Net Assets</td>
</tr>
<tr>
<td>In kind Income</td>
</tr>
<tr>
<td>Total Income</td>
</tr>
<tr>
<td>Total Expenses</td>
</tr>
<tr>
<td>Ending Net Assets</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. The percentages of net income at or below 3% of income. The table below shows that we achieved this.</td>
</tr>
</tbody>
</table>

Mission Statement
The Fresh Start Scholarship Foundation, Inc., a 501 (c) (3) organization, is the charitable arm of Wilmington Women In Business, Inc. Its mission is to provide incentives to adult women who face or have faced personal and economic challenges and are seeking to improve opportunities for themselves and their families through education. We award annual scholarships based on need and provide mentoring support through WBN members. Candidates must be enrolled in a two- or four-year degree undergraduate program at an accredited Delaware college or university.

How You Can Help
Scholarships are funded by corporate and individual contributions to the scholarship program, fundraising events, and grants and to our scholarship endowment fund with the Delaware Community Foundation.

You can help by sharing information about this scholarship program with others, encouraging potential candidates to apply, attending fundraising events and making contributions to the scholarship fund.

Checks should be made payable to the Fresh Start Scholarship Foundation, Inc., and sent to:
Fresh Start Scholarships, Inc.
Attention: Treasurer
P.O. Box 7784
Wilmington, DE 19803

For more information, call 302-397-3440 or visit www.freshstartscholarship.org

I love the fact that it wasn’t just about giving money to us, for a scholarship. Fresh Start was truly interested in seeing us succeed and graduate.

The mentoring helped me to complete my goal of graduating.

Fresh Start Scholarship Foundation really cares about its investment.

Bonita R., Wilmington, DE

MEASURING IMPACT
Like the ever expanding ripples created when one small pebble is dropped into a pond, Fresh Start Scholarship Foundation has had a far reaching impact on many women and their families for the past 18 years. Thanks to the generous support of friends of Fresh Start, businesses, corporations, foundations and our dedicated volunteers, we have awarded over $550,000 in scholarships to 144 women, many of whom have not only fulfilled their own dream of a higher education, but are also inspiring others to do the same.

Many of our Scholars are first in their families to receive a college education. As non-traditional students, many are single mothers holding full or part time jobs; each faces unique personal and financial challenges. One thing they all have in common is the enormous sense of pride and accomplishment when they finally reach their goals…a college diploma! We help our Scholars during their journey by providing not just tuition, but also mentors who support and encourage their efforts.

“Fresh Start believed in me when I did not believe in myself. My mentor has been a role model and has assisted in opening many doors for me. Without the financial and emotional support of Fresh Start, I would not have been able to achieve my goal of a college education.”

To further determine the success of our program, we have strengthened the measurement process which will help quantify new opportunities presented to our graduates as well as the ripple effect it has on their families’ lives: for example, Have they secured a better, higher paying job? Do they envision a clearer professional career path? Were they able to purchase a home in a safe neighborhood? This valuable feedback will help us continue to refine and improve our scholarship and mentoring programs.

In addition to measuring current impact, The Fresh Start Board of Directors has undertaken a strategic planning process that will assess needs, unique strengths and opportunities. This will allow us to build on our current vision and shape it for the future so that we can continue to make a difference in the lives of women and their families through education.

Thank you for helping us make our Scholars’ dreams a reality.

Rita S. Wilkins, President
“It's Showtime!” Raises More Than $45,000 for Scholarships

A spirited evening was alive with action when the Fresh Start Scholarship Foundation hosted its 2013 signature event, “It’s Showtime! An Evening of Entertainment.” More than 300 guests enjoyed Master of Ceremonies Nat Mesley from The Fun Dept., and the music of Club Fred. Featured artists included: A-Breed’s Way; Tina Bice; Autumn Kidwell and Daniel Collins, University of Delaware ballroom dancers; the magic of Devon; Echo Shi Vola; coloreatura soprano; Alice Fu; pianist; and the Wilmington Children’s Chorus. Fresh Start Scholars, Mango Hicks, Lisa Wansamoler and Carla Reynolds spoke about the opportunities afforded them as scholarship recipients and placed special emphasis on the value of their mentors.

Scholars Attend 2013 Recognition Dinner

This year’s scholars were recognized at the Wilmington Women in Business meeting held on October 16, 2013.

- Received over $76,000 in scholarship aid
- Included 14 returning Scholars and 16 new Scholars
- Included 18 mothers to 47 dependent children
- Attended 7 different colleges and universities in Delaware

Studied over 17 different majors in the fields of education, healthcare, social services and business

NAME HOMETOWN COLLEGE MAJOR

Michala A. Wilmington, DE Delaware Technical Community College Nursing

Alexandra R. Milford, DE Wilmington University Behavioral Science

Marina B. Farfield, DE Wilmington University Elementary Education

Kathy B. Wilmington, DE Wilmington University Elementary Education

Lucky M. Wilmington, DE Wilmington University Behavioral Science

Lash L. York, DE Delaware Technical Community College Nursing

Samantha C. New Castle, DE Wilmington University Organizational Dynamics

Ceril L. Newark, DE Wilmington University Information Systems Mgt.

Reggie T. Wilmington, DE Delaware Technical Community College Radiology Technology

Kelle R. Garden, DE Delaware State University Social Work

Dorothy G. Newark, DE University of Delaware Sociology

Michelle H. Wilmington, DE Delaware Technical Community College Nuclear Medicine

Sally H. Wilmington, DE Wilmington University Organizational Dynamics

Suzie K. Wilmington, DE Delaware Technical Community College Human Services

Shiquilla H. Wilmington, DE Wilmington University Accounting/Finance

Ginidlay N. Georgetown, DE Delaware Technical Community College Office Administration

Rebecca J. Claymont, DE Widener University Psychology

Kendall L. Wilmington, DE Wilmington University Elementary Education

Jean L. Newark, DE Delaware Technical Community College Nursing

Megan M. Wilmington, DE Wilmington University Elementary Education

Kerry M. Wilmington, DE Delaware Technical Community College Criminal Justice

Dione M. Newark, DE Goldey-Beacom College Criminal Justice

Connie P. Wilmington, DE Wilmington University Finance

Melanie S. Harly, DE Delaware Technical Community College Dental Hygiene

Melissa S. Dover, DE Wilmington University Behavioral Science

Gina T. Wilmington, DE Delaware Technical Community College Nursing

Ferran T. Wilmington, DE Wilmington University Behavioral Science

Elizabeth W. Milford, DE Delaware Technical Community College Early Care & Education

Ebony W. Wilmington, DE Springfield College Human Services

“Spotlight on Mentoring”

A Fresh Start Mentor is someone who is willing to give some time to act as a personal coach to a woman to help her achieve the goal of academic success and to reach graduation. Our mentors nurture by offering guidance, advice, and most of all, encouragement.

Outgoing Board Members...

On behalf of the Fresh Start Board of Directors we would like to acknowledge and thank the outgoing Fresh Start board members for years of service to our mission of improving the lives of women through education. Their dedication has truly inspired us and it’s an honor to serve with you.

Nancy Blumberg Chair, Strategic Planning & Chair, Scholar Database

Anne North Reed Co-Chair, Communications/ PR/ Social Media/ Speaking Engagement

Dana Richardson Treasurer & DCF Liaison

Survey reveals higher confidence, better jobs

In June we sent a survey to 22 Fresh Start (2012-2013) to collect qualitative and quantitative data to compare and contrast their experiences before and after graduation. The response rate was more than 70% and the results were extremely positive. Highlights include:

- 87.5% of respondents agreed or strongly agreed that the Fresh Start scholarship contributed to their being able to complete their college degrees.
- Prior to earning their degrees, only 6% of respondents said that they held professional or career level employment. After graduation, this percentage rose to 75%.
- 87.5% reported an increase in self-confidence as a result of earning their degrees.
- The most highly rated benefits of their relationship with Fresh Start included improved networking, skills, interest in giving back to the community and appreciation for the value of education.

Survey Comments

Here are a few selected comments from our survey; to view the survey and read all of the comments, please visit our website.

Q. What did you value most about receiving the Fresh Start Scholarship?

- The financial help was invaluable for me. I could not have succeeded without it. (Julianna)
- I value the chance they had in me even when I didn’t have it in myself. I value the chance they gave me to further my education and show my daughter that it is worth doing. (Melanie)
- For me, Fresh Start was a fresh slate; I had reached my highest potential without furthering my education and I saw more possibilities. Professionally, I will complete my graduate degree and become an advanced practice nurse. I would also like to become more involved with giving back to the community and helping others. I will use my new with better opportunities than I had, show them the value and importance of education and become more financially secure.

Incoming Board Members and Advisory Board Members

In January 2014, we welcomed new board and advisory board members:

Board Members

Lynn Faulkner, Co-Chair, Mentors

Kristen Petri, Co-Chair, Communications/ E-Newsletter, Chair, Grants & DNA Representative

Merdith Rohrbough, Co-Chair, Communications/ Website/ IT

Advisory Board Members

Fred Dawson, ChFC, CCL, Executive Vice President Bassett, Dawson, and Fox, Inc.

Thank you for accepting our invitation to serve on our board and advisory board and to contribute to the growth of Fresh Start. We look forward to working with you.

Rita Wilkins, President

The Fresh Start Board of Directors
“It’s Showtime!” Raises More Than $45,000 for Scholarships

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- Kristen Petre, Co-Chair, Communications/Newsletter, Chair, Grants & DNA Representative
- Meredith Rohnbaugh, Co-Chair, Communications/Website
- SWAT.

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The Fresh Start Board of Directors
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</tr>
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NET OPERATING INCOME

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>$38,493</td>
</tr>
</tbody>
</table>

NOTES

1. The Fresh Start Scholarship Foundation, Inc. is a registered 501(c)(3) nonprofit organization.

2. The Board of Directors is comprised of a 2-year term member and a 3-year term member.

3. In addition, Fresh Start collaborates with the Helen L. and Douglas C. Eliason Scholarship Fund at Delaware Community Foundation in managing four scholarships funded annually by this donor-advised fund. The value was $10,000.

Measuring Impact
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