The Why: Understanding How Miracles Happen

Once again, with your assistance, we have helped to unlock doors, and provide opportunities for many remarkable and deserving Delaware women who have discovered their own greatness. We are honored to have been part of our scholars’ journeys.

How does that happen, year after year, that generous people like you step up to influence and support these Fresh Start scholars? It’s because stepping in answers their “Why.” In his book, “Start With Why,” Simon Sinek explains that our “why” is what inspires us to seek extraordinary results in our lives.

Fresh Start sponsors and donors: Their organizations “why” is giving back to their communities, improving neighborhoods, and empowering their employees to make a difference.

Fresh Start board members and volunteers: Their “why” is often to return the gifts they received when they, themselves needed help. They know that they can make a difference in the lives of our scholars.

For me, the “why” is simple: The more we give, the more we receive. Just ask our scholars who will frequently say were it not for my Fresh Start scholarship I would not have received my college degree.

At Fresh Start, miracles happen every day. Thank you for using your “why” to help make our scholars’ dreams come true.

Rita S. Wilkins, President

“Without my Fresh Start scholarship I would not have been able to attend school. I hope to someday be a mentor for another scholar and help them as much as my mentor has helped me.”

Deanna Nardi, 2016 Graduate

The Fresh Start Scholarship Foundation:

- Provides one-on-one mentoring to its scholars
- Has awarded more than $740,000 in scholarships to 174 Delaware women
- Directs 97 cents of every dollar to the scholarship program
- Has no paid staff—all are volunteers
- Has achieved a 72% graduation rate
- Scholars have attained a current average GPA of 3.55

Improving the lives of women through education
www.freshstartscholarship.org
The scholars were recognized at the WWB 35th Anniversary Celebration at the Hotel DuPont on September 23, 2015.

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<tr>
<th>Name</th>
<th>Hometown</th>
<th>College</th>
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<td>Education/ Birth - 2nd</td>
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<td>Blades</td>
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**ANNUAL FUNDRAISING EVENT A HUGE SUCCESS**

Our annual fundraising event raised almost $50,000 to fund Fresh Start Scholarship for the 2016-2017 academic year. Called, "It’s Showtime," the evening gala was held November 5 at The Waterfall in Claymont, DE. More than 350 guests enjoyed a raffle, silent auction, delicious food and entertainment. We are deeply grateful to everyone who volunteered, attended or donated.

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**Survey Results:**

Surveys are sent annually to recent graduates to collect qualitative and quantitative data to compare and contrast their experiences "before and after graduation".

Highlights from 2014 and 2015 graduates include:

- 80% of graduates report an increase in self confidence as the result of having earned a degree
- 70% expressed an interest in pursuing further education
- 80% say their networking skills have increased
- 80% report professional or career-level employment
- 70% report an increase in income.

**Survey Comments:**

When asked to rate their overall experience with The Fresh Start Scholarship Foundation, the graduates responded with an average rating of 4.78 out of 5 (Excellent).

Highlights from our 2014-15 survey. To view the full survey please visit our website: www.freshstartscholarship.org

- “I am so grateful to have found such a great organization that helps women grow. Fresh Start has made a huge impact on my life, not only by reducing my financial worries and allowing me to focus on my studies, while supporting me personally.”
- “Without Fresh Start, I would not be in school. I am eternally grateful for this program and the women involved. Thank you all for everything you have done to help me work toward achieving my goals.”
- “I don’t know what I would have done without my mentor. She helped me through some very difficult times.”

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**Introducing our new look!**

To celebrate the Fresh Start Scholarship Foundation’s 20th anniversary, Symbiosys, Inc. refreshed our brand and updated our website.

“Symbiosys presented us with innovative concepts that captured the essence of Fresh Start, and then flawlessly executed our new branding and website".

*Ann DiStefano, VP Communications*

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**Annual Cookout**

Scholars, board members, family and friends gathered for a summer cookout. We congratulated our graduates, ate delicious food and played some games that proved to be harder than they looked!
2015-2016 Annual Campaign Donors

CHAMPION
$2,500 and up
Jan Seitz

BENEFACTOR
$1,000-2,499
Fred Dawson
Great Dames
Janis Julian
Mary and Richard Maloney
(In Memory of Hua Davis)

PATRON
$500-999
Barbara and Bill Buckley
Claire McElwee
Sandy Scheibe
Beverly Stewart
Jane Taylor
Rita Wilkins
The County Women’s Journal

BOOSTER
$250-499
Anna Lee Bachtell
Nancy and Jay Blumberg
Lynn Faulkner
Shakti Harris
Claudia Hughes
Jan Jessup
Claire Morse
Nancy Rose

SUPPORTER
$100-249
Jennifer Adach
Ann Bawa
Cheryl Carncross
Peggy and Richard Carter
J. Clampitt
Catherine Cloutier
Ann DiStefano
Dana Dobson
Moira Donoghue
Dr. Laverne Harmon
Sheila Hawkins
Joyce Hayes
Linda Heckert
Ruth and Gregory Lavelle
Judy Lewis
Marty Mand
Winfred and Paula Massie
Patricia McGee
Bonnie Messaras
Sherry and John Mouser
Mary and Richard Nenno
Justina Pedante
Bonita Penn
Brenda and Michael Pomianoski
Judy Powell
Suzanne and Don Proud
Marion Quirk
Diane Richardson
Linda and Michael Ritchford
Eric Sallee
Don and Andrew Shackelford
Jean and Frank Sobonya
Kelli Stranahan
Dr. Jack Varsalona
Jennifer Watson
Margery Windolph

FRIEND
up to $99
Mary Akhimien
Kathleen and Robert Andrzejewski
Sheila Boyer
Pauline Brittingham
Mary Cannon
Carolyn and William Doyle
Brigette Esposito
Anthony Glomski
Tina and Ralph Goldrick
Melissa Gonville
Marilyn Hyte
Wendi Jacobs
Jeanne Griffith Leslie
Barbara Longyear
Terri Lamborn Manning
Scott Mason
Gretchen and Alfred Mayne
Elizabeth McDonough
Mary Ann Michaelewiz
Nanci and Timothy Mihalski
Connie Parvis
Jane and Richard Pell
Kristen Petro
Frances Quayle
Mamatha Ratnam
Jean and Paul Stofa
Karen Weiner
Linda Whitehead
Helen Zumsteg

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 incentive 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 WWB members. Candidates must be enrolled in a two- or four-year degree undergraduate program at an accredited Delaware college or university.

2015-2016 Financial Statement

INCOME
Annual Campaign, net $21,403
Signature Event, net $48,977
Grants $28,500
In-Kind Income $19,320
Total Income $118,200

EXPENSES
Scholarship Program $92,732
Administrative Expenses (see Note 1) $3,653
Total Expenses $96,385
Net Operating Income $21,815

ASSETS
Cash $115,130
Prepaid Expenses $500
$115,630
Endowment Fund Balance (see Note 2) $225,507
Total Net Assets $341,137

NOTES
1. Fresh Start’s board of directors set a goal years ago to keep administrative expenses at or below 3% of income. The table below shows that we achieved this goal in 2015-2016.

2. In 2009, the board of directors of Fresh Start set up an endowment fund using GIFT (Global Investment Foundation for Tomorrow) model to assure the sustainability of our program well into the future. A portion of the earnings can be withdrawn in 2024.

HOW YOU CAN HELP
Scholarships are funded by corporate and individual contributions to the scholarship program, fundraising events, grants and bequests to our scholarship endowment fund with the Delaware Community Foundation. You can help by sharing information about this scholarship program with others, encouraging 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 Scholarship Foundation, Inc.
Attention: Treasurer
P.O. Box 7784
Wilmington, DE 19803
For more information, call 302-397-3440, or visit www.freshstartscholarship.org

MISSION STATEMENT
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GRANTS
Thanks to the following whose grants will be used to help fund the Class of 2016-2017.

Chichester DuPont Foundation $10,000
Christiana Rotary Club Foundation $500
H. L. & D. C. Eliason Fund $10,000
Huisking Foundation $3,000
Milton and Hattie Kutz Foundation $5,000