



DG Delivering
Good HELPING KIDS
AND FAMILIES

2018
IMPACT
REPORT



A MESSAGE FROM OUR LEADERSHIP

In 2018, Delivering Good continued to grow and expand—working to reach more families and communities throughout the country. With a dedication to helping people impacted by natural disasters and the daily disaster of poverty, Delivering Good spread our mission further in 2018—working in new communities, welcoming new supporters, growing our team, while also building on existing relationships with long-time partners.

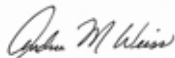
From 2017 to 2018, product donations to Delivering Good increased by over \$25 million, allowing the organization to increase its impact. In 2018, we received our largest foundation support in the organization's history and our first endowment gift. These generous gifts have allowed us to modernize our technology systems, increase our disaster relief efforts in Puerto Rico and throughout the United States and continue the legacy of one of our signature programs. In continued collaboration with United Legwear & Apparel Co. and the American Apparel and Footwear Association, our One Million Pairs of Socks campaign distributed our 4 millionth pair of socks. We also continued our Back to School initiatives and supported communities around the country that are still recovering from devastating disasters in 2017 and 2018. Delivering Good's co-founder and special friends of the organization visited Puerto Rico to personally deliver donations and support families as they go through the many phases of rebuilding and recovery.

No matter the challenge, Delivering Good is there to help families and communities. Whether struggling with a disaster like Hurricane Maria and the California wildfires or facing economic challenges, Delivering Good supports families and communities as they embark on a fresh start.

With appreciation,



Allan Ellinger
2018 Board Chair



Andrea Weiss
2019 Board Chair



Lisa D. Gurwitch
President and CEO

OUR MISSION

Delivering Good provides a sense of hope, dignity and self-esteem to children and families who have been impacted by poverty and disaster. By uniting retailers, manufacturers, foundations and individuals, we deliver new merchandise, effectively distributed through our highly curated network of community partners.

Pro Bono Support

The following companies have provided pro bono services to Delivering Good in 2018. We thank you for your support in helping people in need.

Authentic Brands Group

Accessories Council

ABC Kids Expo (All Baby & Child)

Berns Communications Group

Berglass + Associates

Daily Front Row

Fashion Week Daily

Foodkick

IKA Collective

Mann Publications

Martina McBride

Nickelodeon

Pryor Cashman

RIPE Band

Sourcing Journal

UBM/Informa

United Legwear & Apparel Co.

2018 HIGHLIGHTS

In partnership with United Legwear and Apparel Co. and the American Apparel and Footwear Association, our One Million Pairs of Socks campaign raised over 2 million pairs of socks in 2018, totaling over 4 million for the program



In 2018, Delivering Good distributed over 11 million units of new product from over 500 product donors.



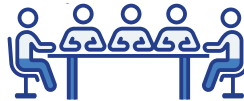
Delivering Good continued disaster relief efforts and long term rebuilding projects throughout the United States, including Fayetteville, New York; Houston, Texas and Puerto Rico.

Delivering Good supported Back to School efforts in Puerto Rico with a personal visit and distributions of product, gift cards and support at local community partners.



Andrea Weiss, Founder & CEO of the O Alliance, joined the Delivering Good board and was elected as new Chair of the Board of Directors for 2019

Five additional distinguished leaders joined the board: Michael Goldberg, Pryor Cashman; Sam Haddad, Haddad Brands; Edward Hertzman, Sourcing Journal; Jason Rabin, Centric Brands and Lana Todorovich, Neiman Marcus Group.



The 12th Annual Women of Inspiration Luncheon raised a record-setting \$450,000. Jodi Kantor, Pulitzer Prize-winning New York Times reporter delivered a remarkable keynote speech.

Delivering Good mourned the passing of longtime supporter Lari Stanton, on September 18, 2018. Lari's estate will support his Students Going the Extra Mile initiative, providing hats and gloves to students in the New York area.



Delivering Good hosted its first Media Day at United Legwear and Apparel Co., uniting industry leaders and donors to discuss our collective response to natural disasters.

Delivering Good's Annual Gala, attended by Shaquille O'Neal, raised over \$1,750,000.



In 2018, Delivering Good and Burlington Stores collected and distributed a total of 216,290 coats to people in need throughout the country.



2018

FROM DISASTER TO HOPE

There are few events more devastating to a family than natural disasters. Hurricanes, earthquakes, floods and fires leave their scars on more than just the landscape: they leave lasting damage on homes, livelihoods and everyday lives. The aftermath of these tragedies is a time when families and individuals are in special need of support, as they try to reclaim a sense of safety and economic self-sufficiency. Thankfully, Delivering Good has been a source of support and comfort for disaster victims for more than three decades, bringing needed products and equally essential confidence to those in need.

In 2018, Delivering Good continued this tradition of hope by providing \$32.5 million worth of clothing, home goods and vital supplies to several regions impacted by disaster: East Texas, California, Puerto Rico and the U.S. Virgin Islands, North and South Carolina, Florida and Northern California. These distributions brought immediate relief in the wake of disaster and represented a sustained effort in the communities we serve, staying with families and local community partners during the long process of recovery and reconstruction. Alongside these distribution programs, Delivering Good also provided thousands of dollars of general-purpose gift cards to a dozen recovering regions around the world, further expanding the reach and impact of this important work.

Our work is more than just numbers. It is the stories of the children and adults we serve that remind us of the importance of what we do. Stories like that of Romero Milam, a young resident of East Texas, who received clothing and toys after his family home was struck by extensive flooding. Or the children of Su Manuel Ortiz Suya public school in Puerto Rico, who received brand new shoes, socks, backpacks and other gifts to start the school year following the historic impact of Hurricane Maria. These people, and thousands like them, are the reason that Delivering Good remains committed to the work of disaster response and recovery in the United States and around the world.

INTERNATIONAL COMMUNITY PARTNER HIGHLIGHTS

Baby2Baby

Since the beginning of our partnership in 2015, Delivering Good has supplied Baby2Baby with an array of product—in 2018 alone, Delivering Good donated over 24,000 essential items to Baby2Baby. Baby2Baby’s representatives explain that “without these donations, our children would be going without the most basic of necessities.” With the support of Delivering Good, Baby2Baby has distributed their most needed items including car seats, strollers, play yards, clothing and school supplies.

Delivering Good increases its reach to serve more people through community partners like Baby2Baby. With donations from Delivering Good, Baby2Baby has delivered over 70 million essential items to children in “homeless shelters, domestic violence programs, foster care, hospitals and underserved schools as well as to children who have lost everything in the wake of disaster.”

Metro World Child

Founded in 1979 in Brooklyn, Metro World Child is a community partner of Delivering Good that specializes in serving children throughout New York City, various urban centers and rural communities around the world.

Metro World Child has several programs, all of which benefit from their relationship with Delivering Good, with donations during the holiday season having the biggest impact on the lives of the children they serve. Throughout the months of November and December, Metro World Child distributes about 30,000 toys to children throughout New York City.

One of these children is Niquaan, an 8-year-old boy living in Brooklyn. He has cerebral palsy disorder and is being raised by a single mom. In 2018, Niquaan attended one of Metro World Child’s holiday celebrations, where his mom was excited that “Niquaan [would] have something to open for Christmas.” The new toys donated through Delivering Good ensure that Metro World Child can give children like Niquaan with at least one present each year





The Mustard Seed of Central Florida

The Mustard Seed of Central Florida and Delivering Good work together to restore dignity, hope and stability for families in crisis. Since 2013, approximately 24,000 individuals have received Delivering Good donations that The Mustard Seed has distributed.

Delivering Good donates new clothing and baby supplies to The Mustard Seed, helping them support hundreds of families stricken by poverty. The Mustard Seed told us about the work they do and how donations from Delivering Good advance their mission: **“survey results from program participants indicate children achieve better grades in school and family members experience improvements in overall mental, behavioral and physical health. The hope for a better future and improved quality of life strengthens and bonds families.”**

One individual who rebuilt her life with support from The Mustard Seed and Delivering Good is Arisha, a single mom of two, who served in the U.S. Air Force for 12 years. “She became homeless after she escaping from domestic violence. Arisha, pregnant at the time with her 10-month-old son, lived in her car with her 3-year-old daughter. They then stayed in hotels before seeking help from a domestic violence shelter. They lived in the shelter for six weeks before finding a place to live. Arisha was referred to The Mustard Seed for furniture and clothing assistance.” Arisha reflected on her experience with The Mustard Seed and Delivering Good, “these donations are a blessing for me and my children because we had so little. I’m so grateful there are people who care about people like me.”

Delivering Good’s support of The Mustard Seed allows individuals like Arisha to “achieve self-esteem and stability to take control of their futures.”

DONOR HIGHLIGHT

Lawrence King and Iris Roth

Two years ago, Lawrence King and Iris Roth began supporting Delivering Good and quickly became two of our most dedicated donors. We recently sat down with Lawrence and Iris to discuss Delivering Good's mission and the work that they make possible.

We asked Roth and King what inspired them to make their first donation to Delivering Good. Roth explained, "Lawrence and I were searching for a charity that, through effective organization and smart partnerships, was able to accomplish its mission without a high percentage loss of dollars to overhead." After learning about Delivering Good's mission, King and Roth began to research our history and efficiency. What did they find out? King



says, "Delivering Good's audited financial statements, tax returns, documented history and depth and breadth of leadership all speak comparative volumes about the nature of the organization."

While his relationship with Delivering Good began two years ago, Lawrence King has been committed to helping people in need since his early childhood. He shared stories with us about his first trip to Juarez, Mexico, where his family educated, triaged and relieved extensive pain for over 100 Mexican children. King draws inspiration from his father, who was dedicated to charitable work and was the first South Carolina dentist in the 1950s and 1960s who "maintained only one reception room, just one set of restrooms and only one water cooler, and operated on all patients of every race, color and creed using the same dental operatories and instruments."

About The Delivering Good Loyalty Circle

Established in 2016, the Delivering Good Loyalty Circle is comprised of individuals, corporations, and foundations who are active participants in our success. The support of these donors enables Delivering Good to expand its commitment to serve the neediest individuals in the United States and globally. Gifts of all sizes, to any of our program areas, allow donors to be part of the Delivering Good Loyalty Circle and make a real difference. Donors are automatically enrolled in this elite group of loyal donors when a gift is made for two or more consecutive years. For questions regarding the Delivering Good Loyalty Circle, please contact development@delivering-good.org or 212.279.5343.

Similarly, Roth's passion for charity and good work is reflected in her memories. She shared, "I still recall the honor I felt at a very young age of being given my very own Tzedakah box, which I not only made sure to fill with coins from my allowance, but from donations of neighbors, friends and relatives."

We are proud that King and Roth are including Delivering Good in their journey to make the world a better place. Roth explains that "new clothing does more than provide a solution; it delivers both joy and comfort that returns a sense of normalcy after disaster strikes or poverty reigns." King sums up our common mission best: "Clothing the naked certainly makes the world a better place but doing so most effectively must originate out of a heart that loves the naked and others who need help, both physically and spiritually."



FOUNDATION HIGHLIGHT

Taylor Gray | Founding Trustee and Treasurer, The Countess Moira Charitable Foundation



If there is one thing that Taylor Gray, a founding trustee and Treasurer of the Countess Moira Charitable Foundation, knows well, it is that serendipitous beginnings can grow into powerful partnerships.

In 2017, Gray and Delivering Good President and CEO Lisa Gurwitch were seated together at a symposium for nonprofits. Less than a year later, they were disembarking in Puerto Rico, where The Countess Moira Foundation made it possible for Delivering Good to execute a historic campaign to distribute more than \$1 million worth of new clothing and goods to victims of Hurricane Maria. “We had split into groups,” recalls Gray, “and Lisa, [Delivering

Good co-founder] Karen Bromley and I visited an elderly woman whose roof had been ripped off in the hurricane. We were able to meet her and her two daughters and give them the help they needed.”

The campaign in Puerto Rico was meaningful for more than just the families who received aid: it was a major step for the Countess Moira Charitable Foundation. Founded in 2000 and operating with assets provided largely by a bequest from the Countess Moira Rossi, the Foundation has devoted nearly \$25 million to philanthropic efforts. Gray describes the Foundation’s funding approach as targeted, and emphasizing long-term, powerful partnerships with grantee organizations. As he explains, it was Delivering Good’s special position at the nexus of nonprofits, manufacturers, retailers and individuals that attracted him to the organization.

“Those ties between industry, philanthropy and local agencies were unique. I had never come across anything like that before,” he explains. “But at the same time, there was an opportunity to harness those connections to achieve something really impressive.” The Countess Moira Charitable Foundation’s relationship with Delivering Good evolved from one grant to three in 2018. “The depth, vibrancy and reach of the Delivering Good ecosystem became increasingly apparent to us as we collaborated on three grants in 2018 - the first to combat poverty in New York State; and followed by two to provide disaster relief to schoolchildren and families in Puerto Rico; and funding for new technology that will provide efficiency and efficacy benefits for many years to come.”

Just as importantly, Gray and the Foundation have acted as ambassadors of Delivering Good’s work, enlisting the participation of others to enhance the effectiveness of the organization. The Foundation has deepened their stake holding through fact finding trips, site visits and more. “It is this involvement in a collaborative capacity that is truly the most gratifying component of our relationship,” says Gray. And that symposium where Gray and Gurwitch first met? Exactly one year later, the two leaders co-presented a session on donor intent and disaster relief to attendees from 80 foundations. A powerful partnership indeed.

GIVING... WITH PURPOSE

KIDBOX

KIDBOX launched with a clear mission in mind: selling boxes of children's clothing and helping kids in need. To achieve these goals, KIDBOX has supported Delivering Good since the company's inception. KIDBOX curates boxes of clothing for kids of various sizes, and for every box sold, one item is donated to Delivering Good. The clothing includes brand-name, on-trend, high-quality product — which are donated to thousands of kids every year. In 2018, through Delivering Good's network of community partners, 15 organizations distributed over 215,000 units of KIDBOX clothing, valued at over \$7 million.

Delivering Good and KIDBOX know the power of new products. New clothing can increase self-esteem, give individuals a sense of dignity and provide a fresh start. KIDBOX's donations help children grow and thrive in their local communities. One KIDBOX clothing recipient at Solid As A Rock in Oregon beamed, "When I usually get clothing donations they are mostly someone's hand me down clothes that have a weird odor to them like they were sitting in someone's basement, but these clothes were brand new and the latest name brand fashion. I couldn't believe it!"

In 2018, Delivering Good attended the annual KIDBOX Kids Board Day, to celebrate the next generation of leaders. Each year, KIDBOX selects 12 young people who are making great impact in their communities. Some of the Kids Board causes included: disaster recovery in Puerto Rico, melanoma prevention, building homes in Mexico, gun violence prevention, delivering crayons to hospitals, creating kits for the homeless, collecting and donating back to school supplies, addressing climate change, encouraging literacy while bringing awareness to African American literature and raising awareness for pediatric cancer research. Delivering Good is proud to be associated with such an incredibly inspiring group of bright young leaders through mentorship and participation in the Kids Board Day, which included a site visit and distribution of brand new backpacks to the children of one of our long-standing NYC-based community partners, Cherry Kids.



GIVING... WITH PURPOSE

BURLINGTON STORES

In the United States and around the world, many people go without a winter coat during the coldest months of the year. Not having access to warm clothing can lead to exposure to the elements, leading to serious and sometimes fatal medical conditions.

Beginning in 2011, Delivering Good joined Burlington Stores on its annual coat drive to help provide warmth to those in need nationwide. Since establishing this partnership, together, we've been able to keep 1.4 million Americans in need warm in communities nationwide and over the past 12 years, Burlington has collected a total of more than 2.2 million coats.

Each holiday season, Burlington encourages its customers to donate gently worn coats in all its stores across the country and Delivering Good matches each store with a community partner so that the donated coats reach individuals within each local store community.

What is the impact of the Burlington coat drive? As described by the director of Acacia Network, one of Delivering Good's New York City community partners, "Coats are not just a luxury and a fashionable item, but an emergency safety measure. It has been certainly an amazing professional reward to be able to provide coats to our homeless clients. Without this local partnership, there would be thousands of folks searching for a warm coat throughout our area."

At Delivering Good, we are proud of this fulfilling partnership and its significant effect on the lives of those in need. As a caring company, Burlington is committed to giving back to communities nationwide. The annual coat drive is part of Burlington's corporate heritage and it is thankful for the opportunity to provide warmth to neighbors in need within its store communities.

Burlington also works with Delivering Good and our community partners during times of natural disasters. Through gift card and new merchandise donations, Delivering Good and Burlington are dedicated to helping families get back on their feet. To summarize our relationship, the Burlington team expressed, "From our annual coat drive to providing new merchandise to local community partner agencies within our store communities, to times of disaster, we call on Delivering Good to help us facilitate our ability to help those most in need."



2018 FINANCIAL DONORS

Monetary gifts and grants help support programs, logistics, coordination, and freight costs. Since 1985, over \$2 billion of donated product has been distributed, serving the poor and disadvantaged worldwide. Delivering Good recognizes with gratitude the individuals, corporations, and funding organizations listed below that have generously donated to support our mission.

About The Loyalty Circle

Donor names listed with a heart (♥) are members of the Loyalty Circle and have supported the organization in 2018 for at least two consecutive years. To make a financial donation, please visit www.DeliveringGood.org/donate-cash. Gifts of securities are also accepted. For questions regarding the Delivering Good Loyalty Circle, please contact development@delivering-good.org or 646-362-9085.

\$300,000 & Above

Countess Moira Charitable Foundation
Estate of Lari Stanton*

\$100,000 & Above

Ann Inc. ♥
Authentic Brands Group LLC ♥

\$75,000 & Above

Burlington Stores ♥
Edyth Bush Charitable Foundation, Inc. ♥
KIDBOX ♥
Li & Fung Ltd. ♥

\$35,000-\$74,999

Baby2Baby ♥
The Beverly Foundation
BHI USA ♥
Claude Worthington Benedum Foundation ♥
G-III Apparel Group, Ltd. ♥
Global Brands Group ♥
Millwork Holdings Co., Inc. ♥
MMG Advisors/
Allan Ellinger ♥*
National Center for Children and Families ♥
North Star Foundation, Inc. ♥
Playmates Toys, Inc. ♥
Ross Stores ♥
Shelter Partnership, Inc. ♥
TJX Foundation, Inc. ♥

\$15,000-\$34,999

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Andrea Weiss
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Arizona Helping Hands, Inc. ♥
Braddock Redux/Free Store ♥
Byer Foundation
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Children's Apparel Network ♥
CIT Commercial Services ♥
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D.F.A. New York, LLC ♥
David Rievman

Delta Children ♥
The Doneger Group ♥
Dreamwear, Inc. ♥
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Fashion Options, Inc. ♥
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Georges R. Harik ♥
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\$10,000-\$14,999

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Century 21 Department Store
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Citizens Caring for Children ♥
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Mamiye Group, LLC
Mayor's Fund to Advance New York City ♥
Metro World Child ♥
Milberg Factors, Inc ♥
Mitzvah Circle Foundation ♥
Network For Good ♥

About The Legacy Society

The Legacy Society enables us to express our appreciation and recognition for the charitable estate-planning donations made by some of our most loyal donors. Donor names listed with a star (*) are members of The Legacy Society. Legacy Society members are individuals and/or couples who have taken the following steps to provide for planned gifts to Delivering Good: informed Delivering Good of their plans to make a bequest through their will, living trust or estate plan; have designated in writing Delivering Good as a beneficiary of a retirement plan or life insurance policy; established a charitable gift annuity, charitable remainder trust or charitable lead trust; made a gift of paid-up or in-face life insurance policy with full ownership rights; made a gift of personal residence or farm with a retrained life estate; made certain other gifts that may be recognized.

Northside Center for Child Development ♥
Perry Ellis International, Inc. ♥
Randa Corp. ♥
Reno Rodeo Foundation ♥
Richard and Michelle Barry ♥
Schwab Charitable Fund
Spotlight Licensing ♥
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\$5,000-\$9,999

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Barbara & Haim Dabah Family Foundation ♥*
The Benevity Community Impact Fund ♥
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\$3,000-\$4,999

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Todd Kahn ♥
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CONTINUED

\$1-\$2,999

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Darren Kimsey
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Datevig Tegeleci
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Dennis Edward Nater
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Diana Dow
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Diana Torres
Diana Weinstein
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Eileen Ryan Gaines
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John Stothard	Julie Weaver	Kate Umlang	Kelli Gritzmacher	Kristen Storck	Lauren Fischer
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Joseph O. Breitenbucher	Kalley Largent	Kathleen Consalter	Kelly Mills Zito	Kristina Jimenez	Lauren Perkowski
Joseph Perazzo	Kalliopi Kohas	Kathleen Davis	Kelly Minshall	Kristina Schroeder	Lauren Probinsky
Josephine Perez	Kamal Kassiss	Kathleen Godsil	Kelly Rossow	Kristina Sherman	Lauren Rust
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National Propane Gas Association
Naturepedic
NBC Today Show
Nex-Xos
Nickelodeon
Nissi & Jireh
NMK Textiles, Inc.
NorthWest
Nube Baby
nuyu
NYDJ

O

Oeuf LLC
Omni Wooden Toys
On Point Irejo llc
One Jeanswear Group
Operation Warm
OpSec Security Inc
OraMedix, Inc.
Orbit 7
Orcatex Design
Origin8 Studio LLC
OshKosh B'gosh
Outdoor Cap Company, Inc
Outerstuff, Inc.

P

Pastourelle LLC
Patagonia
Paul Wilmot Communications
Perry Ellis International

Perry Mackin
Peter John M. Distribution, Inc.
Peterdasani LLC
Petpak
Pocket Frenz
Primark
Pro Player
Procter & Gamble
Proper Cloth
Puss and Pits
PVH Corp.

Q

Qw*st

R

Rainbow Shops
Ralph Lauren
Rashti & Rashti
RDG Global LLC
Re-play
Re-Think
Real Capital Analytics
RedPeg Marketing
Reflo Limited
Reform Clothing
Regal Lager, Inc. - Love To Dream
Rehbar Majeed Textiles
Renfro Corporation
Reunited Clothing
Revman International
Richard Leeds International
RockHound Apparel
Ron Cornell
Rooms to Go
Rousso Apparel Group
Rubbo International, Inc.

S

Sadie & Sage
Saint James USA
Saks Fifth Avenue
Sally Miller LLC
Salty Inc (dba Design History)
Sansom Trading Group
Santa Margarita Catholic High School
Say What?
Schuyler 4 Ltd.
See Design
Select Clothing Co. Inc.
Sensual Inc.
Shelter Products
Shoe-Inn
Sigvaris, Inc.
Silvergate Media Inc
Skechers
Smiling Button LLC
Sock Club
Sorelle
Soula Shoes
Southern Proper
Soxland International
Spicy Clothing Company LLC
Spin Master Ltd.
Splashlight
Spotlight Licensing
Sprout
Squeaker Sneakers, LLC
Squishable.com, Inc.
StellarNova
Sternlein
Strider Sports International Inc
Striker Entertainment, LLC
StyleLoveLiving
Sub Dio
Summit Golf Brands

Susan Cushing
Susana Monaco
Sutton Industries
Swat Fame, Inc.
Swiss Safe Products, LLC
SWM International

T

Tailored Brands
Tamar Gallant
Tapestry
Taste Beauty LLC
Tecovas
Ten Square, Inc.
Teri Lingerie LLC
tgbBRANDS
Thalhimer Headwear
Tharanco Lifestyles, LLC
The Accessory Collective
The Bromley Group LLC
The Joester Loria Group
The Kids Company
The Learning Journey
The Lemon Cabana
The Little Bra Company
The Queen's Treasures, Inc.
The Toy Foundation
The Vanity Room
The Walt Disney Company
Toby NYC
Topson Downs
Torrid
Toys"R"Us
Trades of Hope
Trovata, Inc.
TTI Global Resources
Two Chicks in the Backroom Inc

U

Uber Mom LLC
Under Armour Inc
Unilever
United Legwear & Apparel Co.
Unlimited Brands
US Foods

V

VCH Partners Inc. (dba Sol Food)
VF Corporation - Jeanswear
Vikki Y Burn
Vionic Shoes

W

W.C. Redmon Company
Wacoal America Inc
Warner Bros. Consumer Products
Warner Music Group
Westport Corporation
Westwood Design
Winter Water Factory

X

Xander Bicycle Corporation

Y

Yelena Mogelesky
Yoka Showroom
YoYo Mats Inc.



2018 SELECT COMMUNITY PARTNERS

The Delivering Good network consists of nearly 1,000 community-based, 501(c)3 nonprofits and government partners, receiving donations of new product to help improve the lives of kids, adults and families. The range of community partners in our network is broad and diverse; below is listing of the agencies that received product donations from us in 2018. Community partner names listed with a star (★) are members of the Funded Agency Program. To learn more about our community partners, please visit www.Delivering-Good.org.*

ALABAMA

Panola Outreach
The Second Beginning

ARIZONA

Arizona Helping Hands Inc. ★
Friends for Life Animal Rescue
National Odd Shoe Exchange

CALIFORNIA

Baby2Baby ★
Bay Area Women's & Children's Center
Central City Neighborhood Partners
Every Child's Dream Foundation
Family Promise of Santa Clarita Valley
HealthRIGHT 360
IsraAID USA
Jordan Outreach Ministries
Kidango, Inc.
Kindheartedly
Los Angeles Dream Center
Los Angeles Mission
Lutheran Social Services of Southern California
- Central City Lutheran Mission

Military Children's Charity Inc.
My Stuff Bags Foundation
New Directions for Veterans
Office of Samoan Affairs
On Your Feet, Inc. ★
Operation Shower San Diego
Peace Builders
Santa Claus, Inc. of Greater San Bernardino ★

A Sense of Home (ASOH)
Shelter Partnership ★
Steven's Hope for Children
Under The Bridges and On The Streets
Variety - The Children's Charity of Southern California
Wardrobe for Opportunity
White Pony Express
Working Wardrobes Career Center

COLORADO

Denver Health Foundation ★
Erica Rae's Kids Inc.
Operation Homefront - Colorado

CONNECTICUT

Bridgeport Rescue Mission
Drop-In Learning Center

DELAWARE

Clothing Our Kids

DISTRICT OF COLUMBIA

Community Family Life Services
Generation Hope
United Way of National Capital

FLORIDA

Chapman Partnership
Children's Home Society - Pensacola ★
City Rescue Mission
Community Hope Center / Hope 192
Domestic Violence Advocacy Center (of Tree House Haven, Inc)
East Winter Garden Community Development Corporation, Inc.
Farm Share
A Gift For Teaching
Global Empowerment Mission
The Mustard Seed of Central Florida
NDCC Parenting With A Purpose Life Center

Neighbor 4 Neighbor
Salvadoran American Humanitarian Foundation (SAHF) ★
True Tabernacle of Jesus Christ Ministries
Tyrod Taylor Foundation

GEORGIA

21 Reasons to Give Foundation
Kamileon Professional Development

IDAHO

Boise Rescue Mission

ILLINOIS

Casa Central
Children's Hunger Fund MW
Daughters of Destiny Ministries
Family Focus Englewood
Hesed House
Hope Charities, Inc. ★
Scott Air Force Base
St. Vincent De Paul

INDIANA

Bread of Life Ministry, Inc.
Child Care Network

Mental Health America of Northwest Indiana
Westminster Neighborhood Services, Inc.

IOWA

Families Helping Families of Iowa

KENTUCKY

Operation Sharing

LOUISIANA

Second Harvest Food Bank of Northwest Louisiana

MAINE

Aid For Kids ★

MARYLAND

Charles County Children's Aid Society
The Joseph House
National Center For Children and Families ★
Turnaround



About The Funded Agency Program

In 2018, Delivering Good enhanced the Funded Agency Program, allowing our community partners to make a bigger impact on the communities that they serve. By providing Delivering Good with a grant, we ensure that the community partner will receive no less than \$150,000 worth of product over a twelve-month period and receive a host of benefits including: first priority for product donations as they become available, 15:1 match on \$10,000 grants and 20:1 match on \$20,000 grants and above, the opportunity to partner with us for important distribution, and proactive procurement of product donations so that agency partner on what they do best, which is focus on the services that they offer.

MASSACHUSETTS

Cradles to Crayons
Jewish Family Service of
Metrowest ★
Massachusetts Coalition for the
Homeless
Project New Hope

MICHIGAN

Hope America, Inc.
Pregnancy Solutions
Variety – The Children's
Charity ★

MINNESOTA

St. Vincent De Paul

MISSOURI

H.E.R.O.E.S. Care
Operation Shower

NEVADA

Catholic Charities of Southern
International Church of Las
Vegas
Reno Rodeo Foundation ★

NEW HAMPSHIRE

Children & Family Services
of NH
Help Come Home
Operation Blessing

NEW JERSEY

Associated Human Societies
and Popcorn Park
Connect Family Center
Eva's Village Inc.
Jehovah Jirel Outreach
Jersey Shore Dream Center
Misameach Misameach
Newark Bethel Assembly
One Simple Wish
Potter's Gate Charities
Incorporated
Secaucus Municipal Center
Seventh Day Adventist Church
United Way of Passaic County
Victor Cruz Foundation

NEW YORK

Abbott House
Antioch Outreach Ministries
Arab-American Family Support
Center
Bethany United Methodist
Church
Bottomless Closet
Caribbean American Center of
New York
Chautauqua County Rural
Ministry
Cherry Kids, Inc.
Children of Promise NYC
Children of the Light Ministries
Circulo de la Hispanidad, Inc.
Community Center of
Immigrants ★
DOROT
Freedom Village USA
Graham Windham Preventive
Services
Harlem Children's Zone
Hope NYC
Hour Children
Island Harvest
Jericho Project
Judy's Place (formally C.A.D.V.)
Leake & Watts Services Inc.
Long Island Coalition for the
Homeless
Lower Eastside Service Center
Materials for the Arts
Metro World Child ★
Millennium Sistahs Inc
National Association of Each
One Teach One Inc
New Alternatives for Children
New Hope Pentecostal Church
of Jesus Christ Inc.
New Life Fellowship
The New World Foundation
New York Disaster Interfaith
Services (NYDIS)
Northside Center for Child
Development ★
NSSA At Mount Vernon
One Brooklyn Fund, Inc.
Partnership for the Homeless
PEACE, Inc.
Project Hope Charities, Inc.
Queens Community House
Race Track Chaplaincy
of America NY
Division (RTCA)
Reformed Church of Bronxville

The Retreat Inc.
Richard M. Brodsky Foundation
The River Fund NY
Room to Grow NYC
The Sharing Shelf | FSW
– Family Services of
Westchester
Silent Cry Inc
Susie Reizod Foundation
The Teacher's Desk
Temple Beth Torah
West Side Campaign Against
Hunger
World Vision

NORTH CAROLINA

Baby Bundles ★
Fort Bragg Army Base
The LaStraw, Inc.
Note in the Pocket
Second Harvest Food Bank of
Metrolina

NORTH DAKOTA

Second Harvest Great Plains
Food Bank

OHIO

Bridge of Life Ministries Project
Help Clothing Ministry
Richland County Children's
Auxiliary
Seven Hills Neighborhood
Houses
Shoes & Clothes For Kids

OKLAHOMA

Citizens Caring for Children ★

OREGON

Solid As A Rock ★

PENNSYLVANIA

Beverly's Birthdays ★
Braddock Redux/Free Store ★
Career Wardrobe
Faith In God Family Restoration
Corporation (FIG)
Gaudenzia, Inc.
Hands in Service
Mitzvah Circle Foundation ★
Ronald McDonald House

RHODE ISLAND

Comprehensive Community
Action Program
North Star Foundation, Inc. ★
A Wish Come True

SOUTH CAROLINA

Aid Unlimited ★
Let's Help The Children of
Tomorrow

TENNESSEE

Operation Compassion

TEXAS

Children's Hunger Fund
East Harris County
Empowerment Council
Family Crisis Center
Foster Kids Charity Inc. Texas
Guardian House
Helping the Helpless Vets
Foundation
Hope Supply Co. ★
Houston Area Urban League
Keeps Boutique
Operation Homefront - Texas
Portfolio Resident Services
Prosper Ladies Association
Rainbow Days, Inc.
Times of Refreshing Praise and
Worship

UTAH

Kids World
South Valley Sanctuary

VERMONT

Addison County Foster Parents
Association

VIRGINIA

Operation Homefront —
DC Metro (VA/DC)

WASHINGTON

Clothes For Kids
Holly House
Tulalip Tribes

WEST VIRGINIA

Huntington Area Food Bank
Second Harvest Mountaineer
Food Bank

WISCONSIN

Newthreads of Hope Inc.

PUERTO RICO

Carlos Beltran Foundation
Methodist Church of Puerto
Rico

CANADA

The Lookout Health and
Housing Society
Look Out Society
WoodGreen Red Door Family
Shelter

USVI

St. Croix Long Term Recovery
Group

**We have made every effort to accurately list the community partners that received donations from us in 2018. If your name has been left off this list, please contact us at contact@delivering-good.org.*

PRODUCT DONOR HIGHLIGHT

United Legwear & Apparel Co

At United Legwear & Apparel Co., “succeeding and giving back have a reciprocal relationship: earn some money; give some back. The more you succeed, the more you give away.” It is this philosophy, which stems from its founder, CEO and President Isaac E. Ash, that has led the company to donate to Delivering Good.

United Legwear & Apparel Co.’s mission and values are spelled out in the company acronym: Unity, Loyalty, Advancement and Charity. Working with Delivering Good’s infrastructure and robust network of community partners has allowed United Legwear & Apparel Co. to put its passion for giving in action—helping families, children and adults in need all over the country.

In the age of social media, consumers are paying closer attention to social impact and believe all brands should give back to society. United Legwear & Apparel Co. has believed in corporate responsibility since its inception and is proud of the work it does with awareness and education. Through its FUN SOCKS program, United Legwear & Apparel Co. donates a new pair of socks for every pair of socks sold.

In addition to its FUN SOCKS Program, United Legwear & Apparel Co. is “developing new initiatives to call national attention to the homeless population’s need for new socks and underwear. It seems that the public is becoming more aware of the importance of these basic necessities, and that’s a great thing. Awareness is the first step towards action.”

United Legwear & Apparel Co. makes a true impact in the work that we do at Delivering Good. Why do they love working with us? It’s simple: United Legwear & Apparel Co., says, “Delivering Good makes it easy to get excess inventory to people who need it most, no matter how big or small the donation; a simple phone call or email is all it takes to move product.”

At Delivering Good, we know our work would not be possible without the generous support of our donors. United Legwear & Apparel Co. is grateful for our partnership. “When we hear that the apparel we donate is so essential to daily life for so many families, we feel grateful to contribute. Knowing that brand new product gives people a sense of dignity is even more moving.”



FINANCIAL LETTER



Independent Auditors' Report

The Board of Directors Delivering Good, Inc.

We have audited the accompanying financial statements of Delivering Good, Inc. (the "Organization"), which comprise the statement of financial position as of December 31, 2018 and 2017, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Delivering Good, Inc. as of December 31, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Change in Accounting Principle

As discussed in Note 2 to the financial statements, during the year ended December 31, 2018, the Organization adopted new accounting guidance resulting in a change in the manner in which it presents net assets and reports certain aspects of its financial statements. Our opinion is not modified with respect to this matter.

PKF O'Connor Davies, LLP

June 19, 2019

FINANCIAL STATEMENTS

	December 31,	
	2018	2017
ASSETS		
Cash	\$ 2,501,195	\$ 2,237,393
Accounts receivable	1,340,193	606,124
Prepaid expenses and other assets	27,459	69,150
Restricted cash	67,014	67,014
Property and equipment, net	<u>61,218</u>	<u>88,150</u>
	<u>\$ 3,997,079</u>	<u>\$ 3,067,831</u>
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts payable and accrued expenses	\$ 433,252	\$ 521,046
Deferred rent	63,444	94,239
Loan payable	<u>11,455</u>	<u>17,680</u>
Total Liabilities	<u>508,151</u>	<u>632,965</u>
Net Assets		
Without donor restrictions	2,333,483	2,125,630
With donor restrictions	<u>1,155,445</u>	<u>309,236</u>
Total Net Assets	<u>3,488,928</u>	<u>2,434,866</u>
	<u>\$ 3,997,079</u>	<u>\$ 3,067,831</u>

	Year Ended December 31,					
	Without Donor Restrictions	With Donor Restrictions	2018 Total	Without Donor Restrictions	With Donor Restrictions	2017 Total
SUPPORT AND REVENUE						
Contributed merchandise, in-kind	\$ 184,271,673	\$ -	\$ 184,271,673	\$ 152,797,237	\$ -	\$ 152,797,237
Contributed professional services, in-kind	92,635	-	92,635	158,437	-	158,437
Contributions	1,010,120	1,155,445	2,165,565	927,473	105,000	1,032,473
Disaster relief support	550,051	-	550,051	1,060,540	179,236	1,239,776
Special events, net of direct costs of \$522,974 and \$507,144	1,676,143	-	1,676,143	1,767,545	-	1,767,545
Interest income	1,011	-	1,011	924	-	924
Other	12,598	-	12,598	27,949	-	27,949
Net assets released from restrictions	<u>309,236</u>	<u>(309,236)</u>	<u>-</u>	<u>25,000</u>	<u>(25,000)</u>	<u>-</u>
Total Support and Revenue	<u>187,923,467</u>	<u>846,209</u>	<u>188,769,676</u>	<u>156,765,105</u>	<u>259,236</u>	<u>157,024,341</u>
EXPENSES						
Programs	186,592,958	-	186,592,958	155,682,149	-	155,682,149
Management and general	462,513	-	462,513	624,499	-	624,499
Fundraising	660,143	-	660,143	563,276	-	563,276
Total Expenses	<u>187,715,614</u>	<u>-</u>	<u>187,715,614</u>	<u>156,869,924</u>	<u>-</u>	<u>156,869,924</u>
Change in Net Assets	207,853	846,209	1,054,062	(104,819)	259,236	154,417
NET ASSETS						
Beginning of year	<u>2,125,630</u>	<u>309,236</u>	<u>2,434,866</u>	<u>2,230,449</u>	<u>50,000</u>	<u>2,280,449</u>
End of year	<u>\$ 2,333,483</u>	<u>\$ 1,155,445</u>	<u>\$ 3,488,928</u>	<u>\$ 2,125,630</u>	<u>\$ 309,236</u>	<u>\$ 2,434,866</u>

HOW YOU CAN HELP

Support Us Financially

Delivering donated new apparel, home goods, toys, books and other items is a big effort. Financial support helps pay for programs, logistics, coordination and freight costs so that new product reaches the people who need it most. There are many ways you can contribute to our mission. Every individual gift is matched at a 10:1 rate. With a \$25 donation, Delivering Good can distribute over \$250 worth of goods to families and individuals in need. A \$1,000 donation distributes over \$10,000 worth of merchandise—imagine how many lives one gift can touch! Check with your company's Human Resources Department to see if it will match your contribution. **You can reach us directly by phone at 212-279-5343 or email at development@Delivering-Good.org**

Support Us with Product

Donating new product offers manufacturers and retailers an efficient way to move inventory and give back to children, adults and families in challenging situations. When Delivering Good sends new merchandise to people in distressed situations, it provides them with hope and a sense of dignity, and the opportunity for a fresh start. Together, we can make a difference in people's lives. To donate, simply submit a form online and we will contact you within 48 hours to coordinate logistics and answer any questions you may have. **You can reach us directly by phone at 212-279-5325 or email at product@Delivering-Good.org**

Lisa Gurwitch
President & CEO
Lisa@Delivering-Good.org
212-279-2928

Dionisia Hatzis
Director of Marketing
Dionisia@Delivering-Good.org
646-362-9091

Christina Jean-Baptiste
Senior Manager of Nonprofit Partnerships
Christina@Delivering-Good.org
646-362-9092

Donna Charles
Director of Strategic Initiatives
Donna@Delivering-Good.org
212-279-3348

Elmer Meza
Database Manager/Data Analyst
Elmer@Delivering-Good.org
646-392-9089

Eda Tekeoglu
Director of Development
Eda@Delivering-Good.org
212-279-5343

Michael Giraldo
Executive Assistant to the President/CEO & Office Administrator
Michael@Delivering-Good.org
212-279-3347

Merrie Keller
Director of Product Procurement
Merrie@Delivering-Good.org
212-279-5325

Sarah Marcantonio
Digital Marketing & Communications Associate
Sarah@Delivering-Good.org
646-362.9090

Carla Fattal
Product Donation Manager
Carla@Delivering-Good.org
646-362-9088

Zach Rabirowf
Senior Development Manager
Zach@Delivering-Good.org
646-362-9087

Caroline Udelhofen
Development Associate
Caroline@Delivering-Good.org
646-362-9085

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Authentic Brands Group

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Marks Paneth LLP

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Tapestry Inc.

Carole Postal, Asst. Secretary
President
Spotlight Licensing

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Global Brands Group

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Wonder Brands

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Gary F. Simmons *
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Intradeco Apparel, Inc.

Haresh Tharani
Chairman
Tharanco Group

Lana Todorovich
President & Chief Merchandising Officer
Neiman Marcus Group

Jennifer Vecchio
President, Chief Merchandising Officer
Burlington Stores, Inc.

** Past Chair*

We acknowledge with great appreciation the service of business leaders who have recently left the board:

John Pomerantz
Jodi Weintraub

Delivering Good is on social! Please follow us and join the conversation about #deliveringgood.







DG Delivering
Good HELPING KIDS
AND FAMILIES