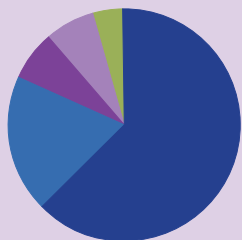


Client Demographics

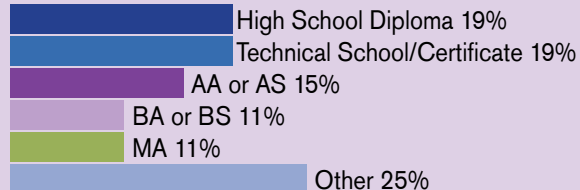
93% of WANDA clients are persons of color

Ethnic Composition

- Latina/Hispanic 63%
- African American 19%
- Caucasian 7%
- Other 7%
- Asian/Pacific Islander 4%

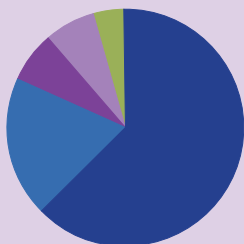


Education



Dependents

- 1 Child 69%
- 2 Children 24%
- 3 Children 4%
- 4+ Children 4%



Median Annual Income **\$35,900**

Average credit score **663**

"I started WANDA during the hardest period of my life. I was completely hopeless and lost. I had ZERO self-esteem. My life has been completely **TRANSFORMED** by my WANDA experience!"

— WANDA Client

We are grateful for the generous support of these donors and sponsors.

LEADERSHIP CIRCLE

\$10,000+

Susan Breyer
Elizabeth Ronn
Elizabeth Vilardo, MD (honorary)

\$7,500+

Joni Cropper
Dianne Giancarlo
Wanda Kownacki

\$5,000+

Corinne Augustine
Glowe Chang
Karen Fisher
Elaine Hahn
Paula Hurd
Mary Hynes
Barbara Jones
Christina Kamra
Luba Kipnis
Lata Krishnan
Susan Kokores
Michelle Mann
Ethna McGourty
Patty Raleigh
Libby Tyree-Taylor

ANNUAL FUND

\$50,000+

Sand Hill Foundation

\$10,000+

Palo Alto Medical Foundation

\$7,500+

Rotary Club of Menlo Park

\$2,500+

Susan Hyatt
Intel Corporation
Richard and Susann Mirabella
The Leeward Group at Morgan Stanley
Bernard A. Newcomb Fund

Up to \$2,500

Lauren Augustine
Michael Augustine
Anthony Calcagno
Elaine Cardinale
Chai for Charity
Robert Chiang
Bertina Clare
Linda Coleman
Lena Bengtsson
Dawson
William Dawson
Sarah Dodge
Ronald Engel
Robert Falkenberg

Kathy Frary
Joanne Goldstein
Google
Elaine Hahn
Virginia Howe
Constantine Kipnis
Luba Kipnis
Roy Klebe
Jaclyn Kokores
Sophia Kokores
Susan Kokores
Wanda Kownacki
Patricia Ann Kurpieski
Michelle Mann
Susann Mirabella
Don Nielsen and Marilyn Lee-Nielsen
Alan and Merle Orelove
Vaciliki
Papademetriou
Kandice Rankin
Elizabeth Ronn
Michelle Ross
Alexander Russel
Carolyn Schour
JH Frank Tang
Schumarry Tsou
Teh-Min Wang
John and Louise Whittleton
Donald Woo
Natasha Wright



COHORT 12 AND GUEST FACULTY OCKEMIA BEAN

Annual Report

Fiscal Year 2018-2019



www.WandaSiliconValley.org

Executive Summary

The Women's Achievement Network and Development Alliance (WANDA) helps single mothers succeed through the three E's - Education, Equity and Empowerment.

WANDA moms are resilient, determined and do indeed find success, often going above and beyond their initial financial, career and life goals. Yet life in Silicon Valley, and the greater Bay Area, is not without seemingly insurmountable challenges.

The average annual income in Silicon Valley reached \$140,000 in 2018, 72% higher than the rest of the state, and over 100% higher than the nation. **More concerning is that more than half of all Silicon Valley households have less than \$100,000 in investable assets (Joint Venture Silicon Valley 2019).**

With median home prices over \$1 million, childcare costs increasing over 50% in seven years, the notion of "self-sufficiency" seems impossible, especially to a single mother.

Yet, our moms can do it. They work towards their goals, gain skills and knowledge, build community among other determined, success-minded women, saving and investing - not only in their financial future, but in themselves.

What if the 300 moms we have served over the past decade could increase ten fold in the next three years?

WANDA is on a path to scale. We will continue to build alliances with social sector partners that will change the face of poverty in the Bay Area.

We have been able to accomplish all that we have thanks to supporters like you and we invite you to join us this year to build WANDA's ripple effect into a surge that expands throughout the Bay Area, California and beyond.

Let's move the needle together - one single mother at a time.

WANDA's Impact

WANDA has always provided an excellent return on investment for our stakeholders, donors, volunteers and partner community.

Collectively, **WANDA moms have saved and invested over \$1 million in 300+ assets**, advocate for themselves and their families, nurture their entrepreneurial spirits by taking calculated risks and most importantly, support one another to go above and beyond what they ever thought was possible.

"You want it for your **CHILD'S FUTURE**. You want them to be able to see something that you are striving for."

— WANDA Graduate

INVESTMENTS

(many clients invest in multiple assets):

75%

Education for self

32%

Education for child

29%

Small business

68%

Retirement

8%

Homes



EVALUATION HIGHLIGHTS

- Annual income increase up to **\$14,000**
- Credit score increase of **100 points**
- Savings average of **\$2,500+** above the match



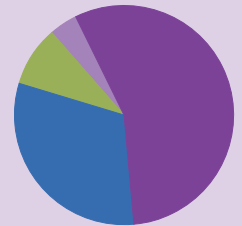
WANDA ALUMNA JESSENIA SOLORIO

WANDA's Fiscal Summary

Operating Budget \$448,430
Program Budget \$321,653

Revenue Composition

- Leadership Circle 56%
- Foundations 31%
- Individuals 9%
- Corporations 4%



Expense Composition

- Program 70%
- Personnel 20%
- Fiscal Agent Fee 7%
- Office/Marketing 3%

