

Auxiliary of Inova Fairfax Medical Campus

2019 Annual Report





Supporting Inova’s “World-Class Healthcare – Every Time, Every Touch” Mission

2019 Auxiliary Executive Board

President
Howard McAnany

Vice President
Carol Bonney

Treasurer
Claudia Cason

Recording Secretary
Anil Joglekar

Immediate Past President
Carol Robinson

2019 Auxiliary Appointed Chairs

Communications
Judy Braune

Gift Shops
Wayne Leong

Membership, Recognition
Jane Gwinn

Nominations
Vacant in 2019

Special Events
Ashleigh Dobson

Treasure Trove Annandale
Patricia Trubia

Treasure Trove Mclean
Jane Case

Treasure Trove Springfield
Lauren Symanoski

2019 Auxiliary Committee Leads

Corresponding Secretary
Barbara Whitfield

Publications
Judy Shapleigh

Scholarships
Sue Perry

VAHAV Legislation
Bill Foster

VAHAV
Jim Dunlop

Associate VP, Support Services
Cheryll Battle

Director of Volunteer Services
Joan Myers-Reif

Manager, Volunteer Services
Carrie Street

President’s Message | 2019



Howard McAnany

Dear Fellow Auxilians,

As you might have expected, the COVID-19 pandemic and its effects delayed our ability to create this 2019 year-end report. Let’s hope we can, as soon as feasible, return to our normal auxiliary tasks. For now, let’s review a terrific 2019:

2019 was an incredibly typical year for your IFMC Auxiliary. Whoa, wait a minute, you can’t use the words “incredibly” and “typical” to describe a 12-month period without an explanation! Let me begin on a personal level. 2019 was my first year as president of this

wonderful group after serving on its Board for a number of years. In prior years, my view of the Auxiliary was limited to the business of the Auxiliary, not the effects of that business. In 2019, my eyes were opened: I saw first-hand the impact of our efforts in supporting Inova’s “world-class healthcare – every time, every touch” mission.

With money earned through your efforts in the three Treasure Trove resale shops and the four campus-based gift shops, we provide more than \$100,000 in scholarships each year. We also approve grants to enhance patient care, usually in excess of \$200,000 annually. Periodically, we make major contributions to Inova Fairfax Medical Campus for special or new projects.

Here’s a small portion of what I saw: The IFMC Auxiliary is a major sponsor of the annual Inova Children’s Hospital StarKid 5K race. I volunteered at the event and saw the medical staff -- who had treated many of the young participants for life-threatening illnesses -- greet, hug and then run/walk with their former patients and their families. Heartwarming isn’t a strong enough word to describe the scenes.

The opening of the Auxiliary-funded “Arts in Healing” program at the Inova Schar Cancer Institute showcased soothing artwork and performances by accomplished musicians to ease the apprehension of cancer patients and caregivers. While volunteering, I saw two medical staff members leaving a patient’s room wheeling a piece of equipment purchased through an Auxiliary grant. The machine is used to conduct an in-room test that previously had to be administered away from the patient’s room. It eliminates unnecessary patient discomfort and transport. I made a comment about that “great piece of gear” and one of the staff members said, “You’re right, it’s awesome!”

What about the organizational makeup of the Auxiliary Board? This year we welcomed eight new Board members, who elevated the work and operations of your Auxiliary. They introduced fresh thoughts, procedures and energy to the group. They took their fiduciary obligations seriously by implementing set policies, timelines and financial controls.

A select committee conducted a six-month study of the three Treasure Troves and presented their findings in a manner that would make many Fortune 500 executives proud. You have a Board that deeply cares for your Auxiliary’s mission.

I hope you share my view that 2019 was a typical year as your Auxiliary continued the charitable efforts established in years past, but also an incredible year as those efforts were accomplished in new, imaginative and impactful ways!

Sincerely,

Howard McAnany

2019 Scholarships

As part of our commitment to support quality healthcare for our community, the Auxiliary offers scholarships to area high school students who have been accepted for a full-time undergraduate course of study in a healthcare field.

In 2019, the Auxiliary awarded a total of \$102,000 in scholarships. The \$6,000 Rose Keene Scholarship was awarded to Abigail Andrade. Twenty-three \$4,000 scholarships were awarded to students from 14 Fairfax County high schools, one Loudoun County school and one home-schooled student. Additionally, the \$4,000 David Burks Scholarship – supporting an AIFMC college student volunteer – was awarded to Jacqueline Huynh.



Abigail Andrade



Jacqueline Huynh

2019 Sponsorships
StarKid 5K and Family Fun Run

The 13th Annual Inova Children’s Hospital StarKid 5K and Family Fun Run was held Sunday, June 2, at the Fairfax Corner Shopping Center. This fun-filled event, where generations of families participate, is made possible,



in part, by a sponsorship from the Auxiliary. Funds raised at the event have been used to purchase equipment, assist with patient education and much more.

Life with Cancer Lobster Extravaganza

The Auxiliary was once again a sponsor of the Life with Cancer Lobster Extravaganza. This annual fundraising event supports Life with Cancer’s work to enhance the quality of life for those affected by cancer by providing education, information and support through free programs and counseling.



Holiday Giving

Each year, the Auxiliary purchases holiday gifts for needy families at two Inova facilities: the Kellar Center, which provides behavioral health services including mental health and substance use treatment programs, and the Juniper Program, Northern Virginia’s largest provider of HIV and AIDS care. In 2019, the Auxiliary purchased gifts for eight families.

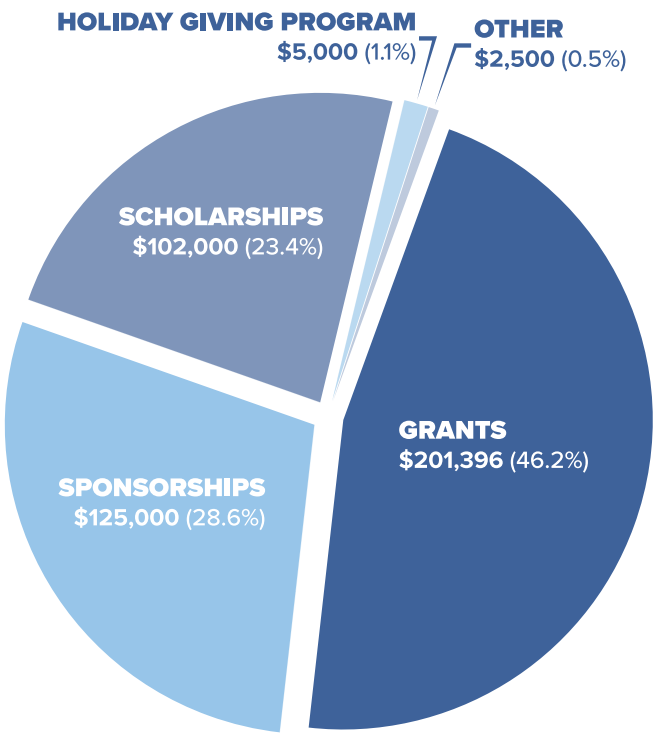
2019 Grants

The IFMC Auxiliary Executive Board approved \$201,396 in funding of hospital grants for 2019. These grants provide much-needed medical equipment, including several simulation body models that train team members for treatment of specific medical conditions, equipping them with the hands-on skills they need in real-life situations.

- Easy Lift Patient Stretcher to assist team members with safe patient handling
- Geriatric mannequin to provide simulation training for hip fractures
- Vein Illuminator to take the stress out of starting an IV on patients with challenging venous access
- Two ultrasound training body models for use throughout many departments
- Three mannequins – an adult female, a child and an infant – to allow for simulation training before and after surgical care by nurses
- Paceman simulator to allow training for insertion of a transvenous pace wire and adjustment of generator
- Bladder scanner to perform noninvasive ultrasound scans of the bladder
- Specialized rehabilitation modalities for outpatients recovering from a variety of conditions
- Fire extinguisher training system
- Simulation-based mastery education for safe chemotherapy administration



2019 Approved IFMC Auxiliary Support to Hospital and Community of \$435,896



Funding Our Philanthropic Vision

2019 Shops and Sales

Treasurer’s Report

2019 was another successful year for our retail stores, which generated revenue of \$3,582,521, \$215,430 (6.3 percent) greater than 2018 and \$89,000 higher than budgeted. Total expenses increased by \$202,094 to \$3,015,019, resulting in an operating income of \$509,258, an increase of \$56,815 (12.6 percent) compared to 2018. The Auxiliary’s net income of \$285,035 increased by \$74,710 (35.5 percent) over 2018.

Annandale Treasure Trove



The Treasure Trove in Annandale saw a four percent increase in sales and a 41 percent increase in Auxiliary financial support compared to 2018. Volunteers donated more

than 10,000 hours of their time in 2019, and the shop’s volunteer ranks increased with the addition of 14 adult, nine high school student and 14 temporary volunteers.

Enhancements to the product line-up, merchandise selection criteria and physical space strengthened the store’s appeal. The sales floor was transformed with new carpeting, lighting and shelving, which brightened the space and better highlighted merchandise. Finally, special sales events and the Resale Rewards customer loyalty program – with more than 4,200 customers enrolled to earn discounts on future purchases – contributed to the store’s growth in 2019.

McLean Treasure Trove



Sales grew by 13 percent over 2018, and the volunteer ranks grew by 10 percent, marking another strong year for the McLean store. Estate business

continued to expand, and a reputation for quality merchandise and well-researched, fair pricing helped solidify the store’s reputation.

A destructive flood didn’t even dampen the team’s spirits, as it allowed the store to renovate its storeroom and better utilize limited storage space.

Each season brought new ideas for luring customers to the store. Among the most popular – and successful – were a Mother’s Day Sale and the Savings Spooktacular. Our Mother’s Day Sale contributed to the store’s highest grossing May on record, up 40 percent over May 2018. The Savings Spooktacular, which delivers “frightfully” good savings to all who shop, led to a 22 percent increase over October 2018.

Springfield Treasure Trove



The more than 80 Springfield Treasure Trove volunteers worked extremely hard this past year, with many extending their hours to process the large volume of donations received

nearly every day. Others assisted by creating and maintaining beautiful floor and window displays that earn ongoing compliments from customers.

In 2019, Springfield added 29 volunteers, twice the number added during the previous year. The Resale Rewards program was introduced in February and, by year’s end, nearly 5,700 customers were enrolled.

Throughout the year, the store showcased merchandise for holidays and other occasions and offered promotional sales. The store also participated in opportunities sponsored by Springfield Plaza’s property management company, including in-store registration for National Bike to Work Day; a discount coupon promotion that boosted summer sales; and three customer coupons in an annual plaza-wide promotional calendar. Approximately 15,000 households received Springfield Plaza’s “Hometown Magazine,” which featured a half-page ad for the store on the inside cover.

Gift Shops



2019 marked two major milestones for our gift shops. First, we opened a fourth shop, located on the Inova Center for Personalized Health Campus in the Schar Cancer Institute.

Sales steadily increased as patients and team members discovered the store.

Second, the three gift shops on the main campus broke the million dollar mark in total sales, reaching \$1,025,280, a four percent increase over the previous year. Gross profit for the year topped projected gross profit by 17 percent. These successes were fueled by strategies to increase sales in both the women’s and men’s apparel categories, as well as special sales events throughout the year.

Auxiliary Holiday Sale



The Auxiliary’s holiday sale on November 21-22 generated \$6,046, up from last year’s total of \$4,566.

The annual \$5-per-item sale features a variety of items, including women’s jewelry, clothing and interesting odds and ends.

2019 Auxiliary Active Membership

866 Adults

291 College Students

310 High School Students

