

# The Ladies Board of Inova Loudoun Hospital 2024 Annual Report



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Let whatever you do today be enough  
If you begin each day with the intentions  
to do your best no matter what life  
brings you.  
It will always be enough  
-Anonymous

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*LEFT to RIGHT: Pauline Clark, Mary Finley, Becky Ottinger, Ro Berner, Patti Sinnen,  
Darby Nelson-Folk, Shirley Rogers*

## **OUR MISSION**

To promote good will between community and the hospital, and to raise funds for patient services, nursing education, and hospital projects.

## **OUR CORE VALUES**

Dedicated – Honest – Community Minded – Hardworking - Caring

## OFFICERS

President .....	Mrs. Rosita (Ro) Berner
First Vice-President .....	Mrs. Patti Sinnen
Second Vice-President .....	Mrs. Darby Nelson-Folk
Treasurer .....	Mrs. Pauline Clark
Recording Secretary .....	Mrs. Shirley Rogers *
Corresponding Secretary .....	Mrs. Mary Finley
Parliamentarian.....	Mrs. Becky Ottinger *

\*Due to personal reasons Linda Hollidge (Recording Secretary) and Melissa Whiteley (Parliamentarian) resigned their positions during the current year 2024.

## COMMITTEE CHAIRS

Budget.....	Mrs. Pauline Clark
Historian.....	Mrs. Carole Baker-Powers
Hospitality .....	Mrs. Mary Finley
	Mrs. Verla Page
Lights of Love .....	Mrs. Jeannie Douglas
	Ms. Barb McNeil
	Mrs. Becky Ottinger
Nominating .....	Mrs. Barbara Gardner
	Mrs. Gerri Hill
Nurse Appreciation .....	Mrs. Lynn Maurer
	Mrs. Rosy Medina
Polly Clemens Nursery Fund .....	Mrs. Connie Yusi
Publicity .....	Mrs. Patti Sinnen
Riverside Gift Shop .....	Mrs. Lillian Brewer
	Mrs. Pauline Clark
	Mrs. Teck Russell
Rummage Sale .....	Mrs. Stacey Bassett
Scholarship .....	Mrs. Arlene Kilborn
Thrift Shop .....	Mrs. Denise Goff
	Mrs. Lori Luther
	Mrs. Katrina Waggoner



## PRESIDENTS SUMMARY

The Ladies Board began 2024 with newly updated Bylaws and Guidelines and Procedures handbook to guide us in our endeavors. The officers had several activities planned for the year, but like many things in life, what we plan must be set aside to address a more pressing need. The challenge that was laid in front of us would require a significant change. As background, an audit was conducted at the Inova system level. One of the audit findings resulted in a recommendation to bring all funds managed outside of Inova back in-house. This impacts Inova thrift stores and other departments as well as the Ladies Board. Our accounts are to be closed, and funds transferred to Inova. Inova would then manage our purchasing needs, accounts payable, etc. This change requires many moving parts and as of the close of 2024 we continue to work closely with Inova to identify processes and procedures to facilitate a successful transition. This has allowed the Ladies Board to continue to manage our accounts through 2024. The financial change will not impact operations allowing us to continue to manage scheduling, daily operations and committee planning as we have in the past.

This year we had the pleasure of welcoming Dr. Puccio to speak to the Board. We were pleased to welcome Susan Carroll, and Suzy Quinn as well. They provided updates on the hospital, new procedures in place that are saving lives, as well as the many awards received by ILH for excellent levels of care and operations.

Eleven very deserving projects were funded by the Ladies Board with an allocation totaling \$111,000, toward Greatest Need/Greatest Impact.

In June, the Ladies Board fully funded our pledge of \$1.2million! This was an incredible achievement by the ladies and very admirably, the pledge was completed two years early!

The year closed without final registration of our new logo with the Patent and Trademark Office. It was a disappointment, but Inova believed their continued effort to oversee registration would help to keep any

branding efforts consistent. We are thankful for their assistance as it appears they are close to the finish line, so please stay tuned for news of official registration.

I want to express my gratitude to the members, associates and volunteers who helped to keep our many good works well supported with their time and energy. Many thanks also go to our loyal community, faithfully delivering donations to the thrift shop and to rummage. Shoppers are delighted to find treasures to take home from Riverside Gift Shop, Twice is Nice thrift shop and the yearly Rummage Sale. We continue to be humbled by the strong partnership provided by Inova Loudoun Hospital and the Inova Loudoun Foundation. We look forward to linking arms in the future to support our mutual goals. The successes reported here are due to direct contributions and assistance from each of these groups.



## **OFFICER REPORTS**

### **PRESIDENT**

2024 provided some challenges, but it can also be described as a “welcoming” year. We embarked on a financial transition whereby our banking transactions would be placed in the hands of ILH. Because this transition has not been fully realized, we welcomed our ability to carry out our work as we always have through 2024.

We welcomed 2024 by welcoming a new chair of the History Committee. Many new projects are planned by this Committee to highlight the good works of the Ladies Board.

The Hospitality Committee provided their special touch in providing the heavy lift for another successful Annual Brunch. A new portable speaker, microphone, and projector unit was purchased for use at multiple Ladies Board events. We said good-bye to the Ladies Board cookbook, understanding that virtual rather than hardcopy is being welcomed more and more.

The Nominating Committee carried out their biennial effort of bringing together a slate of officers to serve for the next two years. Although we lost quite a few members to moves, jobs and family priorities, the Committee welcomed three new members to the ranks of the Ladies Board.

Nurse Appreciation Committee helped to honor 30 Unit Nurses of the Year. These dedicated nurses welcomed the orchid plant that was presented to them by the committee during the award ceremony in May.

The Nursing Scholarship Committee welcomed a total of 88 applications, selecting 39 deserving students for nearly \$140,000 in scholarships.

Thanks to efforts by the Publicity Committee the Ladies Board welcomed greater visibility within the community for various awards beyond the “Best of Loudoun”. For the first time, the Leesburg Town council awarded the Ladies Board the Non-profit Philanthropic Award in May of this year.

Polly Clemens welcomed a new record this year, raising a record \$10,000 toward the Birthing Inn.

The Riverside Gift Shop has steadily increased its revenue, hitting a high water mark this year with an increase of 108% of net income over the previous year! Special thanks go to the committee for their welcomed collaborative efforts with the History Committee in allocating a window at the shop to highlight Ladies Board events and achievements.

A new POS system was installed at the Twice is Nice thrift shop to the delight of volunteers who welcomed a more intuitive and less complicated register. Twice is Nice worked very hard to contribute a total of over \$260,000 this year, a record. They hosted successful training sessions, popup events and participated in the Tollhouse Shopping Center event.

The ad hoc Strategical Planning Committee stood up in February and disbanded in July. The 3 issues identified as concerns were 1) membership: retention, engagement, associate membership qualifications and increasing membership 2) bylaw adherence 3) the nomination process. (The committee felt strongly that these issues should be discussed and addressed in the future. This was a first attempt at a new resource that could assist officers and committees in researching various topics that would aid in the Board’s decision making. I recommend this resource be considered for use in the future if warranted.)

The Rummage Committee welcomed a new chair, Stacey Bassett, to guide us. She was able to launch several new processes, procedures and logistical changes that contributed to another amazing event. The Ladies Board is once again commended for all their hard work and dedication which resulted in a total of over \$262,000 raised!

We closed the year with a wonderful brunch sponsored by the hospital at Lansdowne Resort, and then a moving Lights of Love ceremony in December. It has been a landmark year for Lights of Love in raising \$19,000 in 2024, a record. As always, funds raised by Lights of Love will be provided toward nursing scholarships.

### **Closing Summary**

During the January 7, 2025, Ladies Board meeting we welcomed the new officers for the 2025-2026 period. This seasoned team will be instrumental in guiding the Board in completion of the financial transition and beyond.

I thank the outgoing officers, Patti Sinnen, 1<sup>st</sup> Vice President, Darby Nelson-Folk, 2<sup>nd</sup> Vice President, Pauline Clark, Treasurer, Shirley Rogers, Recording Secretary, Mary Finley, Corresponding Secretary and Becky Ottinger, Parliamentarian. I sincerely appreciated the time and effort they gifted to the Board and their Committees. I could not have facilitated the efforts of the Board without their ideas, advice, commitment and support which was foundational to our accomplishments.

The women of the Ladies Board continued to provide the admirable work they have given for the last 113 years. It is not often that an organization exists for 113 years, and to thrive in the way they have is even more extraordinary. The “roll up our sleeves and work” mantra that permeates this organization keeps our success fueled and moving steadily into the future. I have been inspired daily by the work of the women of the Board and the care they exhibit for each other. The care for each other sets this organization apart and it has been an honor to work alongside the women of the Board and to help guide them over the past two years. I am grateful for their trust and applaud them for all their accomplishments which are touched on in this annual report. I look forward to witnessing many new achievements in the future as the Board continues to promote goodwill between the community and the hospital and raise funds for patient services, nursing scholarships and hospital projects.

Respectfully submitted,  
Ro Berner, President  
The Ladies Board of Inova Loudoun Hospital

## FIRST VICE PRESIDENT

The Ladies Board of Inova Loudoun Hospital 2024 Annual Report First Vice President. According to the By-laws of The Ladies Board of Inova Loudoun Hospital, the duties of the First Vice President are to serve as an advisor to the President and perform tasks assigned by the President. The First Vice President is to preside at the monthly meeting if the President is absent, assumes the Office of the President if a vacancy occurs, coordinates with the hospital Volunteer Coordinator for meeting room set-up to include refreshments and the sound system. Organizes and executes the annual appreciation event. The annual appreciation event was executed by the Second Vice President this past year. Acts as chair of the Budget Committee. The Finance Committee met in the Fall with all the committees and came up with a balance budget which was voted on by the members. The Treasurer and chairpersons were introduced to Inova Loudoun Hospitals general ledger accounts that the Ladies Board will be using once the transition occurs.

Respectfully submitted

Patti Sinnen  
First Vice President



*“Wisdom often times consists of knowing what to do next”*

*- Herbert Hoover*

## SECOND VICE PRESIDENT

The Roll of the Second Vice President, in addition to supporting the President when needed, includes:

1. Oversee applications submitted for Greatest Needs by the Hospital.
2. Organize and execute the Annual Appreciation event sponsored by Inova Hospital to recognize the contributions made by the Ladies Board.
3. Submit a written Annual report to Inova hospital, the Foundation and the membership of the Ladies Board. This task is completed by collecting, compiling, publishing and dissemination of the Annual Reports from the Officers and Committee Chairpersons.

This year's Greatest Needs project from the various departments of the Hospital consisted of twelve applications. These applications were distributed to the officers, which researched and submitted a summary. These were compiled into a form so the members could evaluate each offering and then vote. Of the twelve applications, eleven were given Grants totaling \$111,550. Funding for these projects was allocated from the monies already presented to the Inova Foundation from the Ladies' Board.

Our yearly Appreciation event was a Fall Celebration on November 7th , at Lansdowne Resort. Sixty-two members and guests from the hospital enjoyed a delicious buffet brunch. Ashley Virts VP Nursing Pediatric Service Line, Chief Nursing Officer was our keynote speaker. Loudoun Hunger Relief was our charity for this year with Jennifer Montgomery, President and CEO, giving the members a report on the progress of the organization, expansion and services to the community. The donation of gift cards, checks and cash amounting to \$400.00 and nonperishable goods totaling 186 pounds by the Ladies Board members were gratefully accepted with the organization volunteer's collecting all goods at the end of the event.

We were treated by Riverside High School by two of their coral groups, under the direction of Adrienne Tomlinson. The best kept secret of any town is their High School Music Department, and they did not disappoint. They were wonderful.

The Hospitality Committee decorated with fall leaves to enhance the newly decorated Club House Ball Room.

The Annual Report was collected, assembled and distributed with the assistance of Sandy Roberts.

A new format of the annual report was introduced this year and is going to the President of the Hospital and the Foundation. The full report was produced for the President of the Ladies Board and its members.

Respectfully submitted,  
Darby Nelson-Folk  
Second Vice President

## RECORDING SECRETARY

The role of the Recording Secretary is to provide and maintain a written record of The Ladies Board monthly meetings and to distribute those minutes to the membership via email and in print form at meetings. The secretary also calls the roll at each meeting and maintains the attendance record of members. The secretary is to attend officers' meetings and to assist the president as requested.

In April 2024 the elected Recording Secretary Lynda Hollidge resigned. By recommendation President Ro Berner replaced Lynda Hollidge with Shirley Rogers. Minutes of all the meetings has been recorded and approved by the President.

Minutes for all membership meetings have been emailed to all members to keep everyone informed of the happenings of The Ladies Board. In addition, every attempt has been made to provide updates to the membership to keep them informed of the changes to our by-laws, as well as changes to our membership rosters of active, associate and honorary members.

The nomination committee presented The Ladies Board a list of nominees to serve on the board for 2025-2027. The nominees were voted on and elected to a term of two years. The 2025-2027 board President is Pauline Clark, 1st Vice President Denise Goff, 2d Vice President Stacy Bassett, Treasurer Chandra Bittner, Recording Secretary Debbie Melia, Corresponding Secretary Katrina Waggoner and Parliamentarian Karolyn Whiteley.

As of December 31, 2024, membership on The Ladies Board stands as follows: 62 Active members, 34 Associate members, 18 Honorary members. Two new members Karen Amato, Trish Serratore. Annie Hewitt, Megan O'Brien, Liz Little, Robin Jones, Maryse Wyser-Pratt, Lynda Hollidge, Alexie Orr, Jilori White and Randa McBride moved to Associate members. Susan Courtney, Bonnie Jaeger, Melissa Whiteley, Katie Lynch, Susan Helling, Casey Zobrist, Mary Litton Thornton and Kate Carey resigned. Sharon Jones passed away.

Respectfully Submitted by:  
Shirley Rogers  
Recording Secretary

*"The question isn't who's going to let me; it's who is going to stop me."*

*Ayn Rand*

## CORRESPONDING SECRETARY

The Corresponding Secretary of The Ladies Board presents any correspondence to The Ladies Board meeting and responds to any correspondence when needed. After hearing of situations of members such as illness, death or other difficult matters, the secretary sends cards or notes from The Ladies Board as soon as possible. This officer, also, notifies the treasurer of the death of a member or spouse.

Another job of this officer is to make sure all members receive a copy of the membership directory, bylaws and procedures handbooks.

The job at each meeting of The Ladies Board is to take the prayer cards and lead the board in the prayer.

The Corresponding Secretary submits a written annual report.

Cards sent during January 1, 2024, and December 31, 2024

Get Well: 32

Congratulations: 2

Condolences: 9

Thinking of you: 10

Thank you: 2

Respectfully Submitted,

Mary Finley January 1, 2025

*The real luxuries of life...*  
*Time*  
*Health*  
*A quiet mind*  
*Slow mornings*  
*Ability to travel*  
*Rest without guilt*  
*A good night's sleep*  
*Calm and "boring" days*  
*Meaningful conversations*  
*Home cooked meals*  
*People you love*  
*People who love you back.*

## TREASURER

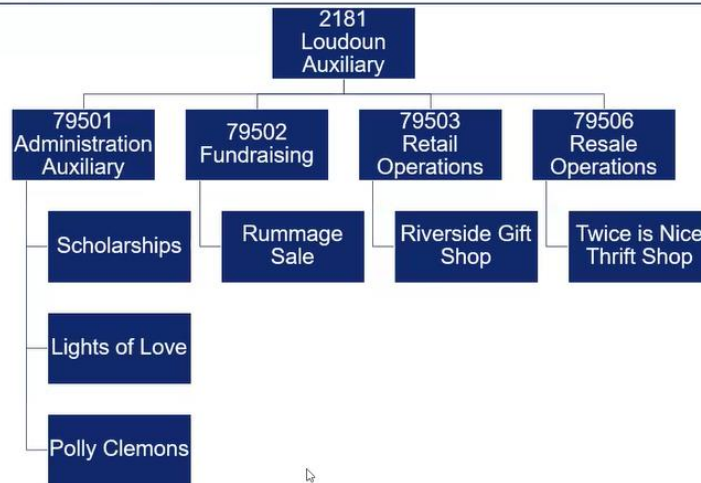
The focus for 2024 was to pay off the \$1.2M pledge, reduce overall assets and prepare for the financial migration to Inova Hospital.

The \$1.2M pledge was paid off in June of 2024. This was 18 months ahead of schedule. Paying off the pledge early helped reduce the total amount of monies held by the Ladies Board. With the reduced balance, the treasurer was able to close the Intra-fi account. The Intra-fi account was established in 2022 by the previous leadership team in accordance with the Ladies Board bylaws to put funds in excess of \$250,000 (the FDIC insurance limit) into a fully insured account.

The State of Virginia was still using the old federal tax identification number. For several years, the Ladies Board was working with Inova finance team, but were unable to get the tax number updated. A new finance person was identified and the Virginia Tax ID now matches the Federal Tax ID.

Susan Carroll and Eric McCusker directed the Ladies Board that all monies held by the Ladies Board on behalf of Inova must move over to Inova managed accounts. Susan Carroll stated that besides the check writing ability, all Ladies Board functions would operate as they do today. Eric McCusker set up accounts in the Inova Oracle system in which the monies raised by the Ladies Board would be held. Transition to these accounts will occur in 2025.

Inova Loudoun Ladies Board – Oracle Structure



2

Eric McCusker left Inova and the Ladies Board received a new team to manage the financial transition. This process will move into 2025. In the meantime, the treasurer will work with the foundation on the best way to move funds on behalf of the Ladies Board as a new pledge will not be generated.

The Ladies Board of Inova Loudoun Hospital  
 January 1 2024 – December 31, 2024  
 Annual Report

Beginning Balance Jan 1, 2024		\$423,309.40
Income	Interest	\$4,385.52
	Dues	\$1,985.00
	Polly Clemens	\$2,332.46
	LoL for Scholarship	\$14,575.00
	Cook Book	\$70.00
	Pledge	\$430,000.00
	Misc	\$963.67
Total Income		\$454,311.65
Expense	Pledge	\$375,825.00
	Scholarship	\$262,000.00
	Polly Clemens to NICU	\$10,000.00
	Lights of Love	\$1,200.00
	Op Ex	\$10,245.69
	Nurse Appreciation	\$599.70
		\$659,870.39
EoY Balance December 31, 2024		\$217,750.66

*When you give, give from the place of the heart because it's the right thing to do, not the easy thing to do.*

- *Suze Ormond*



Donation made by Treasurer, Pauline Clark to Suzy Quinn, AVP, Philanthropy INVOA Health Foundation.

## PARLIAMENTARIAN

I took over the position of parliamentarian in May or June of 2024 after the resignation of the previous parliamentarian. Since the required update of the by-laws had been completed by a previous parliamentarian, I did not have to oversee that requirement.

I have attended all the meetings of The Ladies Board and of the officers and have answered questions about procedure according to Roberts Rules of Order and of the by-laws of The Ladies Board.

I have conducted voting when required to be by done by ballot.

Respectfully submitted,  
Rebecca Ottinger

*Take a moment to be grateful for a new day and all the positive things it brings.*

## HISTORIAN

Introduction: To what use the History Committee has to define the Ladies Board of Inova Loudoun Hospital. Purpose: To preserve the Ladies Board past and present. From its development in 1912 to its mission today tomorrow and beyond.

I began my tenure as Chairman of the History Committee in March of 2024. The team members on the committee are Becky Ottinger and Susan Phiffer. These ladies not only are long time members of the Ladies Board but bring with them valuable knowledge of its past history. I'm honored to serve with them.

In March, our first meeting was to Brain Storm what we envision our goals to be. At this meeting we discussed the ways and opportunities to bring our history into a new spot light. We discussed the ways we could introduce our hospital and community to a new way of viewing the Ladies Board. Ways that would provide our constituents with the history of years past but also introducing them to the Board of today. Our ladies volunteer hours and hours of their time and talent to make our hospital and community the best it can be. We feel this is the perfect time to shift our past of old to include present day. I feel that without the present or beyond there can be no history.

Our first project was to find the best display area at the hospital where each of our several committee's within the Ladies Board could introduce themselves to our hospital staff, patients and the community and which would be a conceptual version of our daily operations. After several months and acceptance from our Board officer's and Board members we found the perfect location located in the display window at the River Side Gift Shop located within the hospital. Our goal is to bring awareness to the many Ladies (volunteers) who make this community the best it can be.

Now that our history committee has completed our first goal there are many yet to be accomplished to include: additional community awareness through posters, the website and local organizations.

Our purpose in 2025 is to bring the history of The Ladies Board of Inova Hospital into a new era of visibility and purpose.

Respectfully,  
Chairman, History Committee  
Carole Baker-Powers

*If you want, you can find a million reasons to hate life and be angry at the world. Or, if you want, you can find a million reasons to love life and be happy.*

*Choose wisely.*

*-Cari Welsh*

**COMMITTEE REPORTS**

**2025 BUDGET**

The Ladies Board Budget January 1-December 31, 2025

	<b>2025 Proposed</b>
-	
<b><u>Estimated Net Income</u></b>	
Dues	\$ 2,100.00
Gift Shop	\$ 25,000.00
Interest (Unsure if Inova accounts earn interest)	\$ 1,000.00
Lights of Love – Passes through to Scholarship Fund	\$ 10,000.00
Rummage Sale	\$ 180,000.00
Twice is Nice	\$ 190,000.00
Polly Clemens Fund	\$ 3,000.00
Carry Over from previous Year	\$ -
<b>Total Estimated Income</b>	<b>\$ 411,100.00</b>
<b><u>Estimated Expenses</u></b>	
Memorials to Lights of Love (Will need to manage through tracking general account)	\$ 300.00
Scholarship General Fund	\$ 140,000.00
Polly Clemens pass-through to Birthing Inn	\$ 3,000.00
Rummage to Birthing Inn	\$ 5,000.00
Public Relations Op Exp.	\$ 3,000.00
Lights Of Love Op Exp	\$ 1,500.00
Hospitality Op Exp	\$ 2,700.00
Ladies Board Op Exp	\$ 1,600.00
Scholarship Op Exp	\$ 250.00
Nurse / Staff Appreciation	\$ 2,000.00
Greatest Needs / Foundation Challenges	\$ 251,750.00
<b>Total Estimated Expense</b>	<b>\$ 411,100.00</b>

## HOSPITALITY

The Hospitality committee enjoys helping set up the room and greeting members at our monthly Ladies Board meetings. Our goal is to make all who attend feel welcome. We also keep the Ladies Board directory updated.

In May we sponsored the Ladies Board potluck picnic, because the weather did not cooperate, we had rain on both the day of the planned picnic and the planned rain date. The venue that was chosen did not have sufficient indoor space to accommodate the group, so we had to cancel the picnic. The Hospitality committee has decided from now on we will need to have a venue that allows us to be inside if needed.

Ladies Board members were allowed to decide by vote at our monthly meeting if we should continue to have our picnic. The vote was yes. It is an important event because it allows us to mingle and get to know each other in an informal setting.

This year we did not host a new member luncheon. At the beginning of the year, we had one new member who had not been invited to attend a luncheon, and we decided to wait until we had one or two more new members. That did not happen until the latter part of the year and by then the membership was caught up in the rummage sale and other Ladies Board projects. So, the committee decided we would have a new members luncheon at the beginning of 2025 for the new members that came into our group in 2024.

The focus of the event is to inform new members about the responsibilities of being a member of the Ladies Board and to give them an introduction to each of the Ladies Board committees. This has become a Ladies Board tradition, and the women enjoy each other in a relaxed atmosphere. All standing committees are represented at each luncheon.

This year brought 3 new members to the Ladies Board: Karen Amato, Trish Serratore, and Shirley Stasiowski. These new members have already proven themselves as valuable members of The Ladies Board.

Hospitality members are responsible for decorations on tables and elsewhere at the annual Appreciation Brunch/luncheon. This year the Brunch was at Lansdowne Country Club on November 7th. The Second Vice President, Darby Nelson-Folk, oversaw organizing the event with the help of the Hospitality Committee. The hospitality committee arrived early to decorate the tables and greet members. We also sponsored as charity, and donations were collected for Loudoun Hunger Relief.

The cookbook has been retired. The membership voted not to update it or reprint it. The accumulated money from the sales went into the general Ladies Board account. It is a great collection of recipes and an illustrated history of the Ladies Board but now will be part of our history. The cookbook will continue to be given to each new member as a gift from the Hospitality Committee in the welcome bag that is presented to each new member until current copies are depleted.

The Hospitality Committee purchased a portable microphone, speaker system and a projector, so that the Ladies Board will always have those available for our board meetings and events

The Hospitality Committee's goal this next year was to make sure all Ladies Board members feel accepted and welcome in our Ladies Board. We hope meeting as a group will continue throughout the next fiscal year.

Co- Chairs – Mary Finley and Verla Page

Committee Members: Joyce Carman, Nancy Epperson, Teck Russell, Mary Brecht, Judy Swezey, Susan Pheiffer, Sandra Wehr, Darby Nelson-Folk, Shirley Rogers, Susan Holleran

Submitted: Mary Finley and Verla Page

*"True hospitality is giving the best of yourself"*

*- Eleanor Roosevelt*



Annual Fall Celebration



Loudoun Hunger Relief  
Annual Fall Celebration

## LIGHTS OF LOVE

The Lights of Love committee welcomed Carole Frost and Karolyn Whiteley as members of the committee this year.

We are happy that donations to Lights of Love in 2024 amounted to \$19,250, all of which was transferred to Nursing Scholarships which will be awarded by The Ladies Board in the next fiscal year. We believe that this was the highest amount that has been donated to Lights of Love.

Brochures were printed and mailed by Mr. Print during the third week of October. In addition to receiving and processing donations, Barbara McNeil completed and mailed acknowledgments to donors and honorees. Becky Ottinger added the names to the Book of Remembrance. The committee met in September and November to make arrangements for the Tree Lighting Ceremony.

The History Committee started a project of having each committee of The Ladies Board prepare a display showing activities of their committee in the window of Riverside Gift Shop. Lights of Love was happy to be the first committee to be featured. The display was done with much help from Patti Sinnen, Mr. Print and Pauline Clark.

The Tree Lighting Ceremony was held on December 8, (the second Sunday of December this year since the first Sunday was Thanksgiving weekend) in the North Lobby of the hospital's Lansdowne location. Lillian Brewer presided and opened the ceremony by reading the poem, which was written by Norma Martin, a former member of The Ladies Board. Susan Carroll, President, Inova Loudoun Hospital, brought greetings from the hospital; The Loudoun County High School Chorus sang; and Susan Carroll lit the tree because Ashley Virts who was scheduled to light the tree was detained in Pennsylvania. Rebecca Makowski, Volunteer Coordinator for Inova Loudoun Hospital, provided invaluable help in making arrangements for the ceremony.

Katrina Waggoner prepared the lists of those honored and remembered which were read by Barbara McNeil and Jeannie Douglas. Karolyn Whiteley worked with Judy Swezey who donated beautiful poinsettias which decorated the podium area. Kris Struba was in charge of the tea lights used in the ceremony.

Gerri Hill, Judy Swezey, Carole Frost, Kris Struba, and Sandra Gerber served as greeters giving a program and a tea light to each person who attended the ceremony. Karolyn Whiteley and Terrie Hill helped to provide guidance for the singers. Jeannie Douglas and Barbara McNeil read the names of those who were honored or memorialized during 2024. People attending were asked to light their tea light when the name of someone special to them was read. Katrina Waggoner and Linda Liggett placed a tea light on the Lights of Love tree as each name was read.

Once again Bud Elliott decorated the tree outside the South Entrance to the hospital.

Respectfully submitted,  
Rebecca Ottinger and Jeannie Douglas, Co-Chairmen  
Barbara McNeil, Treasurer

Lillian Brewer, Carole Frost, Sandra Gerber, Gerri Hill, Linda Liggett, Kris Struba, Judy Swezey, Katrina Waggoner, Karolyn Whiteley

Fiscal Year Financial Report of Lights of Love  
 January 1, 2024-December 31, 2024

**EXPENSE ACCOUNT INCOME**

Carry Over	\$ 56.83
Ladies Board 4/12/2024	\$ 500.00
Ladies Board 12/6/2024	\$ 500.00
Total .....	\$1,056.83

**DONATIONS**

Carry over	\$ 0.00
Actual to 12/31/24	\$19,246.90
Transfer to meet goal	\$ 3.10
Total .....	\$19,250.00

**EXPENSES**

Actual	\$ 909.83
Scholarship Fund	\$19,250.00

**BALANCE FORWARD**

Expense account/ledger	\$ 147.00
Donation account/ledger	\$ .00
Total .....	\$147.00

Submitted  
 Barbara McNeil  
 Treasurer, Lights of Love

Lights of Love is a year-round program that provides an opportunity to remember or honor those who have played important roles in the lives of donors. All donations to Lights of Love go to The Ladies Board’s nursing scholarships that are awarded annually.



## NOMINATING

The Nominating and Membership Committee is charged with reviewing member nominations and presenting them to The Ladies Board at the monthly meetings. After approval, a new member is introduced at the next meeting and presented with a Ladies Board pin. Every other year the committee develops and recommends a new slate of officers to the board for approval.

In October 2024 the board approved the following members to serve as officers from January 2025 to December 2026.

President: Pauline Clark  
First Vice-President: Denise Goff  
Second Vice-President: Stacey Bassett  
Recording Secretary: Deborah Melia  
Treasurer: Chandra Combs-Bittner  
Corresponding Secretary: Katrina Waggoner  
Parliamentarian: Karolyn Whiteley

We received nominations for three new members who were approved and accepted membership.

The new members are:

Karen Amato (nominated by Katrina Waggoner)  
Trish Serratore (nominated by Kris Struba)  
Shirley Stasiowski (nominated by Darby Nelson-Folk)

Nominating & Membership Committee Members: Barbara Gardner and Gerri Hill, Co-Chairs;  
Sandra Bock, Verla Page, Carole Baker-Powers, Judy Mazzucchelli, and Connie Yusi.



Respectfully Submitted:  
Barbara Gardner and Gerri Hill, Co-Chairs

## NURSING APPRECIATION

Week of May 6-May12, 2024

At the beginning of March, our committee, consisting of Jilori White, Lynn Mauer, and Rosy Medina met to discuss how we would celebrate Nurses Appreciation for the year 2024. Since our budget was \$1,200, it had to cover the cost of orchids or potted roses, balloons and posters, re-printed with the new hospital logo for the INOVA Loudoun Hospital and Foundation.

Our contact person at INOVA Loudoun Hospital was Debbie Roland, Director, Nursing Outcomes/Magnet Program Director. As in previous years, only 30-unit nurses of the year are recipients even though there are over 900 nurses employed by INOVA Hospital.

With Debbie Roland's approval, we decided to order 30 orchids from Wegmans as they were so well received in years past. In addition, we had a collection of pastel ballons attached to the posters which were located on easels in both the North and South lobbies. This was done one day before May 6th, 2024

On the 6th of May, Jilori and I took the 30 orchids to the boardroom on the 2nd floor and since space is limited to the presenters and recipients, we did not stay as in the previous years.

With a larger budget for the year 2025, we hope to add a portion for a luncheon or during the year, award additional to nurses who qualify for the Daisy Club, a quarterly recognition.

Expenses for 2024 Orchids \$599.70 (noTax)

Posters \$130.00

Balloons \$20.00

Total \$749.70

Respectfully submitted,

Lynn V Mauer

*"Words of comfort skillfully administered is the oldest therapy  
to man"*

*-Louis Weizer*

## **POLLY CLEMENS NURSERY FUND**

The purpose of the Polly Clemens Fund is to raise funds for use by The Birthing Inn. Throughout each month, donations are collected by Piggy banks located at Twice Is Nice, The Riverside Gift Shop, Cafeteria, and the new Pharmacy at the hospital. A large portion of the fund is generated by VIP ticket sales at the Annual Rummage Sale held in October as well as the Ladies Board monthly meeting.

Polly Clemens Finances are now part of the Ladies Board and handled by the Ladies Board Treasurer. Please refer to the annual report.

A donation was made to the Birthing Inn of \$100,000 early in the year. All in all, a fairly calm year. We continue to be grateful to the Ladies Board Members and the general public for their continued generosity during the monthly meetings and as they frequent Twice as Nice and the hospital.

Respectfully submitted,

Connie Yusi  
Chairman

Lindsey Frye  
Co-Chairman

The Polly Clemens Nursery Fund was established to purchase special needs equipment for the Loudoun Hospital nursery. Ladies Board member Poly Clemens chaired the Nursery Fund for many years and after her death the project was renamed in her honor.



## PUBLIC RELATIONS

The mission of the Public Relations Committee is to ensure that all Ladies Board activities are kept in the public eye through media releases, both print and social, and other ways deemed suitable.

The committee's major means of communication continued to be social media, with Patti Sinnen and Randa McBride keeping Facebook, and Instagram pages lively with promotions of Twice Is Nice, Riverside Gift Shop, Lights of Love, Nursing Scholarships, and Polly Clemens Nursery Fund. Pauline Clark oversaw the LB website, ladiesboard.org, and funneled LB notices and updates to the webmaster. She also started the members only page on the website which currently has the ladies board directory and Annual Reports.

The spring and summer months were devoted to promotion of the 85th annual Rummage Sale, held in October. Graphic designs for media coverage were developed and social media announcements about a donation drop days and VIP shopping were arranged. Thanks to hospital PR director Reneé Brohard, *Loudoun Now* published a feature in September on the October sale. Fox5 Live came on Thursday before the sale. After the sale, advertisements thanking donors, shoppers, and corporate patrons were placed in *Loudoun Now newspaper*.

PR promoted Nursing Scholarships by preparing a press release and posters announcing procedures and deadlines. The nursing scholarship recipients were posted on social media and the LB website as well as being sent to local print media. A press release was also prepared announcing the number of scholarships and amount of money awarded. A list of the Inova Loudoun awardees appeared in the Weekly Message.

The hospital is working on getting the logo trademark.

Committee members are Patti Sinnen (chair), Stacey Bassett, Pauline Clark, Marantha Edwards and Joylyn Hannahs.

Respectfully Submitted, Patti Sinnen

*"People will forget what you said, forget what you did, but  
people will never forget how you made them feel."*

*- Maya Angelou*

## RIVERSIDE GIFT SHOP

Riverside Gift Shop focused on reaching out to the community as a gift shop and not just a hospital gift shop. Advertisements were placed in the Loudoun Now newspaper during the holidays as well as coupons were provided in the VIP bags at Rummage.

The committee attended two gift shows this year: the Philadelphia gift show and the Atlanta Summer Gift Show. The Philadelphia show has been drastically reduced with respect to the number of vendors. However, it is still a good place for holiday bargains and small new vendors trying to break into the market. The Atlanta gift show allowed the gift shop to bring in some higher end items and year-round gifts. This accounted for more unique items and created an opportunity for the shop to sell higher end items.

The shop is now showcasing other Ladies Board committees in their small display window. Lights of Love is the first committee to be featured.

The gift shop had an increase of 108% over last year's net income. This is due to creating a constant variety in merchandise, creative displays and teamwork of the committee and volunteers.

The shop is in constant need of volunteers. We have been utilizing community resources and local advertisements in trying to find new people to help at the shop. The shop has limited success, but each new person helps. In 2024 we have onboarded 4 new volunteers.

Our best-selling items are Inova branded merchandise. The shop offers a discount to employees as well as saving them shipping and handling costs.

Respectfully submitted, Co-Chairs: Lillian Brewer and Pauline Clark.



Gift Shop Committee from left to right: Chandra Bittner, Marantha Edwards, Pauline Clark Teck Russell, Dot Kidwell, and Lillian Brewer.

The Ladies Board of INOVA Hospital  
Annual Finance Report of the Riverside Gift Shop  
January 01, 2024 – December 31, 2024

Balance Forward as of January 1, 2024 **\$ 85,625.36**

Income:

Interest on Checking Account	\$ 2,783.21
Cash Sales Receipts	\$ 14,735.17
Credit Card Sales	\$ 148,679.61
Rummage Sales Tax Passthrough	\$ 12,420.73

**Total Income** **\$ 178,618.72**

Expenses:

Sales Tax (includes Rummage Sales Tax)	\$ 21,134.21
Credit Card Fees (Merchant)	\$ 4,444.54
Bank Fees (Clover)	\$ 1,306.72
Office Expenses/Supplies	\$ 2,370.57
Cost of Goods Sold	\$111,486.31
Ladies Board Pledge	\$ 25,000.00
Buying/Meeting Expenses	\$ 3,466.66
Subscriptions	\$ 181.80
Contracted Services (Purchasing Power Plus)	\$ 625.00

**Total Expenses** **\$ 170,015.81**

Checking account Balance as of December 31, 2024 **\$ 94,228.27**

Prepared by Chandra Bittner

## RUMMAGE SALE

The Rummage Committee was made up of 13 Ladies Board members. Each member was in charge of a different aspect such as porta potties, trash removal, donation days, sponsorships, charities, community outreach, correspondence, public relations and donations. Planning meetings began in January of 2024.

New this year, every department chair and their co-chairs were invited to attend all of the planning meetings. This allowed for a more comprehensive and cohesive environment going into the donation days and rummage sale. The department chairs were able to express their concerns before the sale. They were able to influence change where needed. This allowed for a smooth, less stressed sale.

The 85th Annual Ladies Board Rummage Sale was held at The Loudoun County Fairgrounds on October 18-19, 2024. MG Moving Services, formerly My Guys, was our mover for the third year. They did a spectacular job moving 13 tractor trailers.

Our first Donation Day was held May 4, 2024 from 9-1 p.m. at Cornwall and Lansdowne Inova campuses. This was not as successful as years past due to the weather. However, we had a very strong volunteer presence that packed all the donations in such a way as not to mold on the trailers. Thankfully, not one item was lost due to the rain. This year we began dedicating one trailer just for furniture. This was a great help with both loading and unloading at the fairgrounds. Due to the low turnout, our focus was placed on collecting more donations for the Sale. The Committee worked on meeting with individual donors at the trailers as well as home-based pickups using our own vehicles as well as MG Moving Services when we emptied two entire households. We also collected from Potomac Woods, Ashby Ponds, Creighton Farms, and River Creek.

A second Donation Day was held on September 14th from 9-1 p.m. which included three locations: Loudoun Valley High School in Purcellville, Cornwall Campus Inova, and Lansdowne Campus Inova. Once again, furniture was only collected at The Cornwall Campus. There was a dedicated tractor trailer just for furniture. We collected more furniture than would fit into just one trailer. The movers had to load furniture into the household trailers as well.

New this year at the rummage sale was:

- Clover Go Credit Card processing system – this new system saved the Ladies Board money and made it easier to process credit card payments. Each department received an external card reader. Any person in a department that had an iPhone could process a credit card without an external device. This saved time, reduced lines, and made for a smoother sale.
- 12 passenger bus to shuttle shoppers from place to place within the fairgrounds. Road Yachts/Cart Wheels donated the use of the bus which helps people reach their destinations faster. The bus was outfitted with an accessibility lift.
- Companion Lounge – An area was dedicated for anyone who wanted to take a break while their companion kept shopping. Movies were played throughout the sale. Picnic benches were also placed around the fairgrounds with the same purpose in mind. This was a great addition for our shoppers.
- Three large tents were erected in the show arena to house the furniture department, Man Cave, Sporting Goods, and Men's Wear. There was plenty of space to display all the items donated within each area.

- Eight video cameras were deployed around the fairgrounds. The video cameras allowed for overnight monitoring. In years past, many items were stolen overnight. These cameras were monitored by a volunteer as well as being equipped with software that alerted the chair person. The cameras would shine a very bright light when they detected motion and the volunteer could inquire as to the reason that person was on fairground property. The cameras caught someone stealing five bags worth of clothing from The Look during the VIP shopping event. All of the merchandise was successfully recovered and sold.
- Bag Check – Bag check was brought back. The girl scouts and other volunteers ran the bag check. We easily stored 450 large garbage bags full of items. We also stored larger items while the shoppers continued to shop. The boy scouts helped the shoppers carry their items to the car as part of the bag check experience.
- Oldies and Goodies – Vintage and Collectibles and The Nest merged to form one large department. Both had cross over merchandise such as glassware, silver, figurines. In the past, shoppers might have to shop in both sections of the barn to find the same China pattern or stemware. By merging the departments, it allowed for a more cohesive shopping experience. Both departments have such loyal volunteers which made for a seamless merger.

The top grossing department was The Look, consisting of designer and higher-end merchandise. This year, The Look reduced the amount of merchandise they had in their department. They also decided to keep all of their items within their department. In the previous years they staged shoes and other accessories downstairs and clothing upstairs. By reducing the sheer amount of clothes, they were able to have a more streamlined check out which allowed for very little time waiting in line and more time to shop.

The VIP shopping event was Friday, October 17th from 10 to 3 pm and the cost was \$50 a ticket. VIP tickets were sold online and several were sold the day-of at the door. We also had a welcome reception for VIP shoppers. “Line starts here” signs were placed at every entrance. Shoppers did not have to run or jostle when entering the sale. We sold out of all 300 tickets. Discussions are taking place as to whether we should increase the number of shoppers next year.

FOX 5 was present on Thursday morning for four spots on their live show. *Loudoun Now* and the *Loudoun Times Mirror* wrote articles about the sale. The radio station, WTOP, ran an interview advertising the sale as well as the reason for the event.

Premiere parking tickets were sold online and in person this year. Premiere Parking took place on both Saturday and Sunday this year. Parking is a difficult issue to solve. Shoppers are coming off of a two-lane highway onto a one lane road then crossing traffic into the fairgrounds. Even moving as fast as the volunteers could move, it took a very long time to park that many cars. This year there was a steady line from 8 a.m. to 12:30 p.m. on Saturday. We were better prepared on Sunday. Parking generated \$1,754 in revenue for the sale.

The total gross sales for Rummage were \$265,815.06 \*.

\*Silent Auction and Microsoft monies were sent directly to the Inova Foundation. The money was earmarked for the upcoming Ladies Board Pledge.

The rummage committee's desire was to reduce the environmental footprint of the sale. The environmental footprint is a way to measure, monitor and improve the impact our sale has on the planet. This sentiment was echoed by many volunteers who watched or participated in the cleanup of the sale in previous years. We also wanted to help as many charities as possible too. We developed relationships with many organizations in the Metro Area. We even had several that came with several box trucks each. We had a Veterans group collect for Loudoun County Veterans as well as collect for Hurricane Helen victims. By sharing, we reduced the amount of waste which reduced our environmental footprint. The added benefit is that our landfill bill dropped by 80%.

Suggestions for RS86:

The mover's costs have increased significantly. We cannot continue to use MG Moving Services at the same rate and manner we are currently using them. Next year, a smaller moving/hauling service should be hired for the smaller jobs such as small furniture pick ups. We could still use MG for Donation Days and Rummage week. A smaller company may be able to give us a better price per trip. Purchasing another trailer would save the Ladies Board and Inova Hospital in the long run. All of the equipment necessary to pull off the sale will no longer fit into the two trailers we currently own. This year we purged all of the equipment that was damaged or in disrepair. To rent a trailer for one-year costs about \$3,000. At auction, we might be able to get one cheaper than that if not half of the price.

Clean-up on Monday was a major problem. Due to the other charities coming in on Monday morning, we asked that departments not throw everything out Sunday after the sale ended. We wanted the charities to be able to easily see all of the items that were still available. The unexpected consequence was, more work than the few volunteers and movers could handle. Thankfully, we have amazing volunteers so when a plea was sent out, people came back to help. Next year, we should appoint an exit captain per barn/tent. A checklist should be created to instruct every department exactly what is expected. We need to arrange for every department to neatly put all of their equipment near a designated area close to where the movers can place a trailer. This will allow for less rework.

Respectfully submitted,  
Stacey Bassett, Chair  
The 85th Annual Ladies Board Rummage Committee



## **Rummage Committee**

### **Annual Income/Expense Report**

Beginning Balance Feb 2024

**\$107,030.42**

#### **Income**

Books	\$6,284.50
Children	\$5,684.50
Electronics/Man Cave	\$4,807.00
Furniture	\$27,924.00
Holiday/Craft	\$17,017.11
Household	\$11,931.50
Jewelry	\$22,737.30
Ladies Wear	\$20,060.00
Lamps & Pictures	\$5,327.04
Linens	\$7,097.65
The Look	\$42,360.50
Men's	\$7,787.00
Silent Auction	\$12,032.00
Sports	\$2,675.00
Oldies & Goodies	\$24,495.60
VIP Tickets	\$15,398.00
Donations	\$431.34
Sponsorships	\$19,350.00
Parking	\$3,624.00
Microsoft	\$3,700.00
Lunch Money	\$1,025.00
Interest	\$4,066.02
<b>Income \$265,815.06</b>	<b>\$265,815.06</b>

**\$372,845.48**

#### **Expenses**

Capital Expense	\$6,436.40
Credit Card Fees	\$3,811.83
Donation Day	\$68.46
Fair Grounds	\$13,500.00
LCSO/Security	\$569.66
Marketing	\$477.95
Misc.	\$1,527.06
Moving/Labor	\$62,076.00
Parking	\$1,870.00
Permits	\$92.38

The Ladies Board of Inova Loudoun Hospital  
January 1 2024 – December 31, 2024  
Annual Report

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Porta Potty Rental	\$2,044.77
Print Design	\$360.00
Print General	\$1,464.94
Refreshments	\$659.73
Sales Tax	\$13,332.61
Supplies	\$3,796.54
Tent Rental	\$13,465.00
Trash	\$4,185.37
VIP Event	\$514.86
Ladies Board Pledge	\$155,000.00
<b>Total Expenses</b>	<b>\$285,253.56</b>

**Total Income minus Total Expenses** **\$87,591.92**

\*Money not in Rummage Account (Money went directly to the Ladies Board Pledge/Foundation)

Silent Auction \$12,032.00

Microsoft \$3,700.00

Total \$15,732.00

Minus Money sent to the foundation -\$15,732.00

**Ending Balance 12/31/24** **\$71,859.90**

Barb Minor

Treasurer LB Rummage Sale

*"Our volunteers were giddy to be back doing what they've done for many years – in some case, generations."*

*- Joylyn Hannahs*

## SCHOLARSHIP

The Ladies Board Nursing Scholarship committee met in May 2024 to discuss all the eighty-eight applications we received this year. We selected thirty-nine applicants, awarding a total of \$138,000 to these deserving students. Five of our scholarship awards went to previous recipients. There were thirty-four recipients who received first-time scholarships.

These nursing students attended twenty-two different nursing schools. Degrees sought were LPN (2); RN (3); BSN (25); MSN (7), DNP (2).

Individual nursing scholarship amounts awarded were \$3,000.00 with an additional \$1,000.00 bonus for twenty-one nurses employed by Inova Loudoun Hospital.

Nursing scholarship funds are provided by Lights of Love, a way to contribute in the memory of someone or to honor a special person. In 2024, \$14,000.00 was donated by Lights of Love. The Ladies Board contributed \$108,000.

The history of the Ladies Board providing scholarship assistance dates back to 1959, with the Annual Reports including mention of nursing scholarships. The Ladies Board has awarded over two million dollars of nursing scholarship money.

Applications for The Ladies Board 2025-2026 nursing scholarships will be available on The Ladies Board website in January 2025. In addition, information will be sent to area colleges plus rehabilitation facilities and emergicare centers in Loudoun County. The Ladies Board Public Relations Committee and Inova Hospital will provide additional publicity.

The Nursing Scholarship Committee appreciates the Public Relations committee and Lights of Love committee for the dedicated and continuing support they provide. We look forward to another year of supporting deserving nursing students as they continue their education and careers.

Respectfully submitted,

Arlene Kilborn

Nursing Scholarship Committee: Joyce Biesecker, Kate Carey, Jeannie Douglas, Barbara McNeil, Hazel Saffell, Margaret Vaughan, Arlene Kilborn (chairman)

*"Let us never consider ourselves finished nursews. We must  
be learning all of our lives."  
- Florence Nightingale*

## 2024 Financial Report for Nursing Scholarship Committee

**Balance January 1, 2024** **\$ 29,867.78**

**Deposits**

03/15/2024	Refund from American Public University	\$ 13.75
04/02/2024	from Ladies Board: one check Ladies Board \$108,000; Lights of Love \$14,000	\$122,000.00
12/09/2024	from Ladies Board: deposit for 2025-26 Nursing Scholarships	<u>\$140,000.00</u>

**Total Balance December 31, 2024** **\$291,881.53**

**Expenses**

04/02/2024	Stamps, paper, ink, supplies #1970	\$ 169.63
06/03/2024	Stamps #1987	\$ 68.00

Scholarships paid January 1, 2024 – December 31, 2024 \$138,063.45  
(this includes scholarships from 2023 that were paid in 2024)

**Expense Total December 31, 2024** **\$138,301.08**

**Balance 12/31/2024** **\$153,580.45**

Note: Not all 2024-25 nursing scholarship money has been paid as of year's end. Students have until April 1, 2025 to use their scholarships.

There were no deposits in 2024 for operating funds. Of the above balance, \$14.51 remains for operating expenses.

Respectfully submitted,  
Arlene Kilborn

## THE LADIES BOARD NURSING SCHOLARSHIPS 2024-2025

**39 Nursing Scholarships awarded for \$138,000**

**Previous Recipients (5) \$3000 with \$1000 bonus for 3 working at ILH**

\$4000	Faustina Adjei	Nightingale College---BSN, ILH (LAMPS)
\$4000	Kimberly Friend	University of Virginia---MSN-CNL, ILH
\$3000	Adriana Jones	Old Dominion University---MSN-NP
\$3000	Minhthu Le	University of Maryland---BSN
\$4000	Jaimee Robinson	George Washington University---DNP, ILH

**New Recipients (34) \$3000 with \$1000 bonus for 18 working at ILH**

\$4000	Wendy Ayala	George Mason University---BSN, ILH
\$4000	Vikram Baboo	Grand Canyon University---BSN, ILH
\$3000	Caitlin Banks	George Washington University---BSN
\$4000	Annah Campbell	Shenandoah University---MSN-NP, ILH (LAMPS)
\$3000	Sarah Castro	George Mason University---BSN
\$4000	Brittany Catina	ECPI University---BSN, ILH
\$4000	Samantha DaSilva	Standard Healthcare Services, College of Nursing---LPN, ILH
\$3000	Antoinette Donkoh	Radford University---BSN
\$4000	Amy Drake	Capella University---BSN, ILH
\$4000	Yazmin Escobar	Arizona College of Nursing---BSN, ILH
\$4000	Irene Frimpong	Chamberlain University--- MSN-NP, ILH (LAMPS)
\$3000	Emma Gesell	University of Virginia---BSN
\$3000	Kayleigh Grady	James Madison University---BSN
\$3000	Emily Guin	Eastern Mennonite University---BSN
\$3000	Shabnam Habib	George Mason University---BSN
\$4000	Stephanie Hawkins	Frederick Community College, MD---RN, ILH
\$3000	Vicentia Hlorgbey	Ultimate Health School---LPN
\$4000	Logan Johnson	University of Kentucky---BSN, ILH
\$3000	Nida Khogiani	George Mason University---BSN
\$3000	Tammy Lam	University of Virginia---MSN-CLN
\$3000	Noah Lamana	Radford University---BSN
\$4000	Cori Langin	Post University---BSN, ILH
\$4000	Emily Missimer	Liberty University---DNP, ILH
\$3000	Cindy Montoya	George Mason University---BSN
\$4000	Anne-Miraf Ngassa	ECPI University--- RN, ILH
\$3000	Abigail Osborne	Shenandoah University---BSN
\$3000	Anthony Oyler	ECPI University---RN
\$4000	Gabriela Rios	Western Governors University---BSN, ILH
\$4000	Nohely Sanchez	George Mason University---BSN, ILH
\$4000	Georgia Scarborough	George Washington University---BSN, ILH
\$3000	Brilee Schwinabart	Liberty University---BSN
\$3000	Hannah Snyder	Shenandoah University---BSN
\$4000	Vanessa Vargas	Shenandoah University---MSN-NP, ILH
\$4000	Jennifer Waters	Liberty University---MSN-Nurse Educator, ILH

## TWICE IS NICE

In 2024, Twice Is Nice (TIN) had a year marked by growth, challenges, and community support. We began the year by training seventy-five volunteers across twenty-two sessions on our new Clover POS system, significantly improving transaction efficiency and laying the foundation for smoother operations. This was part of a broader effort to build a strong, sustainable volunteer team, which started the year with 120 dedicated individuals. In March, we hosted our first team-building event of the year, the Annual Volunteer Meeting & Potluck, at the Middleburg Community Center. This event combined training with socialization, providing volunteers with both fun and educational experiences.

The shop also experienced great success in its sales events. January's jewelry sale, featuring high-end pieces evaluated by Hunt Country Jewelers, was particularly popular. February's End-of-Season Sale contributed to strong sales, despite the typical winter slowdown. As the year progressed, we held several successful pop-up sales, including a "Fill-a-Bag" event to clear out summer inventory in preparation for the upcoming holiday season. Our annual End-of-Season Storewide Sale coincided with a coordinated marketing effort by local businesses, driving marginal foot traffic and sales. National Thrift Shop Day in August was another highlight, with raffles and special promotions attracting both new and returning customers.

Several improvements were made to the shop throughout the year. The installation of new carpeting in April was a major upgrade, and despite some delays, the transformation was well worth it. Volunteers worked tirelessly to process inventory, update displays, and prepare for the holiday season, when inventory processing reached its peak. By year-end, we had hosted several successful pricing parties and moved large quantities of holiday stock, ensuring a financially successful year.

While the year was successful, it also presented challenges. In May, we faced a lien placed on our bank account by Prince William County for unpaid personal property taxes on a supply chain truck. Fortunately, with Inova's assistance, the issue was resolved quickly. Additionally, volunteer availability fluctuated during the summer and fall due to vacations and other commitments. To address this, we recruited eight new volunteers to help alleviate staffing pressures. We also dealt with unexpected issues such as hornets nesting in outdoor light fixtures and mice damaging cashmere inventory. Our volunteers responded promptly, resolving these problems with efficiency and care. We made further improvements by addressing electrical issues, removing faulty drinking fountains, replacing broken slat boards, and adding new shelving. Our street signage was also replaced by the landlord after being damaged.

In recognition of our efforts, TIN was named a 2024 Best of Loudoun winner in the Consignment/Thrift Store category, a great honor that reflected volunteer's effort and community's support. We also began preparing for a leadership transition, with Jolynn Hannahs set to become Chair in January 2025. Several long-time committee members, including Katrina Waggoner, Lori Luther, Denise Goff, Bonnie Jaeger, and Debbie Melia, stepped down from their roles but remain committed to supporting TIN as volunteers. This leadership transition is ongoing.

Looking ahead, our primary focus is the continued transition of our financial operations to Inova. We are currently awaiting directions from Inova's team, as this shift is essential for ensuring the shop's financial sustainability and compliance. Despite the ongoing staffing challenges throughout the year, we look forward to continued community support, which has resulted in steady increases in foot traffic and donations.

2024 was a year of resilience, innovation, and community spirit. Our dedicated volunteers, generous donors, and supportive community members enabled us to continue serving Inova Loudoun Hospital while providing a valuable service to the local area. We are excited for what 2025 will bring and are deeply grateful for all who have contributed to our success. Together, we will continue to support the hospital and enrich the lives of those in need.

Respectfully submitted,

The TIN Committee:

Katrina Waggoner, Lori Luther, Denise Goff, Laura Davis, Debbie Melia, Bonnie Jaeger, Suzie Robertson, Darby Nelson-Folk, Randa McBride, Shirley Welsh, Lindsey Frye, Christine Rickert, Teri L'Heureux



*Let whatever you do today be enough.*

*If you begin each day with the intentions to do your best no matter what life brings your way, it will always be enough!*

**THE LADIES BOARD OF INOVA LOUDOUN HOSPITAL  
 TWICE IS NICE THRIFT SHOP  
 ANNUAL INCOME STATEMENT**

Fiscal Year 2024, presented January 2025

Main Street Bank: Laura Davis

**BALANCE AS OF DECEMBER 31, 2023** **\$72,789.13**

**INCOME**

TIN Gross Sales for 2024	\$85,725.35		
Sunny D Black Bags	\$500.08		
Interest	\$109.53		
Refund	\$0.00		
Other Income	<u>\$0.00</u>		
<b>TOTAL GROSS INCOME</b>	<b>\$386,334.96</b>		
		<b>SUBTOTAL</b>	<b><u>\$459,124.09</u></b>

**EXPENSES**

THSC Limited Partnership	\$104,706.20		
Dominion Energy	\$4,298.23		
Cleaning Service/Iris	\$2,875.00		
VA Dept. of Taxation	\$21,583.60		
Credit Card Fees	\$7,231.96		
Supplies	\$7,531.09		
Comcast	\$2,674.09		
Lights of Love	\$0.00		
Maintenance	\$7,635.02		
Register/POS Register	\$2,584.50		
Miscellaneous	\$728.12		
Subscriptions/IT Support	\$759.32		
Adjustments	<u>\$0.00</u>		
<b>TOTAL EXPENSES for 2024</b>	<b><u>\$162,607.13</u></b>		<b>-\$162,607.13</b>

**DISTRIBUTIONS**

Inova Ladies Board Pledge \$250,000.00

**ENDING BALANCE AS OF DECEMBER 31, 2024** **\$46,561.96**

**Profit for YEAR 2024** **\$223,727.83**

Treasurer: Laura S Davis

The Ladies Board of Inova Loudoun Hospital  
January 1 2024 – December 31, 2024  
Annual Report

