



**BETHANY HOUSE of  
NORTHERN VIRGINIA, INC.**  
*Eliminating Domestic Violence One Family at a Time*

**Annual Report  
FY 2010-2011**

I was naked, and you gave me clothing.  
I was sick, and you cared for me.  
I was in prison, and you visited me.  
Matthew 25:36

# **ANNUAL REPORT**

## **FY 2010-2011**

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# **ANNUAL MEMBERSHIP MEETING & DINNER**

**November 14, 2011  
7:00 – 10:00 PM**

Duangrat's Thai Restaurant  
5878 Leesburg Pike  
Falls Church, VA 22041

*Prayer & Welcome – Richard Hannibal, President*

*Gathering for Dinner and Fellowship*

## **Annual Membership Meeting**

- ❖ *Call to Order – Richard Hannibal, President*
- ❖ *Scripture Reading – Ken Fisher, Vice President*
  - *Matthew 25:31-46*
- ❖ *Roll Call & Quorum – Richard Hannibal, President*
- ❖ *Reading & Approval of the Minutes – Peggy Fisher, Secretary*
- ❖ *Executive Director's Report – Catherine Hassinger*
- ❖ *Fundraising and Development – Jasmin Witcher*
- ❖ *Joseph's Coat Thrift Store – DeAnn DuVall*
- ❖ *Family Assistance Program – Aleata Dawkins*
- ❖ *Presentation on the Intern Experience—Bethany Friedman*
- ❖ *Motion to Adjourn – Richard Hannibal, President*

**Board of Directors**  
**2011-2012**

**Martha Birdseye**

**Mae Cheung**

**Ken Fisher**

**Peggy Fisher**

**Richard Hannibal**

**Jason Hsieh**

**Pastor King Rhodes**

**Lisa Tychsen**

**and**

**Doris Ward, Founder, Director Emeritus**

**CONCERNED GROUP MEMBERS**

**Lisa Hannibal**

**Andrea Kane**

**Paul Kane**

**Brian Kush**

**Dan LaMay**

**Esperanza LaMay**

**Gail Smith**

**Lee Smith**

**BETHANY HOUSE STAFF**

**MAIN OFFICE :**

<b>Catherine Hassinger, MS</b>	<b>Executive Director</b>
<b>Jasmin Witcher</b>	<b>Development Manager</b>
<b>Aleata Dawkins, MPC</b>	<b>Family Assistance Program Manager</b>
<b>Nina Acheampong</b>	<b>Case Worker</b>
<b>Alejandra Galindo</b>	<b>Case Worker</b>
<b>Rebecca Beane, MS</b>	<b>Counselor in Residence</b>
<b>Kathryn White</b>	<b>Admin Asst/Volunteer Coordinator</b>

**SHELTER MANAGERS**

<b>Karen Green</b>	<b>Manager Shelter #1</b>
<b>Marsha Nelson</b>	<b>Manager Shelter #4</b>

**JOSEPH'S COAT**

<b>DeAnn DuVall</b>	<b>Volunteer Director</b>
<b>Christina Kunz</b>	<b>Manager</b>
<b>Rhea Nell Knowles</b>	<b>Assistant Manager</b>
<b>Haideri Hanifa</b>	<b>Floor Assistant</b>
<b>Muny Sok</b>	<b>Floor Assistant</b>
<b>Lillian Summers</b>	<b>Floor Assistant</b>
<b>George Torres</b>	<b>Floor Assistant</b>
<b>Amy Truong</b>	<b>Floor Assistant</b>

**INTERNS FOR FALL 2011**

<b>Bethany Friedman</b>	<b>George Mason University</b>
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## **Bethany House of Northern Virginia, Inc.:** **Mission & Goals**

### *Mission:*

To help women and their children who have suffered from domestic violence regain health and dignity and become re-established in their community by providing temporary housing and support.

The Board welcomed five new members in FY 2010-2011. Martha Birdseye is a member of Church of the Apostles (an early church supporter of BHNV) and brings with her a wealth of experience in community outreach. Mae Cheung is a lawyer with Gammon and Grange, PC, which specializes in non-profit law. Jason Hsieh works in healthcare policy and first served BHNV as a volunteer before joining the Board. Elsa Kufлом is a survivor of domestic violence and a former client of BHNV. Elsa contributes to the Board the face and heart of those that BHNV seeks to serve. In addition to serving as the Senior Pastor at His Church International Ministries in Springfield, Pastor King Rhodes is knowledgeable in web development and commercial real estate.

Two board members, Brian Kush and Elsa Kufлом also left the Board in 2010-2011. Brian moved with his family to Ohio, however, he was unanimously voted into the Concerned Group. Elsa resigned at the end of the fiscal year citing family and other concerns as hindering her ability to participate as fully as she would like. Both Brian and Elsa remain active in supporting BHNV.

### **Community Outreach and Support**

In FY 2010-2011, BHNV was chosen to appear in the 2010-2011 *Catalogue for Philanthropy*. Selection is a competitive process, and BHNV was among 68 organizations selected from nearly 250 non-profit applicants. The *Catalogue* is a resource used by individuals and others who are looking for wise investment for their donor dollars. As the *Catalogue* website says, "The *Catalogue* represents some of the best smaller nonprofits in the Greater Washington region." BHNV has raised more than \$5,000 as a result of inclusion in the *Catalogue*.

In another exciting initiative, BHNV embarked on a capital campaign to double the capacity in its oldest emergency shelter. Titled **RAISE THE ROOF!** Capital Campaign, the plans will expand House 1 from four client bedrooms to eight bedrooms. Additional work on the kitchen, playroom, living space and the House Manager suite will contribute to the overall use and efficiency of the house. Two bedrooms, two bathrooms and the kitchen will also be ADA-compliant, allowing BHNV to serve clients with mobility disabilities.

BHNV was also the beneficiary of several community projects in FY 2010-2011. Events benefited the clients in the emergency shelters and Aftercare program and served as fundraising events for BHNV.

KEYS for the Homeless donated hundreds of books from a major book retailer. With volunteers from Lewinsville Presbyterian Church, BHNV held a reading event and book give-away for clients in the

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shelters. Using reading stations set up throughout House 4, volunteers read to the children and helped both adults and children select as many free books as they wanted.

BB&T Bank organized a training session with the Fairfax County police on the proper fit and use of car seats. Shelter and Aftercare clients were updated on the laws in Virginia regarding the use of restraints for children and assisted with the evaluation and re-installation of their car seats. BB&T Bank also donated 38 brand new car seats, totaling almost \$1,900 in value.



The MOMS Club of Alexandria provided outstanding volunteer and in-kind service to BHNV in 2010-2011. In October, they threw a Harvest Party for the children in the shelter, providing costumes, dinner and candy. In February, they planned a Valentine's Day event to pamper the women. Finally, in May they held a Lemonade Stand in Cameron Station to raise funds for BHNV's Raise the Roof! Capital Campaign.

Students at American University chose BHNV for their senior year project in public relations. Redesign of our brochure and a new website were two of the projects they completed. Their efforts also included outreach which led to an on-campus Domestic Violence Panel co-hosted by Natasha Barrett of ABC 7 News (and AU alumnus) and featuring BHNV, NOVACO and The Time To Fly Foundation.

Local salon and spa, Salon Antoine, held a cut-and-style fundraiser for BHNV in December. Providing BHNV with 100% of the profits for a full day of haircuts, they raised \$1,300 and donated a box of new plush stuffed animals.

Hardwood Artisans, makers of hand-crafted, high quality furniture, invited BHNV to join them at the Capital Home and Garden Show in February. Donating hardwood cheeseboards, they challenged BHNV to sell as many as we could to Show attendees. Whatever we sold, we got to keep. At \$25 per cheeseboard, BHNV raised almost \$600.



The Institute of Real Estate Management (IREM) Chapter 77 contacted BHNV for a service project in May. Coordinating with ValleyCrest, a national landscape company, IREM volunteers weeded, planted and cleaned up the front and back yards of House 4. ValleyCrest alone donated almost \$15,000 of labor and materials providing a much-needed facelift to the exterior of House 4.

Finally, National Community Church selected BHNV for an ongoing service project through its Second Saturday outreach. A team from the church provided volunteer service to BHNV every second Saturday from May through the present doing anything from painting to yard work to intensive cleaning of two shelters. Several volunteers from National Community Church also serve as childcare volunteers during Thursday night programs.



## **Family Assistance Program**

In FY 10-11, BHNV initiated an aggressive evaluation and review of program rules and policies. Following a retooling of case management workflow, the average shelter stay for clients in BHNV's emergency shelters dropped from an average of 180 days to 120 days. This allowed BHNV to serve more individuals and families in need of emergency services, reduced staff fatigue and promoted positive outcomes for BHNV in its development efforts.

In the national debate on ending homelessness, the trend is to move individuals and families into permanent housing as soon as possible and either eliminate or reduce the time spent in shelters. This housing model, called Housing First, has been adopted by Fairfax County leading to an increase in the number of units available for rent to low-income families (currently the program is limited to families). The challenge is connecting families in need of housing with these available units.

Many families that seek emergency shelter from BHNV are prepared to support themselves once they leave BHNV and do not need transitional housing. To support the efforts of these clients to find permanent housing, BHNV signed an Memorandum of Understanding (MOU) with Good Shepherd Housing and Family Services "to provide housing search and placement services" to homeless families in Fairfax County. Good Shepherd is the agency through which the County is sourcing its Housing First model, and BHNV's relationship with them helps elevate our clients' prospects for moving into available units.

The MOU with Good Shepherd yielded very positive results. At the end of FY 10-11, BHNV successfully moved 50% of clients who completed the shelter program into permanent housing. The other 50% moved into transitional housing for an additional 18 months to two years of support.

BHNV also sent both of its case workers to a 12-week training program to become certified Housing Counselors.

### *BHNV Helpline*

In FY 10-11, calls to our Helpline continued to increase. Two years ago, from FY 08-09 to 09-10, calls to the Helpline increased by 94%. From FY 09-10 to 10-11, we saw another increase of 31%. Combined over two years, call volume to the Helpline grew from 213 total calls (18 calls/month) to 543 total calls (45 calls/month). The average call length is 18.1 minutes, and 21.7% of clients identified themselves as being in a crisis situation. Another 84.5% called to request information about domestic violence or sought referrals for shelter, financial assistance, legal assistance or other services. The balance of callers sought advocacy services (1.5%) or counseling (3.1%). Among referrals, the top five most requested were (callers may request more than one type of referral):

<u>Reason for Call</u>	<u># of Callers</u>	<u>% of Calls</u>
Domestic violence shelter	402	75.1%
Homeless shelter	200	37.4%
Support/talk	38	7.1%

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Legal assistance	32	6.0%
Financial assistance	21	3.9%

Helpline staff and volunteers made 900 referrals to BHNV, other domestic violence shelters, homeless shelters and other services for legal, mental health, financial and other supports. Among the 413 callers requesting services for domestic violence or other abuse, callers identified the following types of abuse (callers may identify multiple types of abuse):

<u>Type of Abuse</u>	<u># of Callers</u>	<u>% of Calls</u>
Physical	320	77.5%
Verbal/emotional/psychological	308	74.6%
Financial	60	14.5%
Rape/sexual	54	13.1%
Use or threat of weapons	38	9.2%
Confinement	31	7.5%
Destruction of property	31	7.5%
Stalking	25	6.1%
Other	33	8.0%

*FY 11-12*

As BHNV moves into FY 11-12, one significant change that has already taken place is the closure of the Independent Living Program (ILP). The ILP was begun in 2006 to provide transitional housing to single women moving out of BHNV's emergency shelters. Few other programs offered transitional housing to single individuals, and many times these clients were unprepared to move into permanent housing. BHNV stepped in to fill the gap. Since then, other transitional housing providers have added housing for singles to their services, reducing the need for BHNV's ILP. At the same time, the need for emergency housing has increased. With the closure of the ILP, the shelter that supported that program will be converted back to its original use as an emergency shelter. The last ILP client moved out in October 2011. After cleaning and repairs, BHNV anticipates re-opening the shelter by the end of the year.

In FY 10-11, the Board approved plans to expand House 1, BHNV's oldest emergency shelter. The addition to the shelter will add 4 client rooms and expand the common areas for greater comfort and usability. Under the current funding model, BHNV anticipates beginning construction on House 1 in the spring. The project is expected to take 3 months. After construction and design, the expanded House 1 should re-open no later than October 2012.

## **Joseph's Coat Thrift Shop**

The past year at Joseph's Coat has been an emotional one. After 18 years of operation, BHNV received notice in Spring 2011 that the store would need to vacate by end of January 2012. The shopping center that houses Joseph's Coat is scheduled for demolition, and Joseph's Coat will not be invited to rent space in the new shopping center.

Joseph's Coat Thrift Store began in 1993 by Doris Ward to support the activities of BHNV and to provide basic necessities to underserved women and children. Over the years, Joseph's Coat has evolved into a successful, thriving thrift store which creates revenue for the women and children in the Family Assistance Program, low-cost quality goods to the surrounding communities and a public face for BHNV when the confidential work of the agency required a more subdued presence for the main office.

Since 1993, Joseph's Coat Thrift Store has provided far-reaching and critical support for BHNV, its shelters, its clients and the broader community it served. In addition to financial support, Joseph's Coat has:

- Provided clothing, household items, and furniture at no cost to BHNV clients and their families.
- Donated furniture and household items to the emergency shelters and the BHNV office.
- Served as an active site for job training in a retail environment to women transitioning into the work force. Clients learn basic job skills in a safe environment with emotional support and encouragement from Joseph's Coat staff. Their contribution to the store's operation provides excellent opportunity for their overall personal growth, self-esteem and self-confidence.
- Housed the annual Christmas Shop for Bethany House shelter and Aftercare clients during the holiday season to help clients provide gifts for themselves and their families.
- Served as a community work site that facilitates various outreach programs, e.g.,
  - Individuals with community service hours
  - Students with required volunteer hours
  - Individuals from the disabled community who volunteer their time in exchange for job skill experience and personal growth opportunity.

With revenues ranging from \$20-90K (5-year average is \$68K), the loss of Joseph's Coat is significant. Efforts are underway to locate a suitable and affordable space to move into before the closure of the store in the Bill Page Shopping Center. However, the challenges in finding space have been tremendous in light of the cost of commercial real estate in eastern Fairfax County.

## **Client Demographics**

Following is a summary of our client services over FY 2010-2011

- 478 unduplicated adults (543 total calls) and 574 children received emergency and crisis intervention assistance through the BHNH Helpline.
  - Compared to 370 unduplicated adults (414 total calls) and 462 children in FY 09-10.
  - Compared to 209 unduplicated adults (213 total calls) and 265 children in FY 08-09.
  - 29.2% increase in the number of callers from FY 09-10 to FY 10-11.
- 44 intake interviews were conducted and 38 families entered the program.
  - Compared to 25 intake interviews and 19 families in FY 09-10.
  - Compared to 32 intake interviews and 18 new families in FY 08-09.
- 105 clients (51 adults and 54 children) received shelter and transitional living services.
  - Compared to 77 clients (32 adults and 45 children) in FY 09-10.
  - Compared to 63 clients (26 adults and 37 children) in FY 08-09.
- 9 shelter and 4 independent living families were in the program at the beginning of the fiscal year.
- Only 6 heads of household/adults were employed when they came to Bethany House.
- 32 adults and 27 children participated in life skills activities.
- 36 adults and 18 children received group counseling.
- 32 adults and 5 children received individual counseling.
- 3 donated vehicles were given to two clients.
- 5 clients participated in the Job Training program at Joseph's Coat.
- 41 clients exited the program during FY 09-10:
  - 16 clients were accepted into a transitional housing program.
  - 14 clients signed leases for permanent housing
  - 4 clients returned to their abusers
  - 7 clients exited into unknown situations

**Financial Statements**

**BETHANY HOUSE OF NORTHERN VIRGINIA, INC.**  
**FINANCIAL STATEMENTS SUMMARY**  
**For the year ended June 30, 2011**

**Revenue:**

Thrift Shop Revenue	399,612
Grants	169,302
Donations	244,970
Churches	48,093
Inkind Goods and Services	169,970
Fundraising	75,277
Other Income	4,986
Interest/Investment Income	18,115
Unrealized Gains	16,836
Realized Gains	11,657
<b>Total Revenue</b>	<b>\$ 1,158,818</b>

**Expenses:**

Program Services	916,011
Management & General	50,222
Fundraising	86,527
<b>Total Expenses</b>	<b>\$ 1,052,760</b>

Net Assets at Beginning of Year, Adj.	<b>\$ 1,008,967</b>
Change in Net Assets	106,058
Net Assets at End of Year	<b>\$ 1,115,025</b>

The Audit was completed October 13, 2011.

**Grants and Other Funds Received**  
**FY 2010-2011**

**Foundations**

The Dr. Francis P. Chiaramonte Private Foundation.....	20,000
Washington Forrest Foundation.....	15,000
Gannett Foundation.....	5,000
Jacquemin Family Foundation .....	5,000
TJX Foundation .....	5,000
VA Family and Children’s Trust Fund .....	4,826
Amerigroup Charitable Foundation.....	2,500
Titmus Foundation .....	1,500

**Non-Profit Grants**

Freddie Mac Foundation .....	45,000
United Way / Combined Federal Campaign .....	17,147
Community Impact Fund—Alexandria .....	4,622
CFNCR Neighbors in Need.....	10,000

**Government Support**

Fairfax Consolidated Community Funding Pool.....	133,500
VA Dept. of Housing & Comm. Dev. Shelter Support .....	31,180

<b>Churches .....</b>	<b>\$48,093</b>
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**Fundraising**

Knock Out Abuse Foundation.....	75,000
Retail.....	1,557

<b>Clubs/Community Organizations.....</b>	<b>\$10,402</b>
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**Individuals**

Individuals.....	19,626
Newsletters.....	14,298
Direct Mail.....	5,560