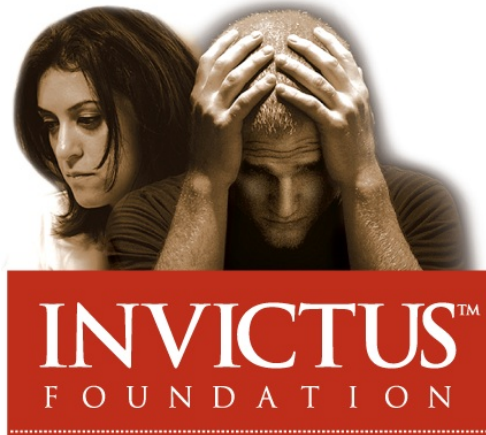


INTRODUCTION

The Invictus Foundation's WHN referrals soared to new heights in 2018. We made 324,000 referrals into our six regional Welcome Home Networks across forty-three states. We also grew our behavioral health provider base to 430,000 providers across 43 states. We will provide more granular information on these metrics in our 2018 Achievements Section. We have been patiently waiting for the year to arrive when the provider coverage and maturation of our regional networks, increasing utilization rates, increasing capacity and increasing visibility of their availability would reach critical mass. **That year was 2018.**

We saw referrals into our Welcome Home Networks at a velocity that once again allowed us to achieve a year over year doubling of the referral numbers. The year over year doubling of our referral numbers is occurring over an ever increasing quantity of referrals that can be attributed to moving ever closer toward reaching the economy of scale. We expect to see continued year over year doubling of referrals into our Welcome Home Networks. When our last regional build out of the New England Region is completed in the year 2020 we expect to see referrals into our nationwide Welcome Home Networks to be in the neighborhood of 700-800 thousand referrals annually.

We are immensely proud of our 2018 numbers. Our gratitude and thanks goes out to our donors who help the Invictus Foundation execute grammatically the credo of its Founder & CEO; **We Take Care of Our Own**



DEDICATED TO HEALING THE
INVISIBLE WOUNDS OF WAR

The Invictus Foundation's 2018 Annual Report

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Invictus Foundation's Referrals Soar to New Heights in 2018

THE MISSION

The Invictus Foundation's mission remains to increase and improve access to behavioral health services for this Country's military, veterans and their families. Critically important is that we continue to do so in a caring and collaborative community culture without regard for their ability to pay.

The Vision

We continue to work in parallel with our Welcome Home Networks to find a critical pathway to execute our capstone strategy which is the building of our first regional TBI & Psychological Health Center. As with the WHNs we will move West-East with the Centers. Our Western Regional Center will be built in Orting, WA which is east of Seattle. It will provide a permanent mooring anchor for sustained, uniform and consistent behavioral health services to our military, veterans and their families who live in the Western Region of the U.S.

Invictus Foundation Achievements in FY 2018

Regional expansion and community outreach continues with our Welcome Home Networks. We now have an operating footprint in six regions of the Country. We have developed the WHNs moving West-East-We now cover the **Western Region** of the USA with our telecom hub located in **Seattle**, the **Mountain-Plains Region** with our telecom hub located in **Kansas City**, the **Mid-West Region** with our telecom hub located in **Chicago**, the **Southwest Region** with our telecom hub located in **Dallas**, the **Southeast Region** with our telecom hub located in **Atlanta** and the **Mid-Atlantic Region** with our telecom hub located in **Philadelphia**. Our WHN regions now encompass **forty three states**. We now stand ready and prepared to serve our constituency across **three quarters of the Nation**.

[Completed WHNs by Regions-2018](#)

Service Metrics

For FY 2018 the Invictus Foundation's regional Welcome Home Networks' totaled 324,000 referrals across our six regions over 43 states. From this base of referrals we achieved 260,000 patient encounters. We had a **20% no show rate**. The national average for behavioral health services is 37%. The year over year WHN service growth from 2017 through 2018 is broken out below:

- **FY 2017 - 78,000 patient encounters**
- **FY 2018 - 260,000 patient encounters**

[WHN Coverage FY 2018](#)

These statistics give you a sense of the scaling velocity of our Welcome Home Networks. The ramping of our numbers over time represents both the growth in the scope and reach of our Welcome Home Networks coverage out over time and the need for community based programs among our military members, veterans and their families in the states and regions the WHN now serves.

Welcome Home Network Provider Coverage

Our WHN provider network of psychiatrists, psychologists, social workers, marriage & family counselors, substance abuse counselors and mental health workers stands at 430,000 behavioral health providers across six regions and forty three states. The year over year provider growth from 2017 through 2018 is broken out below:

- **2017 - 381,000 providers**
- **2018 - 430,000 providers**

Importantly, not only is our provider capacity growing through regional expansion but so is our network utilization now standing at 33% + of our provider capacity. We expect this utilization percentage to grow steadily over the coming years. These metrics confirm that the Invictus Foundation continues to scale both the capacity and utilization of its Welcome Home Networks to improve service coverage and access for behavioral health services for our military members, veterans and their families at the community level across the Country.

Fundraising

Each year we continue to change and refine the branch chain logic of the fund raising platform to improve the ratio of target acquisition costs to actual dollars donated. In 2018 we raised \$992,000 dollars. We are proud to say that our loadstone for growth continues to be corporate and foundation grants with the Railroad Industry continuing to perennial supporters of our efforts. From a dollars and sense perspective in the Invictus Foundation's administrative and fund raising expense remained at 5%. for 2018. We down streamed ninety five cents of every dollar donated to behavioral health services and programs for our military members, veterans and their families.

Third-Party Objective Oversight

The Invictus Foundation submits to an annual review by GuideStar, an outside independent rating organization, for determination of the Foundation's effectiveness as a charitable organization. We maintain a Gold Star rating from GuideStar signifying a high level of transparency with our donors.

Building Alliances, Partnerships & Fortifying Infrastructure

The Invictus Foundation named Ms. Skye McGinn as its Chief Technology Officer (CTO). This was another major milestone in the growth and maturation of the Invictus Foundation. As CTO, Ms. McGinn now leads the Foundation's oversight of all technology operations and infrastructure. Skye's extensive knowledge of technology operations and her strong leadership skills will further accelerate our focus on growth and product innovation in our continuing efforts to expand access and increase behavioral health services to our active duty military, veterans and their families.

Alliances with State Psychological Associations across Our Regions

We continue to knit together alliances with each state's American Psychological Association chapters in which we have an operating footprint by working with their state chapter's leadership. Our latest being the Mid-Atlantic state chapters. This is a major educational and recruiting platform for the Invictus Foundation and generates tremendous goodwill within each state's behavioral health provider community.

2018 Sponsored Events

Bite of Seattle

This venue is the mainstay of our efforts in the events category. We sponsored a local band which performed at the Bite of Seattle. We raised approximately twenty thousand dollars for the Invictus Foundation's vision and mission.

Our Goals & Objectives for 2019

- Completing the New York-New Jersey Region of the Welcome Home Network
- Expanding our behavioral telehealth platform in the Mountain-Plains and Midwest regions
- Continued R&D on Dr. Cantrell's blog on our Site
- Continued R&D on our radio broadcast platform in collaboration w/ KCIS Radio
- Continued strengthening of our technology backbone that ties together our regional provider networks
- Our stretch goal would be completion of the New England Region.

Conclusion

One of my driving believes has always been a plan without execution is just a hallucination. We have accomplished a great deal in nine years with much left to achieve. We have proven to our supporters that we are in it for the long haul and are executing our strategic and tactical game plan with intelligence, patience and an eye toward the long game.
The joy is in the journey not how quickly you get there.

About the Invictus Foundation

The Invictus Foundation is focused on behavioral health issues affecting our Nation's military members, veterans, their families and families of the fallen that are important to local communities across the Country, where government alone can't solve the problem.

These problems include traumatic brain injury, mild traumatic brain injury, associated brain injury, suicide prevention, PTSD, alcohol abuse, substance abuse, domestic violence, relationship issues, military sexual trauma, community integration of rehabilitation and aftercare. To find out more about the Invictus Foundation's vision and mission please visit their Web site at <http://www.invictusfoundation.org>

Thanks to all for your continued support.

Sincerely,

Peter J. Whalen

Founder & CEO
Invictus Foundation

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