



Marcum Summit

Think Possible: Gaylord's Journey to Becoming a Leading Rehabilitation and Research Center

A first person story of growth through investment



Speaker Introductions



Sonja LaBarbera MSOL, MS CCC/SLP

President and Chief Executive Officer



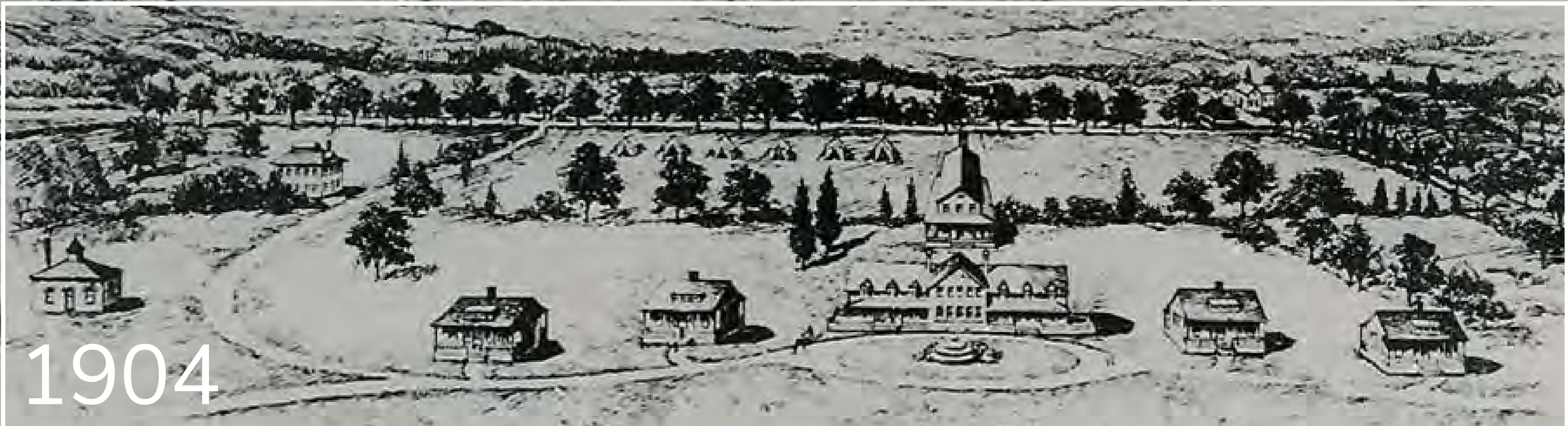
Pete Grevelding, PT, MSPT, NCS

Vice President, Clinical Operations,
Executive Director, Milne Institute for
Healthcare Innovation



Henry Hrdlicka, PhD

Certified Clinical Research Coordinator
Milne Institute for Healthcare Innovation



Strategic Plan

Path to Growth

- History of research
- Spinal Cord Injury Model System

Path to Growth

- Investment in technology



Path to Investment

- Early BOD presentations of 2 paths
 - Investment or grants?

Early Investor



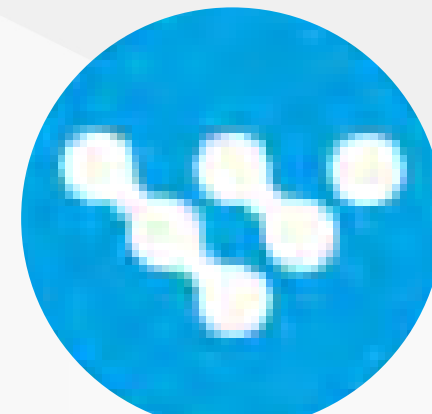
Growth in Research

- Initial research
- Product development
- Strategy and operations group

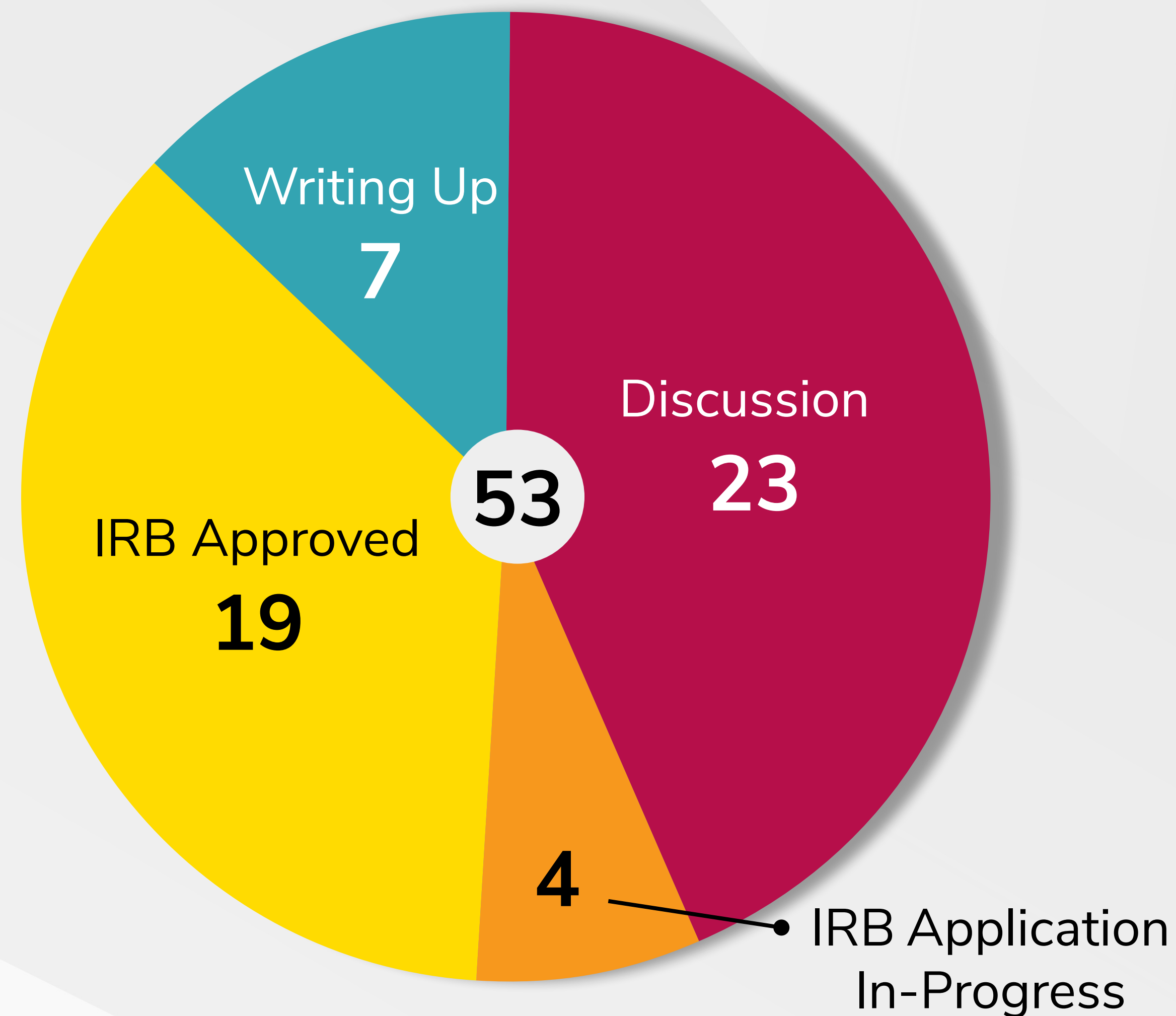
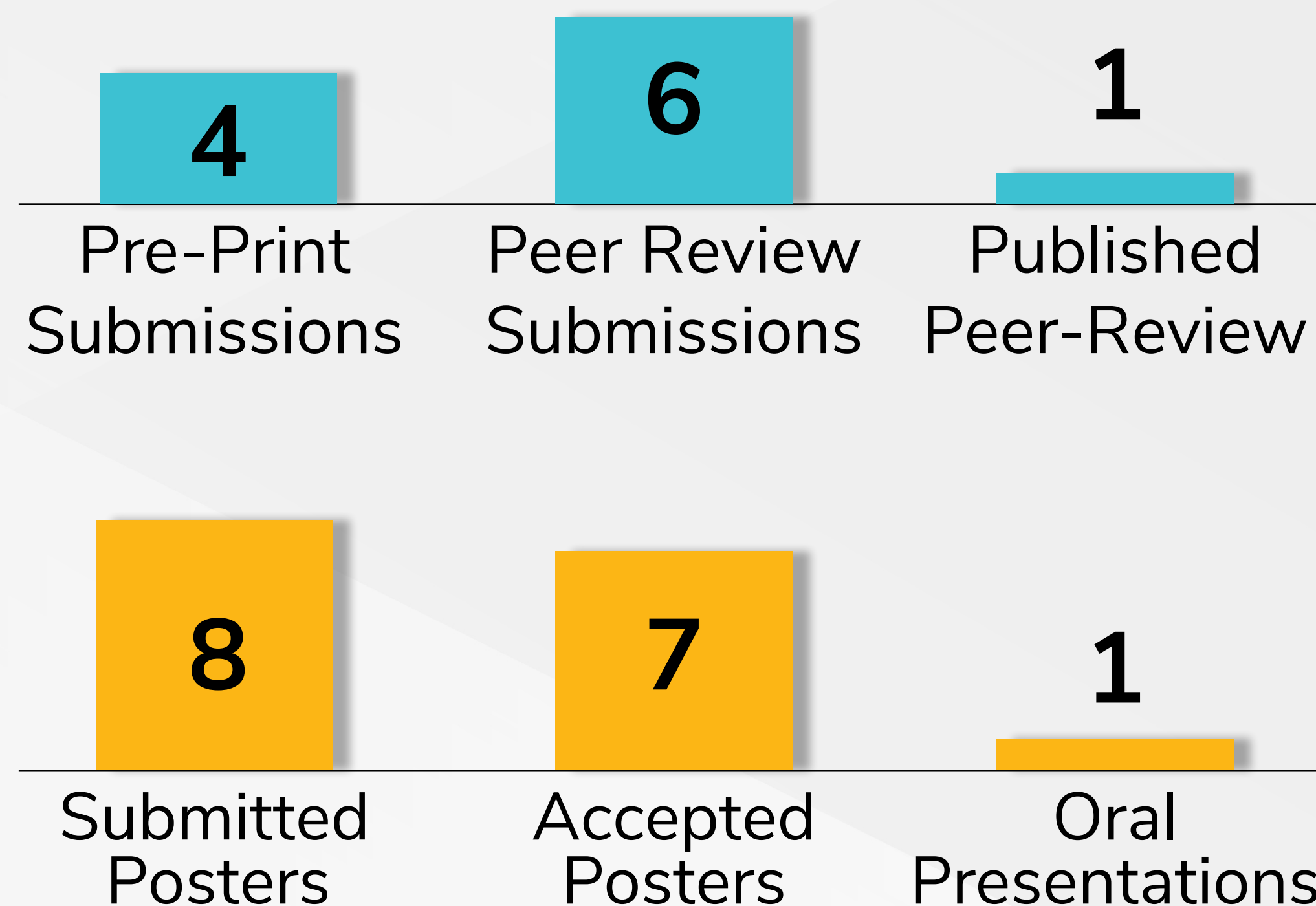
Early Relationships and Collaborations



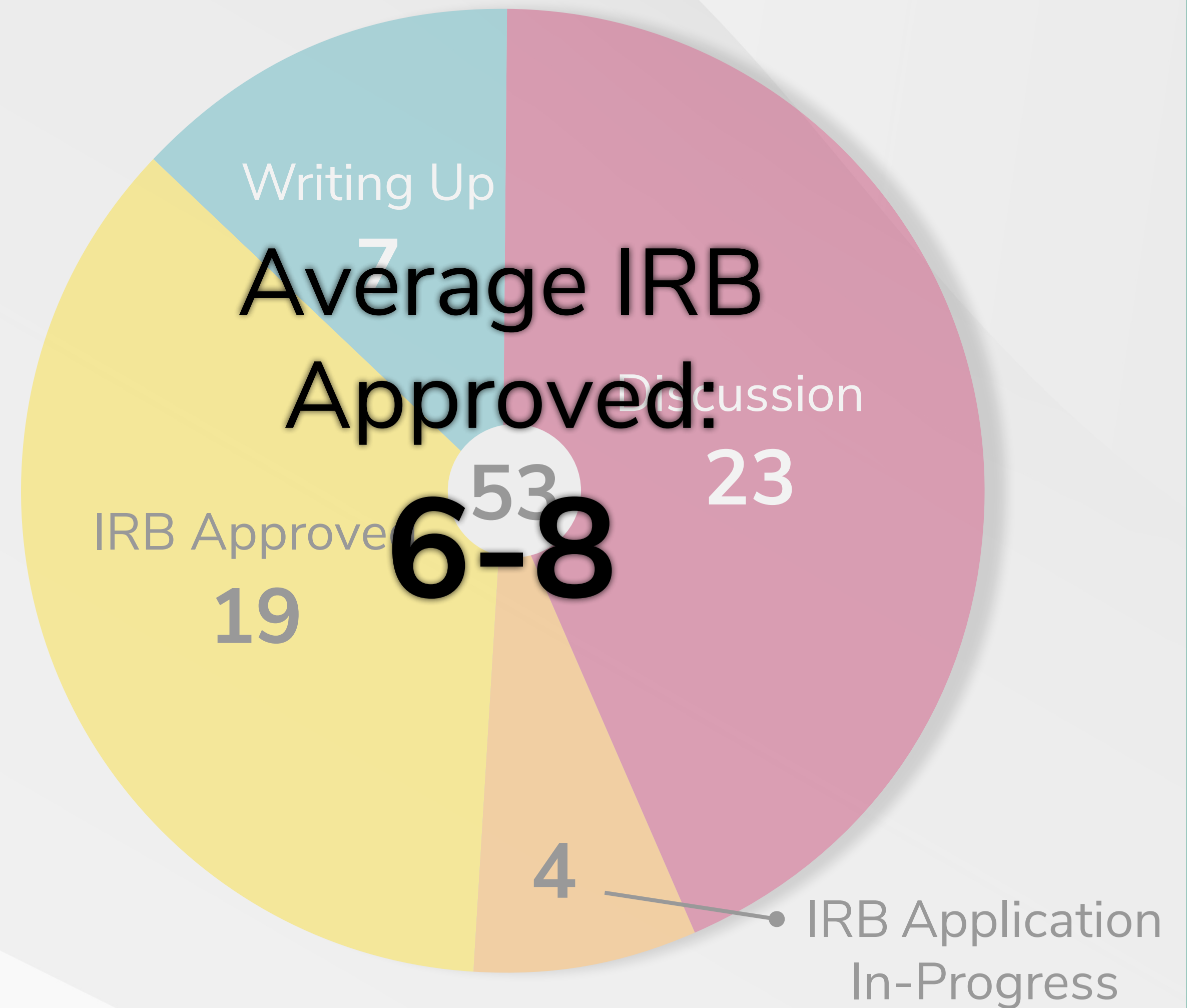
Sacred Heart
UNIVERSITY



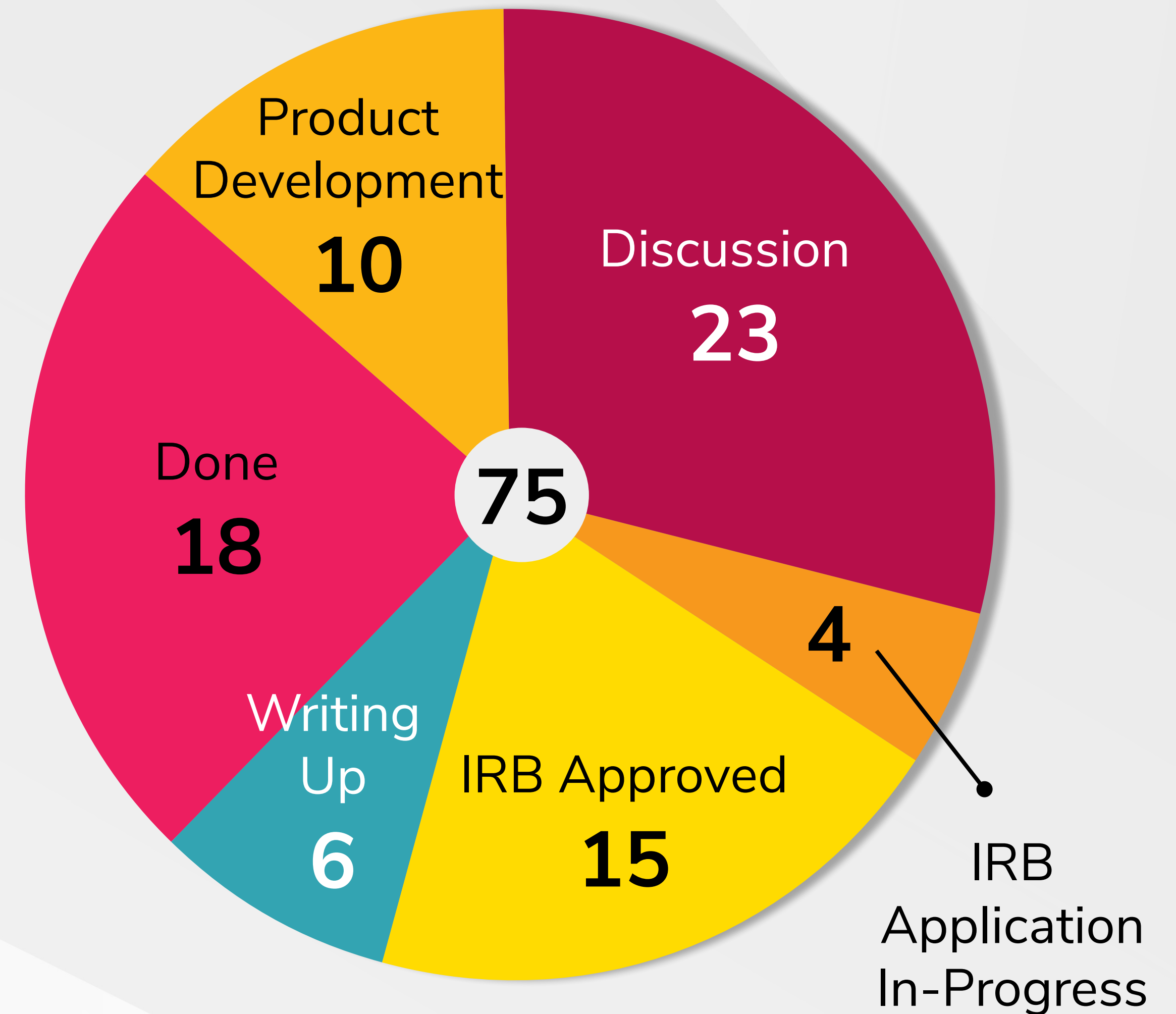
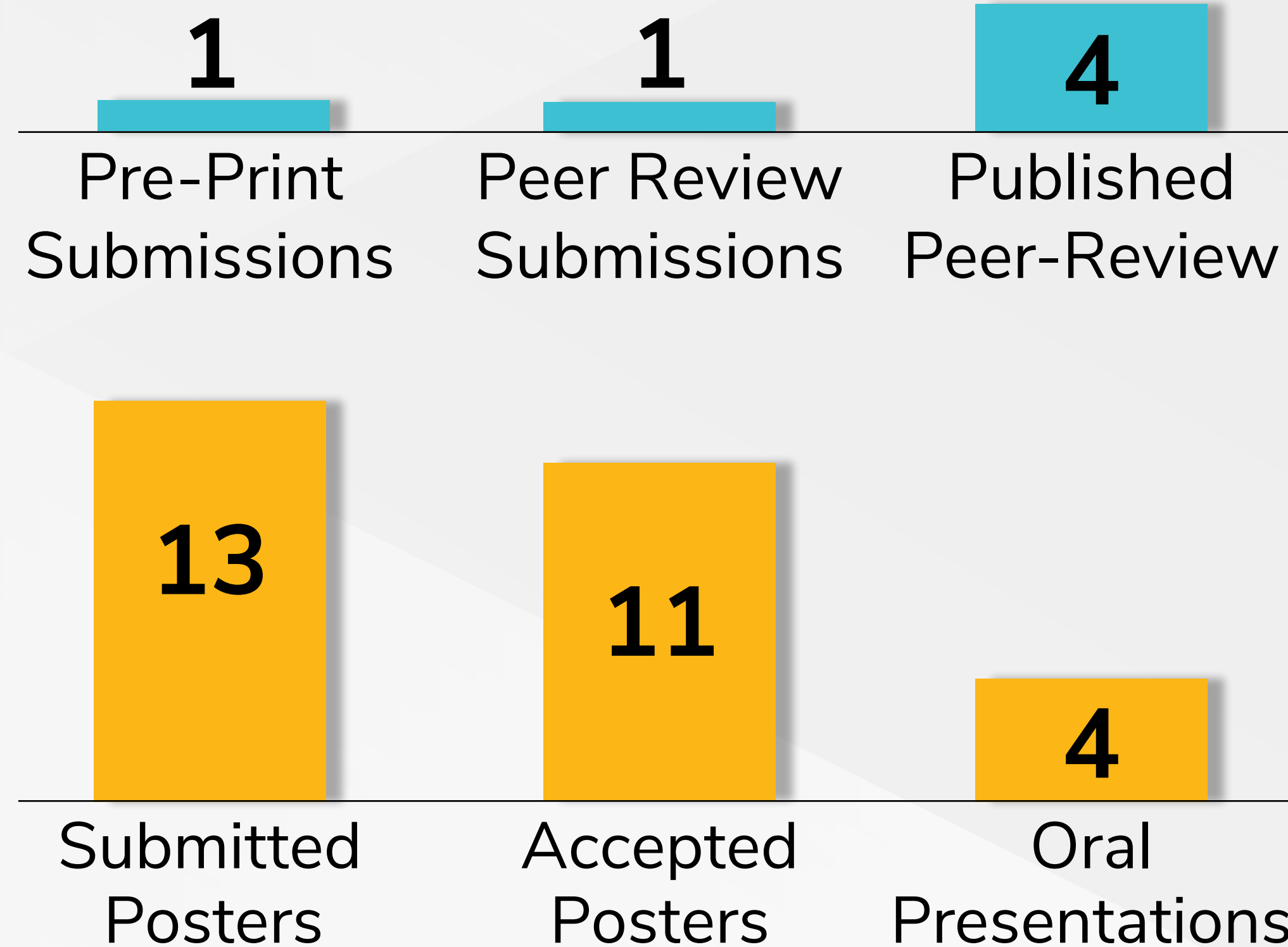
Growth in Research 2021



Prior to 2020



Growth in Research FY22



First Impressions: Coming to Gaylord from Academia

UConn
HEALTH

September 2020



Gaylord
Specialty Healthcare

**Milne
Institute**

- Gaylord has a rich history of clinical research
 - “Homegrown” projects that answered the immediate research question
- Passionate about patient care and conducting studies to find ways to improve patient outcomes
- Driven to share their findings to the rehabilitation community at large

My Goals as Research Coordinator

“We don’t know what we don’t know”

- Grow the culture around research
- Improve staff understanding of what research can be and can do
- Support all aspects of the research process
 - Study planning
 - Data collection and analysis
 - Manuscript preparation and submission for peer review

Interim Growth

- Collaborations
 - Relationships- the 3rd connection
- Grants & Tech funding



- Beta testing



Two Years Later Much Has Changed – We Are Just Getting Started

- **Culture building**
 - Research education development series
 - Research committee expansion
 - Mentorship of new investigators
- **Lessons learned so far**
 - Meet the clinicians where they are
 - Develop lines of inquiry early-on
 - Identify and remove the frictions
- **Biggest friction:** Protected research time for study activities



Grants:



The **COMMUNITY** Foundation
for Greater New Haven

- **Grants received**
 - October 2021: Connecticut Community Foundation
 - February 2022: The Community Foundation for Greater New Haven
 - August 2022: The LB Research and Education Foundation
- **Grant plan**
 - Private and community organizations while building up to the NIH



Eunice Kennedy Shriver National Institute
of Child Health and Human Development



National Institute of
Neurological Disorders
and Stroke

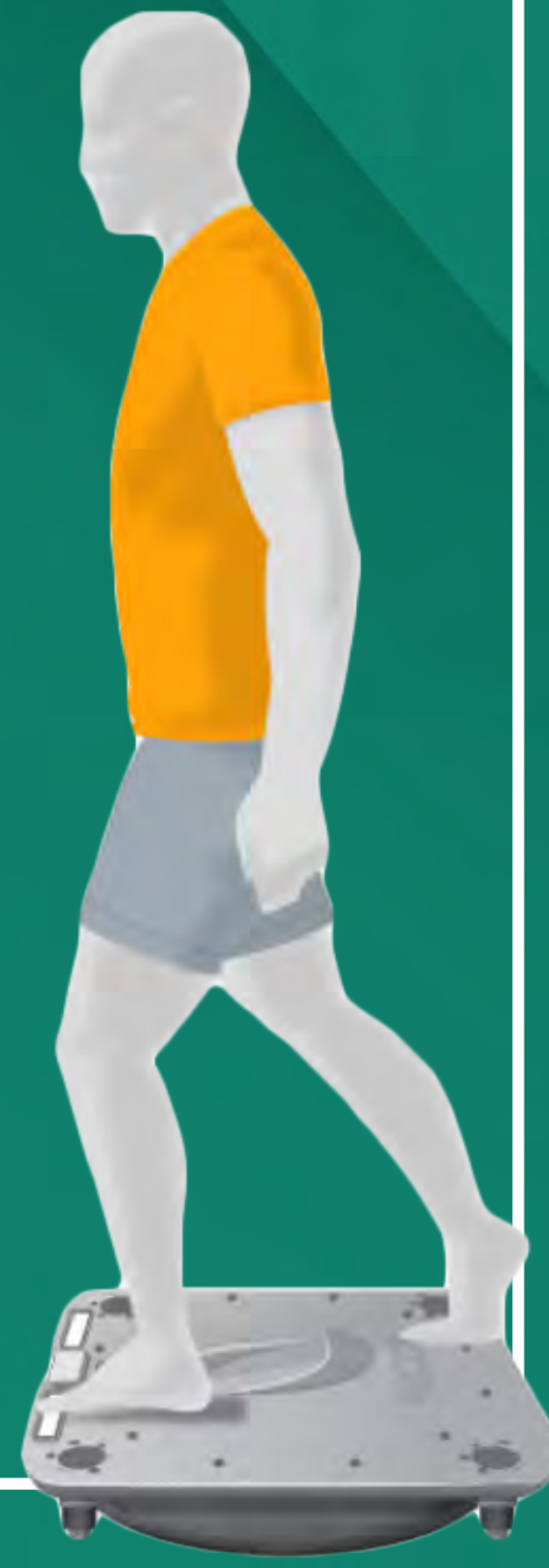


National Institute
of Nursing Research

Home of the National
Center for Medical
Rehabilitation
Research (NCMRR)

Leading the Way: Developing Practical Rehab Applications

- Telesitting, ZeroG[®], PMV, BITS[®]



Question to the audience

Thank You!



GAYLORD

MAIN ENTRANCE