

**BIAV Board of Directors Meeting
May 23, 2025 1:30pm****Next Board Meeting:** August 16, 2025, 9:30am – 12pm**Organizational Reports****Executive Director's Report – Dan Reeves**

Legislative Update The 2025 legislative session was certainly an interesting one. Our efforts, alongside the Virginia Alliance of Brain Injury Providers, was eventful, promising, and eventually a bit heartbreaking. We had a very good response from the legislators with our proposed budget amendments being passed. These were presented to the Governor including funds for workforce retention and expansion efforts totaling \$1.3million. After this, the Governor proposed cuts to many areas of the proposed State budget. The GA rejected most of these reductions, including those for brain injury. In the end, the Governor returned the final budget which included a total veto of new funding for brain injury. This roller-coaster of a session leaves us with the same dollar amount from the DARS administered BIRN grant of \$800,875 for FY26. This final decision was delivered on May 2, leaving just barely enough time to construct a proposed FY26 budget to be considered by this Board at this upcoming meeting. Brandon at RCG was extremely helpful in getting this work done quickly. This expanded relationship with RCG is proving to be a very good and reliable situation operationally.

Office Relocation On April 1, BIAV relocated to 5516 Falmouth St. Suite 306. This move has proved to be a positive experience overall. Financially, we have saved 4 months of rent at a key time. The space is inviting, comfortable, and allows space to hold some future trainings. The staff are also enjoying having full access to a kitchen. The space allowed enough storage space to eliminate our need for offsite storage costs and solve a auditor's note about securing personnel files which was not easily accomplished in our previous setting.

Staffing Update At the end of March, the positions of Development Director and Marketing/Communications Manager were eliminated due to budgetary constraints. There were also some significant performance issues which will be seen in the Finance Committee's report. This move sought to reduce a projected deficit (income vs. expenses) in FY25. With the ever-changing political climate, and resultant shrinking development environment, this move ensures that BIAV will be able to be as strong as possible going forward. It has not been a move without its issues. The tasks of those positions are being split across the team. I would like to mention that the current team has responded well and are carrying the increased responsibilities with remarkable positivity.

Lastly, on May 12, Amanda Ciejek joined the organization replacing Madison Knight as Community Engagement Coordinator. This position is primarily funded through our state grant and supports our information/referral and engagement deliverables. Amanda is a good addition to our team.

Grants and Opportunities After the departure of our Development Director, I submitted two grant requests to the Community Foundation, which manages grants on behalf of Sheltering Arms Foundation and the Jenkins Foundation, among others. Last year, BIAV received \$20,000 from the Sheltering Arms grant. We have just been informed that \$30,000 (\$40,000 requested) from this grant. I also applied for a \$75,000 grant from the Jenkins Foundation. BIAV does not have a history with this grant. This will likely be awarded by the end of this fiscal year. Both grant requests were heavily focused on operational/undesignated costs, which is

uncommonly allowed by both. I have had success with the Jenkins Foundation in previous organizations. It is typically a grant that is awarded continually, once acquired, with increasing amounts each year. If successful, I am expecting the first year would be less than the requested amount and grow each year. Unrestricted funding is our greatest need from a development perspective.

Program Director's Report – Megan Ingram

3rd Quarter Update:

- The third quarter started off with a successful Advocacy Day at the General Assembly Building on January 29, 2025. This event allowed us to effectively engage with legislators and advocate for our key priorities.
- BIAV staff participated in the BIAA National Conference and Advocacy Day in Washington D.C., from March 3rd to 5th, further strengthening our advocacy efforts on a national level.
- We observed an increase in I&R contacts during the third quarter. This surge can be attributed to the recent enhancements made to our website, which have improved the accessibility of our I&R services. Compared to last year at this time, we tripled the amount of resource request forms we've received in a month.
- We received guidance this quarter from DARS to shift our focus away from directly hosting support groups. We began the transition by reducing them from three to one per month. To mitigate the impact, BIAV has given participants advance notice, provided alternatives to support group resources in their localities and encouraged contact with local alliance agencies. This transition resulted in some participant expressions of disappointment, and we continue to gather feedback and assess the ongoing need for support groups.
- BIAV's annual educational conference Making Headway was held on March 28th at Sheltering Arms Institute with 80 people in attendance. The conference received positive feedback including compliments on topic appropriateness and location.
- We successfully increased public awareness through appearances on the Hampton Roads Show Community Connections on March 7th. We were also featured in an NBC12's 11am news interview on March 18th and a Call 12 interview on March 26th.
- VCU/CNI Grant partnership continues to move forward where we will be assisting their research on addressing discrimination in access to care to achieve equitable health outcomes for individuals with traumatic brain injury. The IRB was submitted this quarter. Goal to start interviews in July.
- Partnered with JMU and help recruit persons with lived experience of brain injury, as well as their caregivers, to complete their brief surveys.
- Moved forward with No Wrong Door partnership in February with becoming active in the NWD system and our Community Resource & Support Manager, Julia Stankova, completing need NWD training. In addition, we are moving forward with another partnership with NWD for a procurement of resources.

Looking Ahead – Next Quarter

- Assisting Director of Education and Engagement with Camp Bruce McCoy administrative tasks including completing all background checks on camp staff/counselors. I will attend camp in person on 5/20.
- Reviewing BIRN deliverables to ensure completing by end of fiscal year.
- Continuing to build relationship with new DARS Director Amy Loving

- Community Resource & Support Manager, Julia Stankova, will be completing CBIS training/certification in May.
- Assisting with onboarding and training of new staff, Amanda Ciejek.

Education & Engagement Director's Report – Amy Smith

- 3 purchases of the online course “Virginia Brain Injury Professional Certificate Course”, \$508.86 payout in Q3
- 2 purchases of online course “Navigating After a Brain Injury”, \$47.94 payout in Q3
- Amy presented at Central Virginia EMS Expo on 3/1/2025
- Madison & Amy exhibited at RVA Disability Expo in January with over 250 attendees
- Continued year 5 of Screen & Intervene Brain Injury Screening Project (in collaboration with VDH) on 10/1/2024. In Q3:
 - 20 staff at partnered agencies completed BIAV online training course “Brain Injury and Domestic Violence”
 - Partnered organizations reported 58 HITS brain injury screenings to VDH
 - State funded BI programs completed IPV screenings with clients
 - 2 new DV organizations partnered with BIAV on this project
 - Held one regional engagement meeting in January 2025 with Screen & Intervene project partners in Richmond
 - All state funded BI programs (alliance members) have now agreed to screen case management clients for intimate partner violence as part of reciprocal screening
 - 4 ECHO sessions with outside subject matter experts as speakers were held in February and March – 76 active participants, 66 attendees over all sessions
- Madison hosted 3 advisory group meetings for PWBI, caregivers, and professionals
- Continued Camp Bruce McCoy 2025 planning process
 - Student intern from Lynchburg University helping with Camp admin duties
 - Camper and counselor applications released
 - Vendors engaged
 - Supplies needs list posted on Amazon Wish List in December, have received \$737.07 in donations as of 3/31/2025.

Looking Ahead – Next Quarter

- 1 more advisory group meeting is planned
- 1 webinar for families and 1 webinar for professionals planned
- 3 wellness events planned
- Evaluation and updates of existing online courses is ongoing
 - VBIPCC and Navigating BI courses updates have been finished
- Amy eligible to become CBIST in July
- Looking for other exhibition, outreach, and presentation/education opportunities
- Contract with DARS to provide BI training to CSBs – trainings will take place in Q4
- Camp Bruce McCoy
 - May 18-24, 68 campers are registered for one week
- VDH

- Renewing contracts with Screen & Intervene Project partners, pursuing new contracts
- Continued onboarding new community partners and training them to do brain injury screenings

Grants Administrator's Report – Victoria Kercado

- Completed Salesforce training in March, I continue Salesforce education by attending a local Salesforce group in Richmond on a quarterly basis.
- Successfully trained Nabila Noori, BIAV's Office Administrator/Events Coordinator on how to use Salesforce. Continue to train her as needed.
- Monitoring, keeping track and maintaining BIAV's memberships and donations since the changes in staffing. Making sure donors and members are acknowledged or reminded of expiring memberships.
- Mapped out BIAV systems as it relates to our Development processes. Gained access to these accounts on an administrative level to help BIAV organize our systems.
- Investigated all the ways money comes into BIAV whether through our website or marketing platforms. Prepared documentation like quick guides and how-to's for the organization.
- Continue to meet with RCG on a monthly basis to go over grants and budgeting items.
- Continue to work on monthly audits for I&R to be sure we are storing accurate data/ information in our system.

Feedback from I&R survey last quarter, shout out to Julia!

A **person with brain injury** said "Very caring person and listening to understand, Julia was!!!
Thank you!!"

Looking Ahead – Next Quarter

- I hope to map out more system processes in other departments of BIAV.
- Gain a better understanding of BIAV's budget by continuing to work closely with RCG and the BIAV team.
- Utilize Salesforce more for development purposes. Create contact lists for marketing campaigns in hopes to increase revenue in membership and donations.
- Support staff in seeking out opportunities to make educational courses more visible to people who inquire through I&R. Support staff in implementation by using Salesforce, our website and social media to market our courses.
- Train the new Community Outreach Coordinator in Salesforce and other systems as needed.