

**BIAV Board of Directors
Meeting
August 15, 2026, 9:30am**

Next Board Meeting: November 7, 2026 – 9:30am

Organizational Reports

Executive Director's Report – Dan Reeves

BIAV ended the fiscal year in a flurry of activity. The Virginia General Assembly, which typically determines the State budget in March, did not do so until the last days of June. This caused a pause in normal, yearly activities and included the need for a provisional budget which was passed at our last meeting. The good news is that new money for brain injury was included in the Virginia State Budget totaling an **additional \$1.5m**. Half of that is for workforce retention and the other half for strengthening and expanding the services provided across the care network.

The Virginia Alliance of Brain Injury Service Providers (VABISP), our key legislative partner, and BIAV sent recommendations to DARS to specify how those funds will be divided across the network. The recommendation included **\$77,000 for Strengthening/Expanding BIAV's services**, and **\$57,000 for BIAV's workforce retention**. That recommendation, with approval from DARS, will add \$134,000 to our budget in this year, and will be included in subsequent years' funding from the state.

The new money is good news for BIAV. We will be able to keep our staff and grow our work. There are some challenges regarding the timing of these funds' availability. Two complicating factors were: 1) DARS did not finalize contracts with providers before the end of the fiscal year. BIAV, only last week, was able to sign the next DARS contract. 2) That contract included a near-flat amount since the newly allocated funds have not been finalized. I will submit a revised and final budget once these funds are finalized. BIAV will have less time to spend those funds due to the late timing of both the State budget and new funds allocation.

One highlight of FY26 is the partnership and shared legislative work with the VABISP. Together, we make a united front for brain injury, and are well-respected at the General Assembly. Our newly introduced advocacy platform, VoterVoice, played a key role in getting the message out to legislators. This system will also increase the capabilities of the brain injury care network significantly going forward.

BIAV staff participated in several strategic planning sessions in the final quarter of the year. Along with insight from a recently released JMU/DARS contracted VA Brain Injury needs assessment, our legislative agenda with VABISP, and staff insights and leadership, I am presenting BIAV's next 3-year Strategic Plan. Key areas of focus are: continuing growth for our key contract deliverables and service, a focus on becoming, ever more, the Front Door for brain injury in Virginia, and finding new ways to understand the impact of brain injury in VA. These are all key take-aways from the Needs Assessment. This also dovetails nicely with our recent engagement campaign. In a sense, we were already focused on becoming a better Front Door prior to the findings of this important report. The report confirms our focus is well-placed.

BIAV secured the help of a Fractional Development Director, Mike Greer, who is with More Than Giving Company. The focus of this work will be to widen the pipeline of donors and sponsors for our golf tournament, Camp Bruce McCoy, increase our individual donations, and memberships. Our budget allows for 3 months of work with Mike. As new funds are realized, I would like to extend that time which will be important for maturing our development work.

Treasurer's Report to the Board – Daniel Klyce

FY26-Q4 Financial Position

Assets as of June 30, 2026

- Total Operating: \$177,627.76
- Total Investment: \$300,784.39, or 1.53% growth over FY26-Q3
- Total Assets: \$794,286.67 which is **\$72,687.44 less (9%)** than this period last year

Income (Year-to-Date)

- Finished Q4 with net operating revenue of **(\$63,729.56)**
- Total income (year-to-date) is \$1,110,487.32 which is 98.3% compared to budget
 - Total restricted income (grants/contracts) is \$942,696.12, which is 101.8% of budget
 - Total unrestricted revenue is \$164,778.78 which is 82.9% compared to budget:

	Actual \$ (% Budget)			
Unrestricted Revenue	FY26-Q1	FY26-Q2	FY26-Q3	FY26-Q4
Donations	\$8,580 (86%)	\$32,264 (161%)	\$37,543 (125%)	\$41,941 (105%)
Sponsorships/Exhibits	\$27,183 (136%)	\$54,408 (121%)	\$60,408 (98%)	\$70,873 (82%)
Event Registration	\$10,599 (132%)	\$12,506 (78%)	\$15,300 (96%)	\$33,060 (92%)
Membership Dues	\$11,635 (289%)	\$12,450 (154%)	\$12,585 (104%)	\$12,855 (80%)
Total	\$61,698 (131%)	\$116,753 (118%)	\$131,211 (97%)	\$164,779 (83%)

Expense (Year-to-Date)

- Total expenditures (year-to-date) is \$1,174,216.88 which is 103.9% compared to budget:

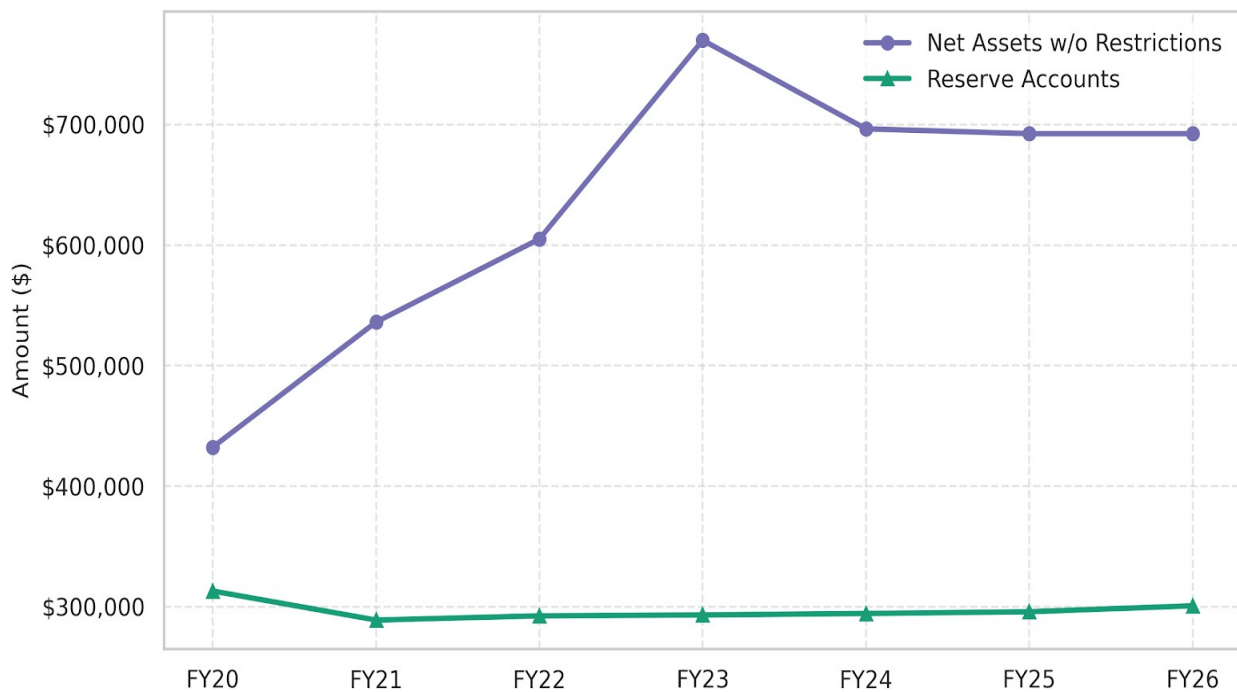
	Actual \$ (% Budget)			
Expenses	FY26-Q1	FY26-Q2	FY26-Q3	FY26-Q4
Salaries	\$133,022 (95%)	\$280,114 (99%)	\$430,945 (102%)	\$588,912 (105%)
Benefits	\$15,379 (77%)	\$32,055 (80%)	\$49,239 (82%)	\$66,146 (83%)
Organizational Expenses	\$5,480 (109%)	\$11,295 (117%)	\$13,952 (97%)	\$19,230 (101%)
Professional Fees	\$33,654 (67%)	\$56,945 (66%)	\$92,096 (76%)	\$141,093 (90%)
Travel	\$92 (4%)	\$6,727 (125%)	\$8,128 (107%)	\$9,361 (89%)
Total	\$241,015 (84%)	\$499,184 (87%)	\$833,501 (98%)	\$1,174,216

Notes

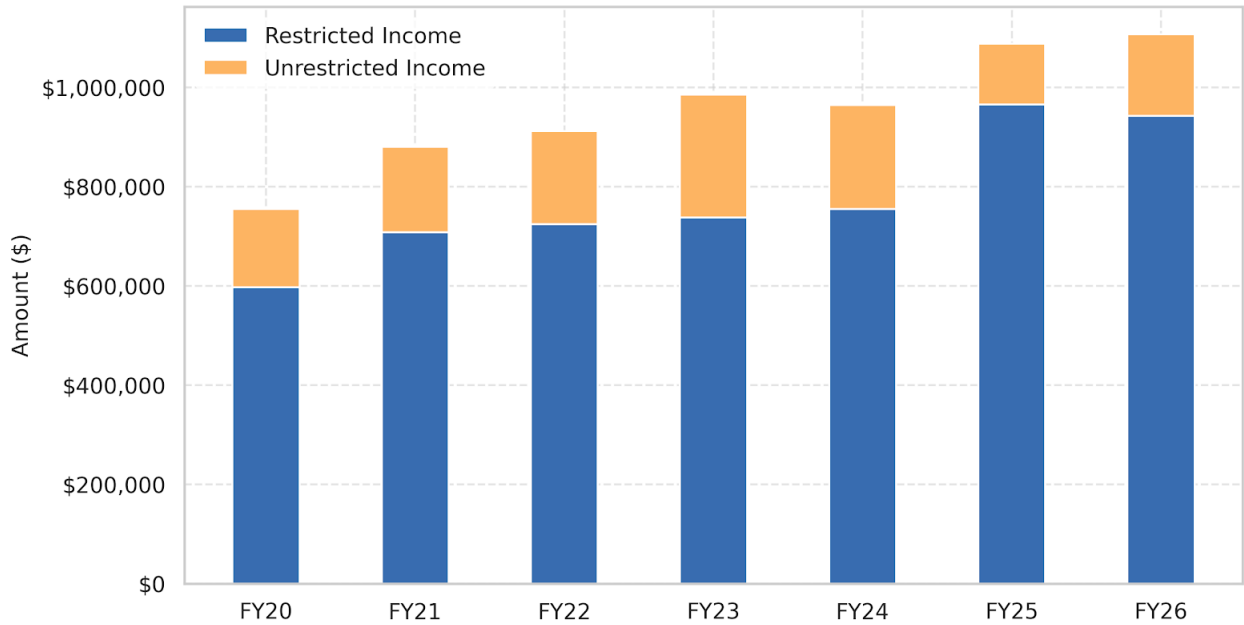
- Notable items or variances in YTD budget
 - Income
 - Event Registrations – CAMP: \$27,060 (90%)
 - Scholarships / Stipends: (\$8,950) (90%)
 - Membership Dues: \$12,855 (80%)
 - Expenses
 - Site Rentals: \$69,010 (431%)
 - Bank Service Charges: \$4,360 (174%)
 - Public Relations/Marketing – Development: \$86.6K (866%)

End of FY Financial Trends (FY20-FY26)

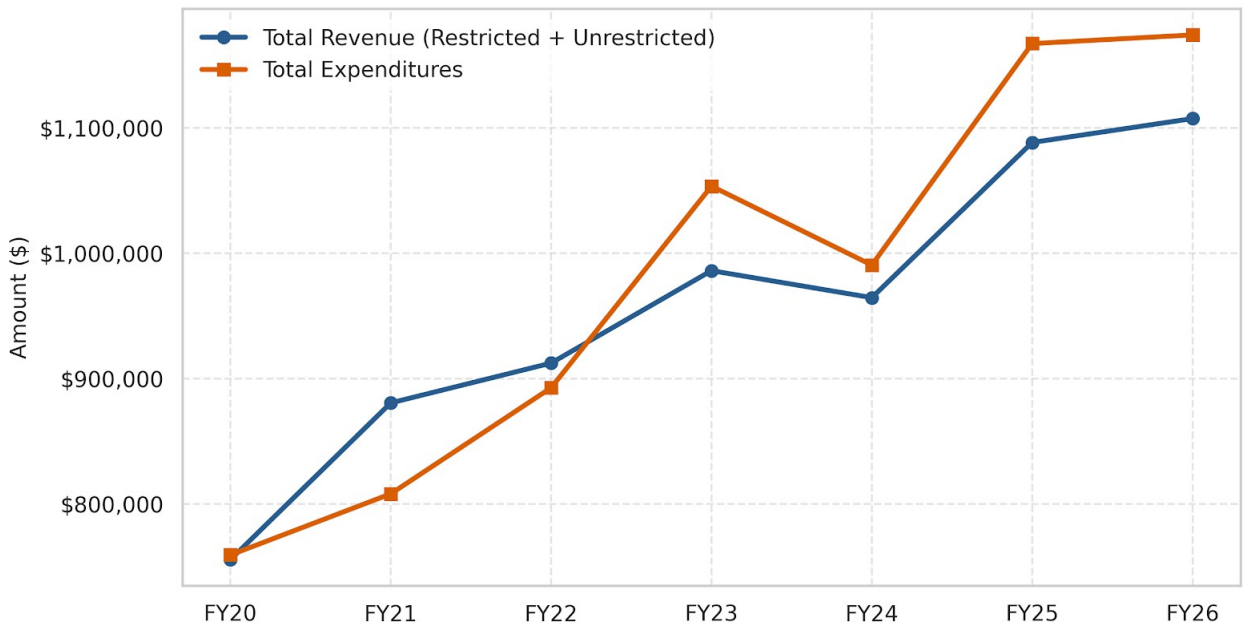
Financial Position: Reserves & Net Assets

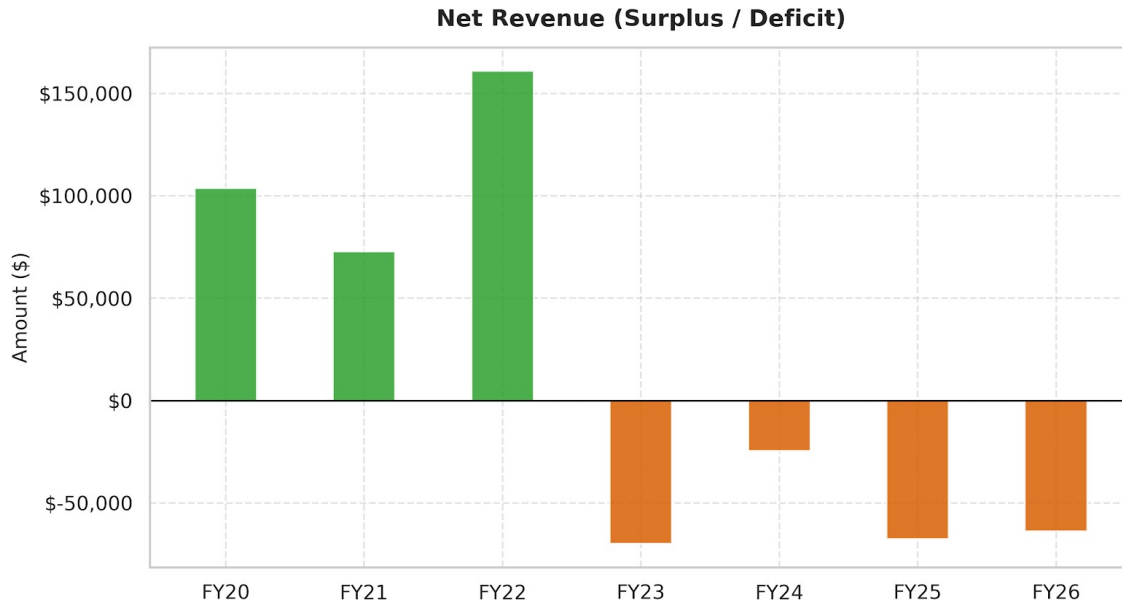


Income Breakdown (Restricted vs. Unrestricted)



Total Revenue vs. Total Expenditures





Respectfully submitted to the Board of Directors,



Daniel W. Klyce, PhD, ABPP
Treasurer, Brain Injury Association of Virginia

Program Director's Report – Megan Ingram
4th Quarter Update:

- I&R: Information and Referral (I&R) requests continued to show growth in the fourth quarter with a 12% increase over Q3. This capped off a remarkable year of growth, with total I&R volume surging 51.1% from FY25 (605) to FY26 (914).
- To better support our community, we developed two new resources in Q4: Understanding Grief after Brain Injury and The Impact of Brain Injury on Marriage.
- Professional Development - Julia and Amanda completed professional development training on NASHIA's Moody Brain Injury Resource Facilitation Implementation Guide on May 6 to ensure continued excellence in service delivery.
- To increase public awareness, we hosted an information table at the Caregiver Support Program Caregiver & Family Resource Fair in May, directly connecting with 91 caregivers and family members.

THE VOICE OF BRAIN INJURY

- VCU/CNI Grant partnership continues to move forward where we are assisting their research on addressing discrimination in access to care to achieve equitable health outcomes for individuals with traumatic brain injury. Virtual and in-person focus group interviews continued in Q4 and have been going very well. Megan continues to assist with distribution of participant gift cards via Tango. Julia and Megan completed additional training with VCU staff and will begin facilitating 2-4 focus groups a month.
- Continued year 6 partnership with VDH focusing on screening the domestic violence population for brain injury and building the skills of professionals working in the field to intervene with brain injury supports. A key highlight of Q4 was our 4-part ECHO virtual learning sessions. We received compliments from partners and VDH on speaker and topic selection.
- Megan, Amy and Amanda continued working collaboratively to create monthly e-newsletter.
- Continuing to build relationship with new DARS Director Amy Loving – meeting with Amy monthly.

Looking Ahead – Next Quarter

- Completing DARS Annual Report
- Assisting team with planning of Legislative Retreat, RABA and Golf
- Support I&R team during continued implementation of RO campaign

Education & Engagement Director's Report – Amy Smith**Q4 Summary**

Camp Bruce McCoy: Successfully hosted **69 adult campers** with brain injuries, supported by over 50 staff members. Financial accessibility was prioritized through **27 BIDS scholarships** and funding partnerships with DARS for Virginia Lifespan Respite Vouchers.

Education & Professional Development: Delivered specialized Brain Injury 101 training across key regional systems (APS, DSS, CSB, Valley Health, and local law enforcement). Hosted two VCU Occupational Therapy doctoral students, adding **1,120 high-value project hours** to operations.

Public Engagement & Outreach: The Red Orange social media campaign reached **>100,000 individuals**, while targeted Google Ads drove **>80,000 website visits**. Continued our active referral pathway with Sheltering Arms Institute via Unite Us (55 referrals received).

State & Partner Initiatives (VDH): Advanced Year 6 of the *Screen & Intervene* project in partnership with VDH, capturing 48 HITS brain injury screenings and expanding specialized domestic violence/intimate partner violence training across partner agencies.

Status Update – FY26 Q4**Camp Bruce McCoy:**

THE VOICE OF BRAIN INJURY

- 69 adult campers with brain injury served during Camp Bruce McCoy, over 50 camp staff supported this effort.
- BIDS scholarships offered to 27 campers
- Partnered with DARS to offer assistance from Virginia Lifespan Respite Voucher Program to 5 campers

Education:

- Delivered virtual Brain Injury 101 training for Frederick County Adult Protective Services (APS) workers, Winchester Department of Social Services (DSS), Northwestern Community Services Board (CSB), Valley Health Hospital System, and local law enforcement.
- 2 VCU Occupational Therapy OTD Students completed 560 hour Capstone Projects with BIAV, for a total of 1120 student hours for 2026
- Spoke at SAI Aphasia Support Group to provide attendees with information about Brain Injury Basics and Brain Injury Resources around Virginia.
- 2 purchases of Online Course "Virginia Brain Injury Professionals Certificate Course"

Engagement:

- Red Orange Campaign achieved a reach exceeding 100,000 individuals on social media, and Google Ads campaign drove more than 80,000 website visits.
- Guest lecture by BIAV Speakers Bureau member for Longwood University's CSDS 460 (Organic Disorders) class.
- 55 referrals received from Sheltering Arms Institute on Unite Us, 20 referrals contacted

VDH:

- Continued year 6 of Screen & Intervene Brain Injury Screening Project (in collaboration with VDH).
- Staff at partnered agencies completed BIAV online training course "Brain Injury and Domestic Violence"
- Partnered organizations reported 48 HITS brain injury screenings to VDH
- State funded BI programs completed IPV screenings with clients

Looking Ahead – Next Quarter

- Amy speaking for Crossroads CSB Crisis Intervention Team Training, VCU Trauma Center Injury prevention team, and SAI Bon Air Team
- Amanda obtaining CBIS certification, Amy maintaining CBIST certification
- Fall Wellness Series in the works
- Speaker's Bureau member will speak at Golf Tournament
- Multiple engagement events lined up through SAI, Friendship Circle, etc.
- Evaluation and updates of existing online courses is ongoing, expanding course offerings
- Looking for other exhibition, outreach, and presentation/education opportunities

Director of Operations Report – Victoria Kercado**Status Update for Last Quarter**

- Development- The BIAV team brainstormed ideas for a new membership process. Next quarter there will be more work to finalize this process with the help of Mike Greer.
- Operations- The Operations Team finished updating the board governance policy. Final edits will likely be made next quarter. We will then begin working on the BIAV policy updates next quarter.
- Events- BIAV has officially kicked off planning for our golf tournament. This event is scheduled for October 12th at Salisbury Country Club. We have been reaching out to previous sponsors and players. A save the date was emailed out as well as added to our e-newsletter.

Looking Ahead – Next Quarter

- Development- We hope to finalize the new membership package and make the necessary updates on our website. We hope once these updates are made we can then start promoting our membership packages more via our e-newsletter as well as social media.
- Operations- The Operations Team has started reviewing and making edits to the policy and procedure manual.
- Events- Since golf planning has taken off, we have secured 3 sponsors so far. One being a title sponsor MoveDocs who is very excited to sponsor this event. The goal this quarter is to work closely with Mike Greer in hopes to get this event in front of new sponsors.

Feedback from I&R survey last quarter

Feedback from people with brain injuries:

“Thank you for the information and support. The interaction was helpful and provided useful resources regarding employment, benefits, and brain injury recovery.”