BRAIN INJURY ASSOCIATION OF VIRGINIA

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THE VOICE OF BRAIN INJURY

Executive Summary

Board of Directors Meeting • November 7, 2026 • Q1 FY2027 (July–September 2026)

BIAV ended the quarter on stronger financial footing, with new state funding, a well-received DARS audit and professional fundraising support.

$134K
New DARS funding
signed Sept 30; ~$19K more due

$19,011
Golf net for Camp
$36,970 gross; down 5.7% vs. 2025

235
Info & Referral requests
steady vs. 236 a year ago

167
Professionals trained
law enforcement to clinical staff

Q1 AT A GLANCE

- **DARS audit:** the September 22–23 in-person review drew positive feedback for staff and accounting partner Brandon Miles.
- **New DARS funds at work:** $57,000 for workforce retention and $77,000 for expansion, with a spending plan covering staff health premiums, a website redesign and outreach advertising.
- **Golf tournament:** revenue held flat at about $37,000; a $1,171 rise in the country club bill explains nearly all of the dip in net.
- **National reach:** BIAV's RedOrange outreach campaign is being packaged for other Brain Injury Association of America affiliates.

HIGHLIGHTS BY AREA

Development
Fractional fundraiser Mike Greer built a 205-company sponsorship pipeline. Golf sponsorships hit $20,760, just above 2025 but short of the $30K stretch goal. His hours drop from ~30 to 20 a month after October.

Programs
Year 6 of the VDH domestic violence screening project closed with two regional meetups and 46 brain injury screenings; Year 7 aims to add 8 partner agencies. VCU/CNI research partnership continues.

Operations & staff
Policies & procedures manual is nearly final; Clarkson David financial audit underway. Jessica Bell moved to full time; Amanda Ciejek promoted to Engagement & Marketing Manager.

Year-end giving
"A Place to Turn" launches before Thanksgiving, with tailored messages for current, lapsed and new donors. Membership is now two tiers: business $250, individual/professional $50.

Education & outreach
Trainings reached CIT officers, Sheltering Arms and The Virginia Home. RedOrange digital ads drove 150 Meta conversions; 53 referrals came from Sheltering Arms via Unite Us.

Advocacy
Hosted the July 30 VABISP retreat and advised DARS on distributing $167,062 in remaining state funds. Drafting 2027 General Assembly priorities on housing and service funding.

TREASURER'S SUMMARY

Daniel Klyce, Treasurer • Q1 FY2027 year-to-date

BIAV remains financially stable: revenue and spending are tracking close to budget, with a $27,017 operating surplus against a budgeted $23,075.

$313,638
Revenue 91% of budget

$286,621
Expenses 89% of budget

$19,569
Net revenue 85% of budget

$528,079
Net assets total assets $764,445

- **Ahead of budget:** donations at 122% and event registration at 126%.
- **Watching:** sponsorships at 79% and membership dues at 5% of budget; professional fees at 110% from consulting and accounting costs.
- **Year over year:** total assets down 10.5% from $854,155, mainly from grant receivable timing and investment values.