

Brain Injury Services

# FY18 Annual Report



BRAIN INJURY  
SERVICES

**Our mission** is to help children and adults with a brain injury build the skills and confidence they need to live a fulfilling and productive life.

**Our vision** is a community where every person touched by brain injury pursues their vision of a fulfilling life.

**No brain injury is too mild to ignore, or too severe to lose hope.**



## Letter from the Executive Director

### 2018 Board of Directors

Kendel A. Paulsen, MA, BCC  
Purpose Driven Life Coach, LLC  
Board President

Catherine Thomas  
Board Vice-President

Benjamin J. Trichilo  
McCandlish Lillard  
Board Secretary

John Quigley  
Father of survivor  
Treasurer

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Virginia House of Delegates,  
Amec Foster Wheeler

Chris Carr  
Zeman and Petterson, PLLC

Tom Ciolkosz  
Atlantic Union Bank

Rick Ferraro  
Iron Peak Alliance, LLC

Elizabeth Gray  
McCandlish Miller

Janey Nodeen  
Burke Consortium

Chris Speer  
Business Coach and Consultant

George Wilson  
ECS Federal, Inc.

**We are excited to present our FY18 annual report.** Brain Injury Services has served over 600 clients and their families this fiscal year. Our goal is to provide person-centered resources, therapies, groups and services to the many individuals and families seeking help after a brain injury.

Brain Injury Services' clients continue to thrive because of the financial support of our partnerships and because of individual supporters like you.

Thank you for believing in our mission and helping us make it a reality.

Sincerely,

Denise Hyater, MA, CHES, MBA  
Executive Director

# Who is affected by brain injury?



**100,000 children and adults in Northern Virginia have sustained a brain injury, stroke or concussion**  
(Brain Injury Association of Virginia)



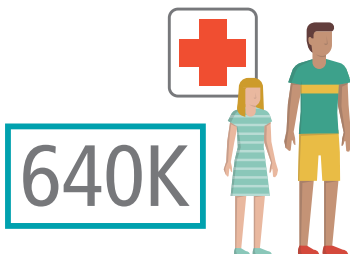
**Nearly 220,000 Virginians will experience a stroke this year**  
(Brain Injury Association of Virginia)



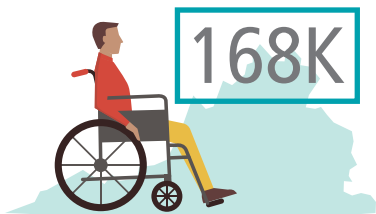
**Nationwide, 2.7 million traumatic brain injuries required emergency room visits**  
(Centers for Disease Control and Prevention)



**More than 61% of children with moderate-to-severe TBI experience a disability**  
(Centers for Disease Control and Prevention)



**Among children aged 14 and younger, traumatic brain injury contributed to nearly 640,000 emergency room visits**  
(Centers for Disease Control and Prevention)



**More than 168,000 Virginians are disabled as a result of a traumatic brain injury**  
(Centers for Disease Control and Prevention)

The journey for a survivor is filled with hope and possibility. Brain Injury Services empowers and supports survivors, providing innovative programs to assist children, adults and veterans with a brain injury to build the skills and confidence they need to lead fulfilling and productive lives.

## About brain injury

An **acquired brain injury** is an injury to the brain, which is not hereditary, congenital, degenerative, or induced by birth trauma. An acquired brain injury is an injury to the brain that has occurred after birth. Causes of ABI include:

- stroke
- near drowning
- aneurysm
- tumor
- infectious disease that affect the brain (i.e., meningitis)
- lack of oxygen supply to the brain (i.e., heart attack)

A **traumatic brain injury** (TBI) is defined as an alteration in brain function, or other evidence of brain pathology, caused by an external force. Causes of a TBI include:

- assaults
- motor vehicle accidents
- sports injuries

Source: Brain Injury Association of America

**Whatever the cause, a brain injury has a life-altering impact. Understanding the signs and where to seek help is important. Raising awareness and funds to provide much needed services to neighbors in our community is critical.**

## Who we are

Since 1989, Brain Injury Services has been offering innovative programs and services to a diverse community of brain injury survivors in Northern Virginia. We serve residents in 18 counties, making a real impact in people's journey to recovery.



## Our philosophy: No two people are alike

**The severity of a brain injury and the type of brain injury can make a difference in a person's recovery.**

Our role is to help determine the needs and priorities of children and adults, designing a plan that increases self-sufficiency and self-confidence. Our person-centered approach helps children, adults and their families make informed choices to achieve their goals.

The process of giving control back to the individual and their family allows them to determine their needs and priorities. It increases self-sufficiency, self-esteem, and it improves their chances of rebuilding their new life.

We support our clients on many levels by helping them to: discover new skills, prepare for social situations, provide a place to conquer fears, and overcome physical challenges while making new friends through the process.

To assume that every client fits a predetermined pattern of needs, wants, and goals, is to undermine the success of intervention before it begins.

# Our programs

**ADAPT Clubhouse** Gives members the opportunity to practice and develop important life skills in a supportive, work-ordered environment.

**Adult Case Management** Individuals are served through a community-based case management system that supports person-centered planning and a survivor-directed approach.

**Assistive Technology and Cognitive Rehabilitation Services** Address the complex cognitive and physical challenges associated with brain injury through innovative interventions and cutting edge technologies.

**Counseling Services** Short-term, goal directed counseling services for clients and their caregivers.

**Fredericksburg Community Services** A day program that serves clients individually and in groups with the goal of increasing their integration into the community.

**Pediatric Case Management** Comprehensive services that are family centered and allow children with brain injuries to maximize their capabilities and achieve personal success at school and in their community.

**Vocational Programs** Provides assistance with setting suitable volunteer and employment goals, finding and keeping a paid volunteer job, and thriving at work using the long-standing supported employment model.

**Volunteering** Individualized services that facilitate success in accomplishing goals and finding productive activities in the community including TJK, Speaker's Bureau, PALS, and Person-Centered Volunteering.

## Our impact by the numbers...

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605

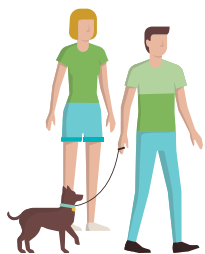
survivors of brain injury, stroke or concussion were served this year



1 in 5

survivors are children served along with their families through our pediatric case management program

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88%

of adult clients achieved their goals



80%

of pediatric clients achieved their goals

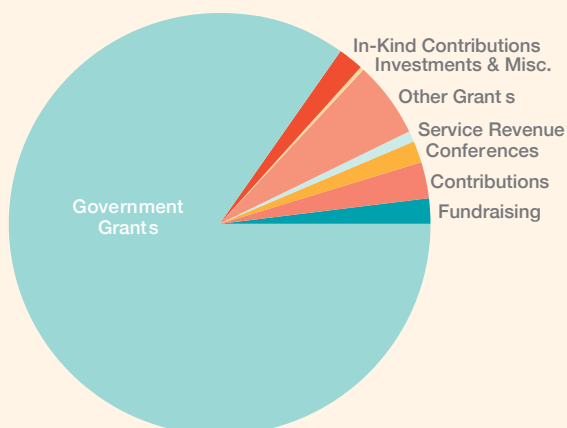
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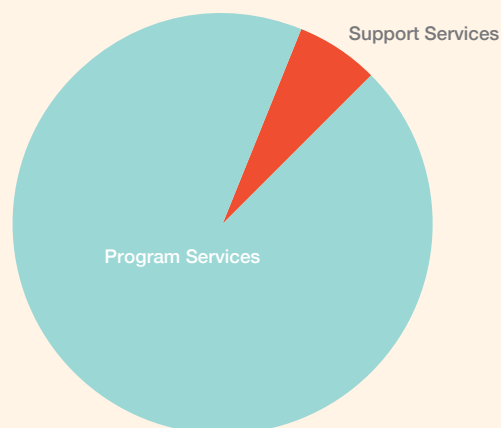
# Financial Summary

Statement of Activities for the Year Ended June 30, 2018

## WHERE OUR DOLLARS CAME FROM (IN THOUSANDS OF DOLLARS)



## WHERE OUR DOLLARS WENT (IN THOUSANDS OF DOLLARS)



## STATEMENTS OF ACTIVITIES FOR THE YEARS ENDED JUNE 30, 2018

### Unrestricted Net Assets

#### Support and Revenue

Conferences	\$47,257
Contributions	\$84,761
Fundraising	\$57,527
Government Grants	\$2,587,109
In-kind Contributions	\$57,610
Investments	\$2,751
Miscellaneous	\$422
Other Grants	\$175,698
Service Revenue	\$24,064

**TOTAL REVENUE** \$3,037,199

Net Assets Released from Restrictions \$ —

**TOTAL** \$3,037,199

#### Expenses

Program Services	\$2,719,824
Support Services	\$182,616

**TOTAL EXPENSES** \$2,902,440

Increase (Decrease) in Unrestricted Net Assets \$134,759

#### Temporarily Restricted Net Assets

Revenue	\$ —
Net Assets Released from Restrictions	\$ —

Increase (Decrease) in Temporarily Restricted Net Assets \$ —

**Total Increase (Decrease) in Net Assets** \$134,759



A large, detailed telescope is positioned on the right side of the page, angled towards the top right. It has a long, silver-colored barrel with various adjustment knobs and a black eyepiece. The background is a soft, out-of-focus orange and yellow gradient.

## Support the cause. Join our community.

**B**rain Injury Services is in the business of relationships. It is the foundation by which we accomplish our core mission — helping survivors live their best lives. Whether it is cultivating partnerships that enrich programs and services for our survivors, forging a trusting rapport with our donors or engaging with corporate giving programs, the common thread is connecting over a shared purpose.

Our volunteers and corporate partners serve as the cornerstone of our mission. They embrace opportunities to give back and truly inspire us with their passion to support the work that we do for brain injury survivors. Please consider joining us and supporting our community:

### Individuals:

- **Become a monthly sustainer** with an automatic recurring donation to the programs that help survivors live their best lives.
- Share the gifts of time and friendship with a survivor of a brain injury
- Volunteer your time by sharing skills and expertise with Brain Injury Services
- Connect Brain Injury Services to your corporate connections through its corporate giving program and/or corporate matching programs
- Make a one-time donation or contribute yearly to our annual campaign
- Charitable shopping via Amazon Smile and the BIS Swag store at [bis.threadless.com](https://bis.threadless.com)
- **Donate** your vehicle, boat, or motorcycle

### Corporations:

- **Become a corporate partner or a sponsor** at one of our signature events, such as the **golf tournament** or **annual reception**
- Become a **monthly sustainer or annual donor**
- Employ a brain injury survivor
- Provide volunteers for programs and events
- Join our Board of Directors

We welcome the opportunity to learn more about your interest in getting involved. Please contact us at 703-451-8881.

# Donors and Community Partners

## Corporate Partner

\$25,000

Access National Bank

## Super Circle

\$5,000 and up

EIG Management Co, LLC

Tom and Janey Nodeen

Kendel Paulsen

Perry Charnoff PLLC

TeraThink Corporation

George Wilson

## Benefactor

\$1,000-4,999

AR Services

ASRC

DeChristopher Brokerage, Inc.

Earl Durant

Richard Ferraro

Alecia Fowler

Joan Frankhauser

Thomas Garver

David Gilbertson

Heery International Foundation, Inc.

Heritage Contracting

Jennifer Johnson

Bud Klussendorf

McCandlish & Lillard

Robert New

JoAnn Perry

Edmund R. Schroeder

Michael Stagnitta

SunTrust Bank

Dollena Woodward

## Friends Circle

\$500-999

Ben Ayanian

Wayne Bardsley

Andrew Bicocchi

C. Stuart Callison

Blake Dumais

John Fennig

Nicole Gilbert

Ellen Hackler

Tamara Hervey

C. H. Hood

Hee Lee

Lighten Up! Organizers

Gregg Modesitt

Lee Nathanson

Neuropsychology of Northern Virginia - Dr. Hebda

Pagnato-Karp Group

Karla Pudleiner

Joseph Radford Jr.

Greg Rooker

Howard Schneider

St. Katherines Greek Orthodox Church

Kirk Taylor

Joanne Young

Wellborn Management

## Patron

\$200-499

Jennifer Adams

Adaptive Swim

American School of Professional

Psychology, NVA

Anthony Appraisers

Ray Audet

Bertram & Amell

Marilynn Borkowski

Carolyn Carter

Sung H. Choi

Gaye Cohen

James Davenport

Susan Fox

Cynthia Furman

GCSI

Greenlief & Moffet PLC

Luann Hanley

Mike Herrmann

Stephen Hollister

JM Smith Foundation

Carl Josefson

Katherine Kline

Mary Jane Lackey

Ann Layton

Robert MacKichan

Megan McNair

Helen McNeill

Murray, Jonson, White & Associates, LTD,  
P.C.

Gerald A. Novack

Farhang Obohhat

John O'Brien

Ronald Oppenheimer

David Paik

Kent Reeves

James Rist

Gerard Rogers

Kianosh Sadeghian

Christopher Speer

Tim Sweeney

Hugh Taylor

True Survivors

Barbara Williams

Phyllis Williamson

## Friend

\$100-199

American School of Professional  
Psychology, NVA

Ashok Arora

Abbey Ayanian

Debra Ayanian

Howard Bateman

Alan Berard

Elizabeth Blevins

Donald Bosic

Bridle Paths

Meg Brouwer

Tina Boyd

Allan Brown

David Bulova

Ann Cislo

Marie Colturi

Matthew Connors

Andrea M. Corcoran

Christine Crosby

Joan Delcoco

Susan DuBois

Leslie Dupree

Victoria Marie Esposito

Robin Fenberg

Karen Finkel

Doris M. Forry

Earl Forsythe

Mary Ellen Freesland

Samantha Fuller

Amy Greer

Paul Gross

Voeun Hem

Dora Hoffmann

Eric Holdsworth

Amanda Holsinger-Jenkins

Mary Beth Ireland

James Jelinek

Andrew Katz-Moses

Kay Kehoe

Charles Kipp

Robert Kraft

Patricia R Latta

Paula Levin-Alcorn

Christine Lombardo

Nicholas Losurdo

Mary E. Lothschuetz

Luby's Fuddruckers Restaurants, LLC

Chris Mayer

Brian McCarthy

Lisa McCarthy

Roger McCleskey

Christopher Menconi

Mary Montesano

Arun Nair

Adil Nowsherwan

Ralph Owen

Patricia Parr

Jenny Pohlman

William Purcell

Bertha Ramlow

Mary Ellen Raymond

Gayle Reid

Kristen Reilly

Donald Rice

Martin Richman

Monique Robinson

Caroline Sanchez

Ruth Sando

Sherry K. Sandt

Nancy Scott

Barbara Seva

Jenn Stofferahn

Stephen Stork

Thomas Stumm

Carole Thomas

Catherine Thomas

John Thyen

William Thyen

Anne Tonks

Carlos Villanueva

Virginia Department for Aging &  
Rehabilitative Services

Donna Waybright

Tom Weston

Kathy Wilbur

Eileen Wilkerson

Kalen Winter

## Supporter

\$50-99

Mark Abramson

Suzy Antoun

Barbara Armistead

Elizabeth Armstrong

Maurice Axelrad

Andrew Bremer

Jonathan M. Bridges

Rita Bubniak

Carahsoft Technology Corporation

Naina Chernoff

Kelle Connolly

Karen Cook

Dr. Emily Caster

Katherine Durst

Mary S. El

Sean Flint

Formed Families First

Majid Fotuhi

Barbara Frazier

Jamie Furman

Lynn Gallagher

Carmelita Gamallo

Groves Hardware, LLC

Nicole Gustavson

Wendy C. Hamnett

Suzanne Harchik

Thomas Herman

Sally Hottle

Joann Jago

Charles Kemp

Karen Lathrop

Jennifer LeCompte

Tony Lodato

Lara Malakoff

Jackie Miller

Jayne Murphy

Arlene Neale

Brian Nelson

Thad Nicholson

Taneka Oliver

Melissa Paine

Lawrence Patent

Allan Pearson

Tracey Pearson

Lori Pettry

Brad Ritter

Elizabeth Rosso

James Rothrock

Gary Shopmeyer

William Schorr

Kathryn Scruggs

Carl Settlemyer

Diane Shofkom

Steve Tate

Barbara Tyeryar

Nestor Villanueva

Sue Ann Wallace

John Wheelock

Kent Wichman

Brent Williams

Robert Walls

## Contributor

\$25-49

Samson Abebe

Harold Addy

Nikki Arnold

Ascent HomeCare Concierge, LLC

Lora Bauckman-Moore

**"One day we hope to have the resources possible to care for everyone in our community who is in need and eligible. There are many ways to help us build innovative programs, technologies and research so that we can support every child and adult in Northern Virginia."**

**Denise Hyater, Executive Director**

Chris Blackburn  
Carolyn Sue Bowers  
Clifford Bowers  
Linda Braverman  
Jennifer Bruestle  
Bob Cerminaro  
Adriana Crawford  
Mary Davis  
Faith DeChristopher  
Carole Borgstrom Destefano  
Diana Dickson  
Jennifer DuBois  
Ingrid Dunn  
Marie Eckenrode  
Carol Erion  
Anna Falkenstein  
Joanne Ferrone  
Gwen Flanders  
John Frowert  
Donald Garner  
Cathryn Gekas  
Lou Gershenson  
Lotte Goldman  
Donald Grieco  
James Griffin  
Roger Griffith

Trish Halley  
David F. Hamnett  
Lynn Hardwick  
Holy Cow Burgers Fund  
Denise Hyater  
Anne Lustfeldt  
Glosia James  
Jennifer Julia-Simbulan  
JP Kilkenny  
Marie Koneczny  
Jeannie Krohn  
Jennifer Lacasse  
Tracy Leonard  
Karen Luffred  
Alicia Mack  
Joe Manous  
Cam McNair  
Josh Merkel  
Conrad Michels  
Frank Montgomery  
Kyle Nguyen  
Bertha O'Connor  
Derek A. O'Neal  
Brandon Patsos  
Michael Pettit  
Toni Popkin

Joanne Quirk  
Rosemary Rawlins  
Jo Anne Robertson  
Kimela Robbins  
James Robinson  
Suzanne Rouland  
Sulayman Saidykha  
Eleanor Sampey  
Holly Scavelli  
Judy Sherman  
Martha Shmokler  
The Sparo Corp  
Betty Thompson  
Richard Turner  
Westbriar Elementary  
Alfred Wilder  
Hans Williams  
Wines for Humanity

**Gifts in Kind**

Amanda Tyler  
Bob Evans  
Brain Matters  
DARS  
Denise Hyater  
Department of Social Services

Dr. Alec Lebedun  
Earl Durant, LPC  
Full Circle Neuropsychiatric Wellness Center  
Fusion Physical Therapy  
Good Shepherd Housing  
Hand and Stone Massage Therapy  
Helping Harmonies Music Therapy  
Home Works Painting  
INOVA Loudoun Hospital Pediatric and Adult Rehabilitation Center  
INOVA TSN  
Karen Luffred  
Kendel Paulsen  
Lake Ridge Nursery  
LEND  
Lighten Up  
Macy's  
Melodic Measures  
Om Float  
Salon Khouri  
Suzan Moore  
TCI  
Volunteer Alexandria  
Westridge Swim and Racquet Club

**Community Partners**





## BRAIN INJURY SERVICES

8136 Old Keene Mill Road, Suite B-102  
Springfield, VA 22152  
703.451.8881

[www.braininjurysvcs.org](http://www.braininjurysvcs.org)



BIS Swag Shop: [www.bis.threadless.com](http://www.bis.threadless.com)

Find us on social media!



Brain Injury Services is a 501(c)(3) non-profit organization supported by the generosity of donors and the general funds administered by the Department for Aging and Rehabilitative Services.