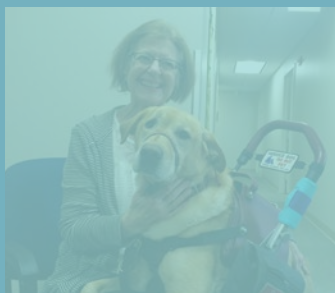


# Empowering Lives



**BRAIN INJURY  
SERVICES**

## MISSION

Empower those impacted by brain injury

## VISION

A community where every person touched by brain injury pursues their vision of a fulfilling life

## VALUES



Dream big and celebrate small steps



Focus on individual strengths and what can be done



Pursue improvement through knowledge, growth, and innovation



View creativity, humor, and fun as building blocks for excellence



Enlist the full bench of support and keep adding to it



Spread our passion; ignite theirs

# Our impact in 2019



**1,002**

Survivors of brain injury, stroke or concussion were served in 2019

**164**

## Consultations

provided to individuals with brain injuries, caregivers, providers and others in the community

**149**

## Outreaches

to share community impact and the work BIS does

**211**

## Individuals

received information and referrals for community resources



## Assistive Technology

**64**

clients served



## Counseling Services

**48**

clients served



## Supported Living Programs

**21**

clients served



## Day Programs

**59**

clients served

13 clients transitioned to a meaningful activity



## Vocational Program

**54**

clients placed in volunteer positions

18 clients served through supported employment



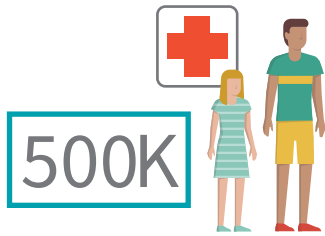
## Volunteer Programs

**65**

clients matched with volunteers

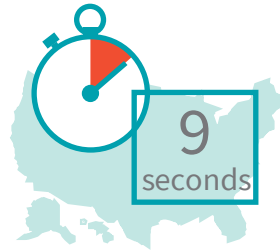
25 Speakers Bureau members

# Who is affected by brain injury?



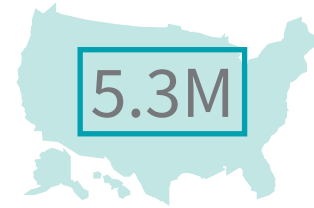
**Almost half a million kids are treated in an emergency department each year for traumatic brain injury, including concussion.**

(Centers for Disease Control and Prevention)



**Every 9 seconds, someone suffers a brain injury in the U.S.**

(Brain Injury Association of America)



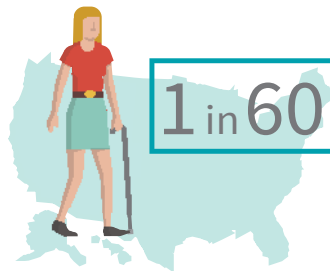
**5.3 million people are affected by brain injuries in the U.S. alone.**

(Brain Injury Association of America)



**Nearly 300,000 Virginians are disabled as a result of brain injury and stroke.**

(Brain Injury Association of America)



**One in sixty people live with a traumatic brain injury related disability in the United States.**

(Brain Injury Association of America)



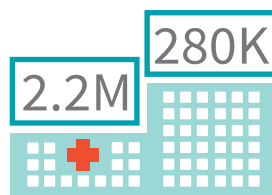
**40.5% of brain injuries are caused by slips, trips and falls.**

(Brain Injury Association of America)



**137 people die every day from a brain injury. 50,000 die each year from a brain injury.**

(Brain Injury Association of America)



**2.2 million people will be treated in an emergency room and 280,000 people will be hospitalized for a brain injury this year.**

(Brain Injury Association of America)



**3.5 million people are diagnosed with brain injuries in the United States each year.**

(Brain Injury Association of America)

**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 (hemorrhage, blood clot)
- tumor
- seizure
- electric shock
- drug overdose
- lack of oxygen (i.e., drowning, choking, hypoxic/anoxic injury)
- infectious disease that affect the brain (i.e., meningitis, encephalitis)
- toxic exposure/poisoning (i.e., carbon monoxide, lead exposure)
- metabolic disorders

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

- assaults, child/domestic abuse
- motor vehicle accidents
- sports injuries
- workplace injuries
- falls
- gunshot wounds
- Shaken Baby Syndrome
- military action

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.**



## 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.

**ComPASS** Our team of occupational therapists works with clients to build life skills through different therapy methods including assistive technology and cognitive rehabilitation. The goal is for clients to lead fulfilling lives and to be able to participate in activities that are important to them.

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

**Fredericksburg Community Services** A day program that serves clients in groups and individually 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.

**Veterans Integration Program (VIP)** Specialized programs and services intended to work alongside other veteran services that may already be in place.

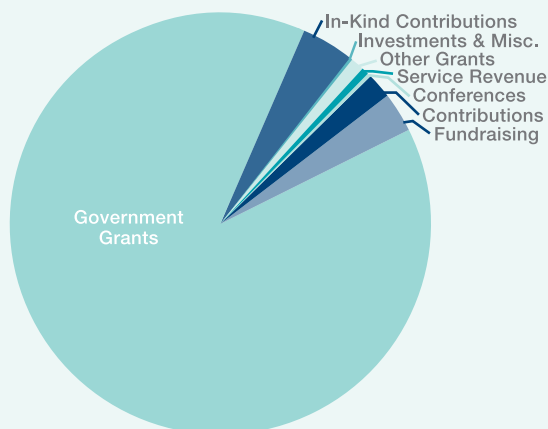
**Vocational Programs** Provides assistance with setting suitable volunteer and employment goals, finding and keeping a paid volunteer job, and thriving at work using the long-standing supported employment model.

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

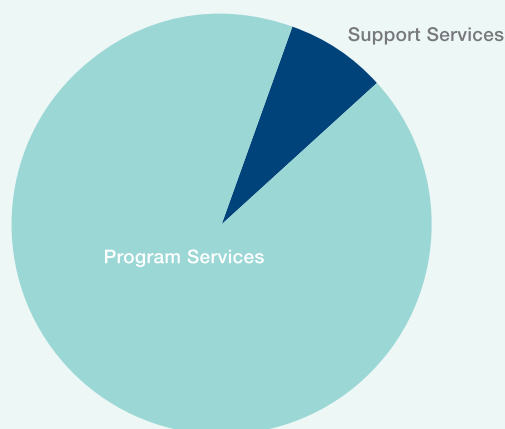
# Financial Summary

Statement of Activities for the Year Ended June 30, 2019

## 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, 2019

### Unrestricted Net Assets

#### Support and Revenue

Conferences	\$4,856
Contributions	\$63,559
Fundraising	\$87,310
Government Grants	\$2,677,017
In-Kind Contributions	\$127,764
Investments	\$3,047
Miscellaneous	\$1,020
Other Grants	\$34,781
Service Revenue	\$16,052

**TOTAL REVENUE** \$3,015,406

Net Assets Released from Restrictions \$ —

**TOTAL** \$3,015,406

#### Expenses

Program Services	\$2,629,908
Support Services	\$221,074

**TOTAL EXPENSES** \$2,850,982

Increase (Decrease) in Unrestricted Net Assets \$164,424

#### Temporarily Restricted Net Assets

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

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

**Total Increase (Decrease) in Net Assets** \$164,424

# Donors and Community Partners

## Corporate Partner

\$20,000+  
Access National Bank  
Perry Charnoff PLLC

## Super Circle

\$5,000 and up  
Burke Consortium  
DeChristopher Brokerage, Inc.  
ECS Federal LLC  
EIG Management Co, LLC  
George Wilson  
Janey Nodeen  
Southland Concrete Corporation  
TeraThink Corporation

## Benefactor

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Bluestone Investment Partners  
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Earl Durant  
Epic Realty  
Heritage Contracting, L.L.C  
JoAnn Perry  
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Microsoft Matching Gifts Program  
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Richard Ferraro  
Saint Katherine's Ladies Philoptochos Society  
Sirisha Venigalla  
Thomas J Holly III  
TSI  
Wellborn Management

## Friends Circle

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Alice Glasgow  
Burger 21 – Ashburn & Sterling  
C. Stuart Callison  
CARS, Inc.  
Christopher Speer  
Community Systems, Inc  
Gerard Rogers  
Gregg Modesitt  
Hee Lee  
Joan Frankhauser  
Neuropsychology of Northern Virginia – Dr. Hebda  
Regan Zambri & Long

Salon Khouri LTD  
Todd A. Sheckley  
Wayne S. Bardsley  
WJD Management

## Patron

\$200-499  
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Andrew Jeffrey Woods  
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Brent Williams  
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David Appelman  
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Natalie Brandefine  
Nestor Villanueva  
Overwhelmed How Can I Help, LLC  
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Robert MacKichan  
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Roseann Andersen  
Roy Flood  
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Surovell Isaacs & Levy PLC  
Tamara Hervey  
Virginia Hospital Center - Lifeline  
William Carter

## Friend

\$100-199  
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Amy Thyen  
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Arun Nair  
Bette Jo Sullivan  
Bonita Bing  
Bringas Family  
Bruce Eisenhart  
Carol Glenn  
Central Senior Center  
Charles Butler  
Christine Crosby  
Christine MacKichan  
Christopher Parker  
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Deborah Ross  
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Donna Waybright  
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Francis Keenan  
Gayle Reid  
George W Cooper  
Gion Hollingsworth  
Helen McNeill  
Holley Morse  
James G. Davis  
James Rist  
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Jane Zuidema  
Janice Weber  
Jean Tavassoli  
Jennifer Cheng  
Jennifer Henson  
Jennifer Rynda  
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Mario Naoshi Yano  
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Megan McNair  
Melissa Muir  
Mike Herrmann

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Sterlin Glenn  
Steven Brydon  
Suzy Antoun  
Thaddeus Nicholson  
The Chicago School of Professional Psychology  
The Sparo Corp  
Toni Manning  
Venesia Edghill  
Vernice Davis  
Yvonne Flood

## Supporter

\$50-99  
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Elisabeth Freund  
Elizabeth Biff



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 Kathryn Crawford  
 Kathryn Scruggs  
 Katie Palmer  
 Katy Schnitger  
 Kelly Mullins  
 Kieron Veal  
 Kyle Nguyen  
 Lisa Montague  
 Louise Locker  
 Love Your Brain  
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 Mark Abramson  
 MaryBeth Caddigan  
 Matthew Connors  
 Megan Thomas

Mitzi Wilkin  
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 OmFloat  
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 Rita Bubniak  
 Robert Gehring  
 Sally Hottle  
 Sarah Lumicao  
 Sheila Francis Grayson  
 Stephanie Manous  
 Steve Tate  
 Susan DuBois  
 Susan Gray  
 Suzanne Cioppa  
 Taneka Oliver  
 Voeun Hem  
 W. Wilson  
 William Schorr  
 William Thyen

**Contributor**

*\$1-49*  
 United Way of South Hampton Roads  
 Diane Allen  
 James Griffin  
 Julianne Berg  
 Andrea Goodman  
 Bertha O'Connor  
 Dustin Mays  
 Jennifer Ardis

Linda Cullinan  
 Linda Nowsherwan  
 Lori Bernstein-Ansaldi  
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 Yvonnia Sherman  
 JP Kilkenny  
 Jenifer Grady  
 Samson Abebe  
 Amy Loper  
 Katherine Durst  
 Debi "Me'ira" Gale  
 Jonas Katzoff  
 Richard Simenhoff  
 Carlo Lumicao

**Gifts in Kind**

Act 2 Impact  
 Alice's Kida  
 Bridle Path  
 Christ Church  
 Deborah Ross  
 Dr. Alec Lebedun  
 F.R.E.E Foundation  
 INOVA Trauma Support Network  
 Law.Office of Kathleen Walsch  
 Lighten Up Professional Organizer  
 Neuropsychological and Psychological Services  
 Om Float  
 Recovery Program Solutions of Virginia  
 Sentara Hospital  
 St. Claire Company  
 Twinbrook Florist  
 Winks EyeLash Studio

**Community Partners**





## 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](http://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.

# Major Events

## The Journey Conference

The Journey Conference is an annual conference hosted by Brain Injury Services for survivors, family members, and professionals in the brain injury community. Attendees participate in sessions where local experts in the field of rehabilitation discuss practical strategies survivors can use in real life. Attending the conference is also a great way for survivors and their families to connect and to be educated on community resources available to them as they find their “new normal.”

The Journey Conference is the only conference in Northern Virginia that is designed and dedicated to survivors of brain injuries and their families.



## Annual Reception

At the Brain Injury Services’ Annual Reception, we recognize all those who give back to our organization and community through the year. With a spirit of hope and generosity, clients, survivors, family members, and local partners spend hundreds of hours each year making an impact with their lives through volunteerism and philanthropy with Brain Injury Services. We would not be able to accomplish our mission without the support of generous volunteers and partners, so we look forward to a night of celebration for all they have accomplished

## Golf Tournament and Champions Awards Dinner

Brain Injury Services Annual Charity Golf Tournament and Champions Awards Dinner raises critical funds to support Brain Injury Services core programs that serve over 1000 individuals, children and families annually. Join us for the golf tournament which includes lunch, a putting contest, and more. Not a fan of golf? Attend the dinner to help us celebrate BIS and the work we do.



## Customized Sponsorship Opportunities

Let’s get creative! We care about what drives you toward our mission. We are curious about what makes you tick. Our approach is not stuffy or uncomfortable. It just makes good sense. Our formula is a **three-tiered strategy**:

- Let us carve out the right fit for you — from tried and true sponsorship and partnership opportunities to something uniquely yours!
- We will develop a customized relationship strategy
- We will turn the relationship into a productive outcome for you and for Brain Injury Services


We love coffee. We love to have lunch. Let’s get creative and see how we can develop outcomes that matter.

**Call 703-451-8881** for more information.



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.