



ANNUAL IMPACT REPORT

2020

Educate • Empower • Engage



DOWN SYNDROME ASSOCIATION
OF GREATER RICHMOND

CURRENT BOARD OF DIRECTORS

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Branches of Life

Mark Boone, Vice-President
Aegis Limited

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UPS Freight

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VCU Department of
Occupational Therapy

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Infant Services Coordinator –
Chesterfield County

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VCU Hospitals

William Hamm
Genworth Financial

Tom Haskins
Retired Attorney

Shelley Lantz, Self-Advocate
The Next Move Program
CVS Pharmacy

Richard Lewis
Keiter CPA

Charles Meacham
Retired – Dominion Energy

Alison Moorehead
Powhatan Public Schools

STAFF

Terri Lancaster, Executive Director

Kim Owens, Education Director

Mary Margaret Brown, Program Director

Bobbi Jones, Finance Director

Jennifer Leleux, Administrative Assistant

LEADERSHIP MESSAGE

2020 started like any other normal year. We kicked off the year with our 8th Annual Disability Education and Transition Conference which brought over 330 educators, parents and community leaders together to learn more about how to better include individuals with disabilities in our schools and communities. What a day we had!

A month later we put the brakes on and had to stop all in-person programming and events due to a global pandemic. We paused, thought, collaborated and then created a completely new virtual program series. The transformation from in-person to virtual programs allowed DSAGR to stay in touch with and continue to serve our families during a very difficult time.

Between March 31 and December 31, 2020 DSAGR was able to provide 147 social and educational opportunities to 931 individuals with Down syndrome of all ages, parents, and grandparents from near and far. The excitement was unimaginable!

DSAGR's First Call Program continued to **provide support** for our newest families. We met these families the moment their child was born or they received a prenatal diagnosis and we provided them resources, guidance and courage to get started on this journey of raising a child with Down syndrome. Serving the 24 new First Call families during the pandemic was certainly different but we did it! Zoom calls, porch drops, hospital deliveries and drive-by visits allowed these families to receive the necessary support and resources needed to start their new journey.

Our **DREAM** is to continue to foster a community that **embraces, supports and inspires** individuals with Down syndrome to live healthy and fulfilling lives of their choosing.

Our Strategic Priorities are to continue to **EDUCATE** families and the community through resources of all types, mentoring, and educational support throughout life; **EMPOWER** independence, advocacy, life planning and increase program capacity ethnically and geographically to meet the needs of our families and to **ENGAGE** the community by expanding outreach, increasing diversity and creating a wide variety of opportunities for volunteers.

The DSAGR Board of Directors worked very hard behind the scenes during the pandemic to ensure that DSAGR would weather the storm. And weather the storm we did! Their leadership, financial decisions and encouragement made during 2020 has set the stage for a very successful 2021. We are proud to have such a strong leadership team and of the hard work they do each day for DSAGR.

We have truly missed seeing all of our families, community partners and volunteers over the past year. Getting to see everyone in person is on the horizon and we can't wait!



Terri Lancaster
Executive Director



Jessee Helbert
President

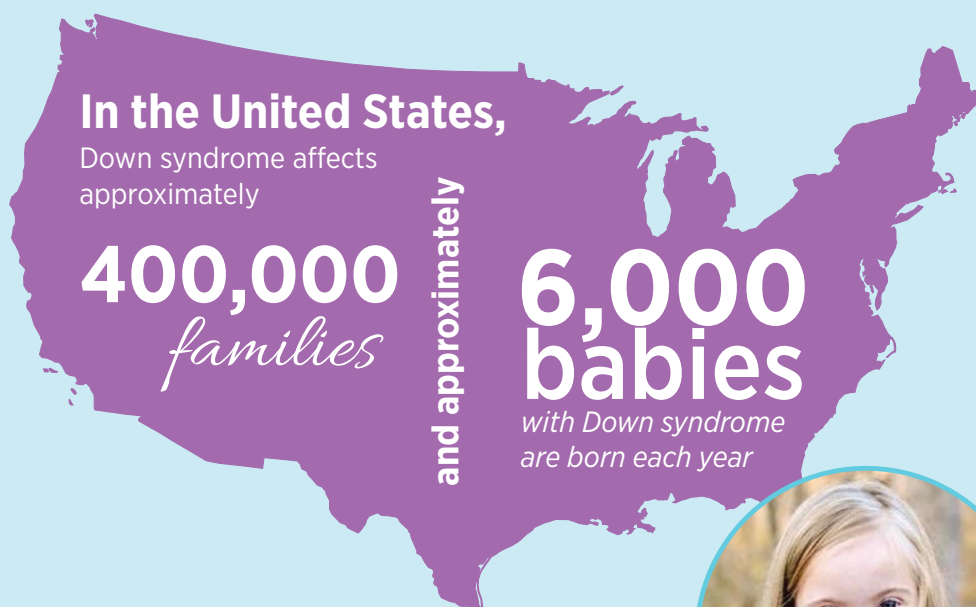
MISSION STATEMENT

The Down Syndrome Association of Greater Richmond is a 501(c)3 nonprofit organization that benefits the lives of individuals with Down syndrome and their families through individual and family support, education, community awareness and advocacy.

STRATEGIC PRIORITIES

- **EDUCATE** families and the community through resources of all types, mentoring, and educational support throughout life
- **EMPOWER** independence, advocacy, life planning and increase program capacity ethnically and geographically to meet the needs of our families
- **ENGAGE** the community by expanding outreach, increasing diversity and creating a wide variety of opportunities for volunteers.

EDUCATING OUR COMMUNITY

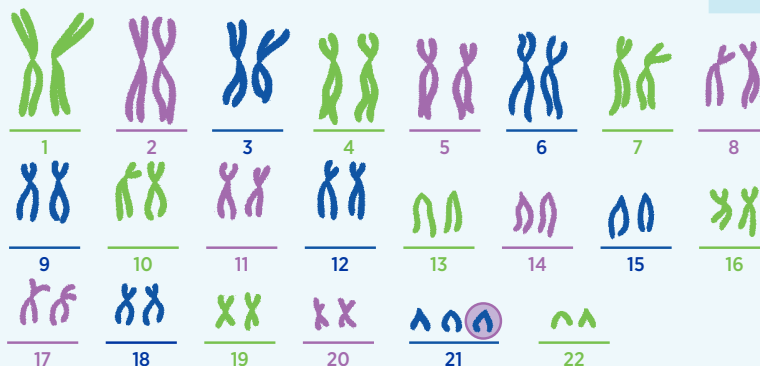


What is Down syndrome?

Down syndrome is the most common genetic condition, yet its cause is still unknown. While there are some common characteristics and physical traits associated with Down syndrome, each individual with Down syndrome is unique. The additional genetic material impacts an individual's course of development.

- People with Down syndrome have an increased risk for certain medical conditions, including congenital heart defects, respiratory problems, hearing impairments and Alzheimer's disease.
- Down syndrome is the leading cause of intellectual and developmental delays, which are typically mild to moderate. More importantly, each individual also has many strengths and talents to be celebrated.

Typically, the nucleus of each cell contains 23 pairs of chromosomes.



Down syndrome occurs when an individual has a full or partial extra copy of chromosome 21.

In 2020 DSAGR:

Served **560** families...

Engaged **352** Amazing Volunteers who gave **2,274** Hours of Service

Provided **\$229,000** for education programs, social opportunities, conferences & seminars for individuals with Down syndrome, their families and other professionals

Provided Support & Program Services to **Williamsburg, Charlottesville, The Central Shenandoah Valley & Southern Virginia**

Continued to provide "New Parent Resource Packets" to **11** hospitals and medical professionals

Provided Continuing Education to **330** Educators, Families & Community Leaders

EMPOWERING OUR COMMUNITY

DSAGR Educational Programs

- Annual Disability Education & Transition Conference
- The Learning Program Levels I, II & III
- DS 101 Webinar for Educators
- Community Educational Seminars
- Learn and Grow Baby Series
- Summer Employment Academy
- Moving On! Road to Independence



DSAGR Programs & Services

- First Call for New or Expectant Parents
- Community Engagement & Education Scholarships
- Dual Diagnosis Support Group (DS Plus)
- Moms Night Out
- D.A.D.S. (Dads Appreciating Down Syndrome)
- Hispanic Outreach
- Grandparent to Grandparent Support Group
- Social Groups for all ages
- Virtual Education Programs
- Advocacy & Awareness
- Individual & Family Support
- Employment Outreach
- Health Outreach
- Volunteer Engagement



NEW Virtual Programs 2020

- | | |
|---------------------------|---------------------------|
| • Summer Camp | • Employment 101 Series |
| • Mom's Night In | • Learn Your Colors |
| • D.A.D.S. Night In | • Fostering Independence |
| • Reading Bingo | • Signing |
| • Yoga/Piyo | • Morning Coffee Chats |
| • Name that Tune | • Lunch Club |
| • Math Concepts | • Back-to-School Chat |
| • Effective Communication | • Afterschool Social Club |
| • Dress for Success | • DS Plus Parent chat |
| • Home School Tips | • Music Classes |
| • Dance Everyone | • Crisis Management |



ENGAGING OUR COMMUNITY



Successes 2020

- Provided \$10,967 in Scholarships to 30 individuals with Down syndrome
- Provided 147 Social & Educational Opportunities to 931 individuals with Down syndrome and their families
- Created the First Comprehensive Virtual Program that provided learning and social experiences 4-5 times per week for 9 months
- Provided Socially Distanced Santa Visits for 59 Families
- Launched DSAGR's first ever summer camp – an 8-week Virtual Camp that was robust and very creative
- Celebrated the 14th Annual Step Up for Down Syndrome 5K with a drive through car parade that had 110 cars



2021 and Beyond

- Implement the NEW 5-Year Strategic Plan
- Continue to provide high quality programs and services live and virtually to better meet the needs of all families in our expansive service area
- Continue to grow community partnerships and collaborators in Virginia
- Continue to expand programs services to various regions in Virginia
- Continue to expand diversity; ethnically and geographically
- Rebrand DSAGR to better reflect the expansive area served
- Create a State-Wide First Call Collaborative



FINANCIAL DATA AND COMMUNITY COLLABORATORS

COMMUNITY PARTNERS

Arc of Virginia

Department for Aging and Rehabilitative Services

Dominion Energy

Home Care Delivered

Knights of Columbus

Longwood University

Partnership for People with Disabilities

Parent Education Advocacy Training Center

T/TAC at VCU

VA Department of Education

VCU Department of Occupational Therapy

VCU Rehabilitative Research Training Center

VCU School of Dentistry

VCU School of Medicine

VCU School of Physical Therapy

NATIONAL PARTNERSHIPS

Down Syndrome Affiliates in Action

Global Down Syndrome Foundation

National Down Syndrome Congress

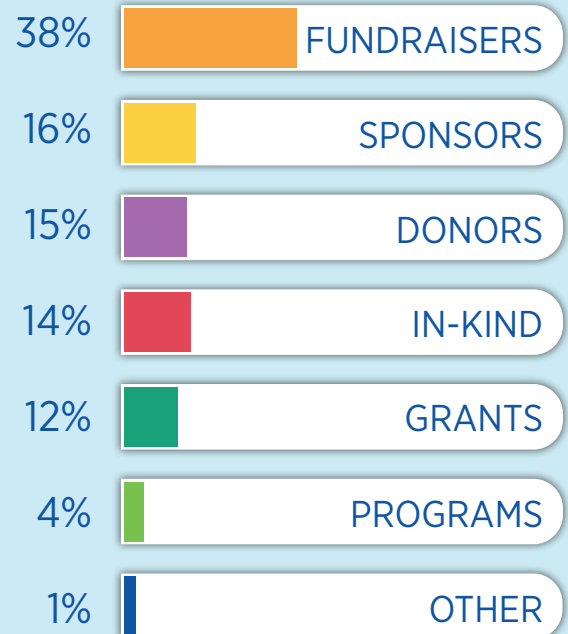
National Down Syndrome Society

Summary

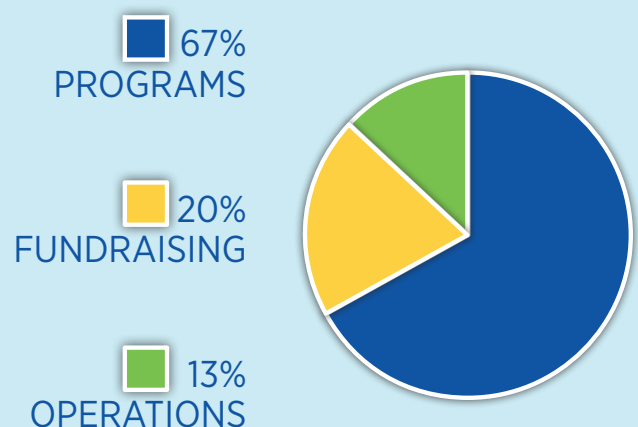


2020 Total Revenue is **\$465,100**, which includes **\$70,544** of in-kind donations. DSAGR has **\$356,000** in cash funds and investments.

2020 Revenues



2020 Expenses



SPONSORS & SUPPORTERS

Presenting (\$10,000+)

Estes Express Lines
JR Maintenance Services
KOVAR

OurHealth Richmond Magazine & OurHealth
Charlottesville & Shendandoah Valley

Richmond Magazine
West Charitable Trust

Partner (\$5,000 - \$9,999)

Best Version Media
Dominion Energy

Mix 98.1
Richmond Family Magazine

UPS Foundation

Step UP (\$2,500 - \$4,999)

Aetna Better Health of Virginia
Barclays Investment New York
Capital One
Custom Creation Lightshow Inc.

FOX Richmond
Home Care Delivered
Image Designers
The Featherston Foundation

The Titmus Foundation
Children's Hospital of Richmond at VCU
Virginia Board for People with Disabilities
Virginia Business Systems

Team (\$1,000 - \$2,499)

Anthem Healthkeepers
Blakemore Construction
C&F Bank
Center for Family Involvement at VCU
Global Down Syndrome Foundation
Junior Woman's Club of Williamsburg
Macaroni Kid & Knowdifferent.net

Manchester Richmond Moose Lodge 699
Miller & Associates
National Down Syndrome Society
NBA Senior Basketball League
P.D. Brooks Traffic Control
PotBelly Sandwich Shop

REACH Magazine
Richmond Family Magazine
Richmond Moose Lodge #1947
Rituals Salon-Spa
TBL Networks, Inc
tek rva, LLC
UnitedHealthcare Community & State

FUNDRAISERS

Distinguished (\$7,500+)

Bobby & Debbie Abernathy
Angie Evans

Bob & Terri Lancaster
Steven & Leah Ridge

David Smith
Clarence & Carol Williams

Champion (\$5,000 - \$7,499)

Jonathan & Amanda Arno

Brandon & Landynn Gullede

Greg & Maura Weeda

Superstar (\$2,500 - \$4,999)

Christian & Sandra Emery
Tom & Kristina Haskins

Ken & Cynthia Lantz
David & Jamie Nicholls

Premier (\$1,000 - \$2,499)

Joel & Heather Abe
Paris Ball & Maria Gullickson
Michael & Laura Barker
Mark & Vicki Boone
Fred & Amy Bravo
Matt & Mary Margaret Brown
Scott & Kendall Bruington
Scott & Stephanie Cattie
Sunil Jha & Aparajita Choudhary
Adrian & Neely Cooke
Luke & Laurie Davis
Steven Dillard
Andre Dinkins & Melanie Kirwin
Eric & Mindy Director
Jason & Kate Doctor

J. Michael Duke
George & Mary Gibrall
Toni & Monica Grillo
William & Teresa Hamm
Jessee Helbert
Timothy Hubert
Amy & Kevin Hughes
Stephen & Sara Hughes
David & Carole Ivey
Tim & Kristy Jansen
Mike & Bobbi Jones
Paul Kessler
Ryan & Jennifer Krajewski
Ben Lent & Angela Cimmino
Steve & Miriam Lindsey

Charles & Marybeth Meacham
David & Christie Murphy
Justin & Krissy Noel
Mark & Kim Owens
Jan Richter & Dewey Taylor
Robert & Jacqueline Royall
Kevin & Allison Seabolt
Jeff & Lauren Schooler
Vince & Kerensa Sheehan
Aundrea Smith
Aaron Steelman & Tracy Robinson
Tony & Suzanne Villani
Christopher & Julie Waskey
Meade Welch
Seth & Leigh Woods

WHAT PEOPLE ARE SAYING ABOUT DSAGR...



- Having all of these virtual classes helped our daughter develop her independence and computer skills. She learned how to manage email and Zoom and is so good at it!
- I really appreciate all that you and the staff have been doing to keep DSAGR supporting our families during these challenging times!
- Just wanted to thank you for the Lunch Club and all your efforts to coordinate them.
- He has done the dishwasher successfully with improvement each weekday since we started the program. He now only needs distance supervision.
- I really appreciate you always looking for opportunities for our kids!
- C, thank you for the Zoom Bingo yesterday. It was so much fun to meet the other grandparents and A and his mother. We are so far away at this time, it brightened our day!
- Summer in the Cloud was AWESOME! Thanks so much for doing that, and for the cool prizes that were sent.
- T is unbelievably excited about his prize kit for summer camp! Thanks so much!
- I was informed, empowered and appreciate the networking opportunities.
- I would like to thank you for all of the guidance you offered S over the past month. You have a way about you that allowed her to feel comfortable in each class.
- Your virtual sessions were well worth the time!
- I just wanted to say thank you to DSAGR for everything that you do.
- This was the first time since we've moved here that A has been engaged and wanted to talk with others in the group.
- The Lunch Club helps me learn new skills.
- Wonderful! They are having the best time. We wrote to our pen pals the other day and N has heard back from hers. You guys did an awesome job matching the girls – they have so much in common!!! Definitely going to keep this pen pal.
- Glad to see the donation made it through the corporate pipes to you. We live right next to the J Family and are honored to support them, and especially their son, in this way. Thanks for helping families like our neighbors.
- A just delights in getting everything together as well as the social time of Lunch Club.
- Your organization always amazes me! I feel fortunate to have your guidance and wisdom as our group strives to flourish in our homeland.
- We have deep gratitude for the time and energy you placed into making this event a success.
- Excellent, excellent job on the Car Parade as well! The hard work you all put into it was obvious!
- Congratulations on a very creative DSAGR event. You did a fabulous job in a very challenging environment. DSAGR is so lucky to have such a great team.
- Congrats to all for a great event today! You had every reason to moan and groan and throw up your hands, but instead you rose to the occasion and orchestrated a great event that everyone could enjoy. The volunteers were very helpful and the staff knew exactly what was going on at every turn.



DOWN SYNDROME ASSOCIATION
OF GREATER RICHMOND

1504 Santa Rosa Road | Suite 124 | Richmond, VA 23229 | (804) 447-4713 | www.dsagr.org