

⋮LIGHTHOUSE⋮

FOR THE BLIND AND VISUALLY IMPAIRED



ANNUAL
REPORT | 2017- 2018

MISSION

Founded in 1902, [LightHouse for the Blind and Visually Impaired](#) promotes the independence, equality and self-reliance of people who are blind or have low vision.

VISION

We offer blindness skills training and relevant services such as access to employment, education, technology, information, recreation, transportation and the environment. We also pursue the development of new technology, encourage innovation, and amplify the voices of blind individuals around the world.

VALUES

advocacy
collaboration
employment
innovation

equality
literacy
education
independence
community

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LightHouse for the Blind and Visually Impaired (Headquarters)
San Francisco, CA

LightHouse of Marin

Locations

San Rafael, CA

LightHouse of the East Bay, Ed Roberts Campus
Berkeley, CA

LightHouse North Coast
Eureka, CA

Enchanted Hills Camp
Napa, CA

LightHouse Industries Sirkin Center
San Leandro, CA

A LETTER FROM OUR BOARD PRESIDENT

Dear LightHouse Community,

LightHouse experienced momentous change in 2017 and 2018 — both positive and catastrophic.

We launched the Holman Prize for Blind Ambition to change perceptions about blindness around the world; celebrated the first-ever LightHouse Gala; and expanded our programs to engage a wider, more diverse community of students, families and supporters.

Amongst the growth and excitement of an organization creating new opportunities, we also suffered a tremendous loss when Enchanted Hills Camp was devastated by an unprecedented wildfire in October 2017.

Enchanted Hills and many of our dear neighbors on Mount Veeder suffered irreparable damage from one of the worst wildfires in California history. Our staff, camp of blind students and guide dogs had only one hour to evacuate.

Despite this aching loss, LightHouse was committed to keeping camp open for summer programs and vowed that the “spirit of Enchanted Hills will prevail.” Read more about the journey to rebuild Enchanted Hills on page 16.

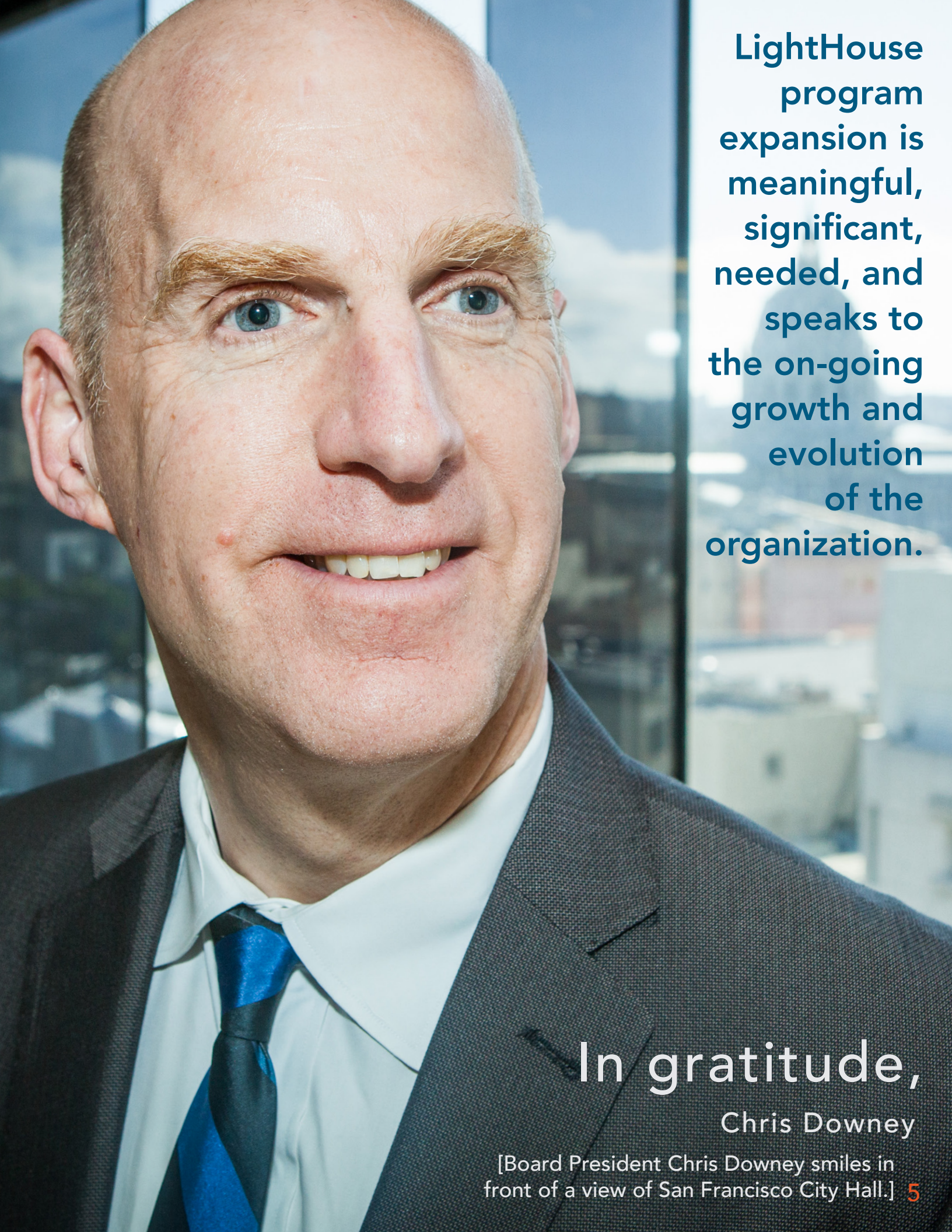
Through all of this, we’ve remained committed to generating more interest in our work and increasing our service footprint to reach a broader, more diverse community. 2017 and 2018 brought meaningful growth to

LightHouse. Not only did we increase our student population, but we also tracked impressive expansion in our Health and Fitness department, Youth Programs, Access Technology, Communications and Marketing Department, Employment Immersion, Orientation and Mobility Training Division and Daily Living Skills Program.

Alongside student and program expansion, LightHouse continues to increase the number of blind and low vision staff to fortify its culture of inclusion, expertise and familiarity within the blindness community. Internal organizational, administrative and culture improvements, including staff engagement surveys, and improved outreach and follow up with students are all positive indicators of our agency’s growth.

LightHouse’s Board of Directors holds immense pride in the work of the LightHouse leadership and staff – recognizing their central role in the fulfillment of our mission.

As you will read in this report, 2017 and 2018 have been remarkable years for the LightHouse. As the Chairman of the Board, I am excited about the changes and challenges that lie ahead. I know that we can count on our community of supporters as we continue to raise the bar for blind people in Northern California and beyond.



LightHouse
program
expansion is
meaningful,
significant,
needed, and
speaks to
the on-going
growth and
evolution
of the
organization.

In gratitude,

Chris Downey

[Board President Chris Downey smiles in front of a view of San Francisco City Hall.] 5

OUR PROGRAMS

ACCESS TECHNOLOGY - The Access Technology Department facilitates the use of accessible technology among people of all ages and levels of expertise. We work with companies on design consulting, functional accessibility review, and user testing sessions. See page 29 for a list of clients.

ADAPTATIONS STORE - Located on the 10th Floor of our San Francisco headquarters, Adaptations is the only place in Northern California with a comprehensive offering of tools, technology, and other solutions for blind people.

COMMUNITY SERVICES – Social outings and health education, including yoga, rafting, camping, accessible movie nights, arts and fitness programs.

COUNSELING SERVICES – Available in individual, couple and group settings, Lighthouse counseling services support a student's overall well-being.

DEAF-BLIND SERVICES – Deaf-blind students benefit from FCC's Deaf-Blind Telecommunication Equipment Program, which provides training, resources and free technology to qualified persons of all ages who are deaf-blind or legally blind and hard of hearing.

EMPLOYMENT IMMERSION – Blind and low vision jobseekers receive personalized training to learn how to identify job openings, network, interview and secure meaningful employment.

ENCHANTED HILLS CAMP AND RETREAT – The oldest camp for the blind in the American West, hosting campers since 1950.

LIGHTHOUSE INDUSTRIES SIRKIN CENTER – LightHouse has provided direct employment for area blind workers throughout our history. 75 percent of all direct labor at our light manufacturing plant in San Leandro is provided by workers who are blind or have low vision.

LIGHTHOUSE LABS – A think-tank for technologists, corporations and designers to meet regularly with blind scientists, engineers and savvy consumers.

THE MEDIA AND ACCESSIBLE DESIGN LAB (MAD LAB) – This team of designers produces tactile graphics, maps, 3D educational objects, ADA signage, braille and more. MAD Lab designers interpret museum exhibits, ensure universal access in construction and produce creative signage, maps, recording or braille to deliver information to all.

ONSITE EYE CLINIC – In partnership with the UC Berkeley School of Optometry, this low vision and primary care eye clinic gives patients all the solutions and tools they need in our convenient downtown headquarters.

VOLUNTEER SERVICES – Volunteers assist blind people one-on-one with reading mail, grocery shopping, and athletic endeavors; help maintain Enchanted Hills Camp; and provide administrative and other support to help our students and keep LightHouse running smoothly.

YOUTH PROGRAMS – Activities for blind and low vision youth including STEM education, outdoor adventures and cultural and social outings across the Bay Area, and a monthly, mentored employment series that encourages blind teens to think about their career paths and prepare for professional success.

BLIND AND LOW VISION SKILLS – Training in low vision and blindness skills, including orientation and mobility, braille, and independent living skills. This includes our Changing Vision, Changing Life, week-long immersion.

A participant in the CVCL Immersion smiles while holding a cane at Enchanted Hills. >>



Student: Marie Vuong

At LightHouse, Marie has honed her travel skills and learned adaptive techniques through our Changing Vision, Changing Life Immersion.



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Marie smiles for a portrait in front of a colorful painting at the LightHouse.

Access Technology student and long-time Bay Area resident Marie Vuong is a vibrant woman of 73. After living six years under communist rule in Vietnam, she escaped with her young son and unborn daughter to the United States by way of a harrowing 6-day boat journey that eventually brought her to California.

"I want all of us who are blind or have low vision to show the world that we are people who can still do things. We can go places on our own – we don't have to have a person with sight help us all the time. To be independent is one of the most important things."

Equipped with a knowledge of three languages, Marie worked for years in the mental health field until her vision suddenly changed. Facing challenges adjusting, she left her job and felt rudderless. Luckily, Marie received a key referral when her doctor suggested she check out LightHouse services.

A significant part of her training came when she worked with a LightHouse Access Technology Specialist, who introduced her to magnification software that enables low vision users to enlarge the words and images on their screen.

Armed with new skills, Marie told us, "Technology keeps me connected. I can do everything on my computer – I pay all my bills, use Google to stay informed, and keep in touch with my friends through Facebook."

93% of our students say staff are professional and knowledgeable

91% of our students say LightHouse met their interests and needs

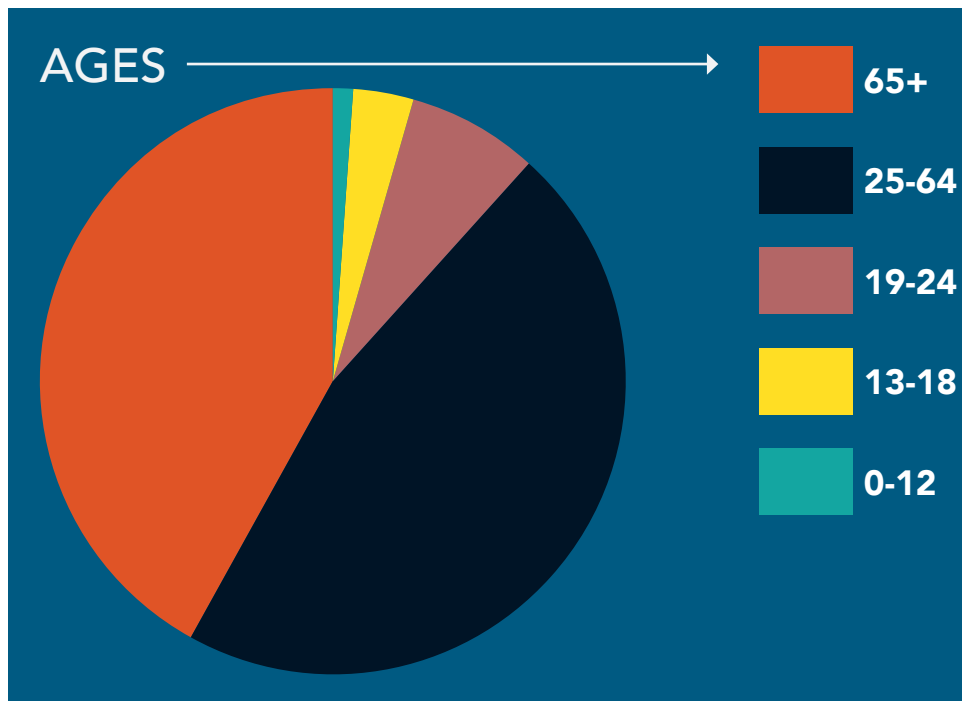
78% of our students successfully use the skills and strategies they learn here

2017 BY THE NUMBERS

**BLIND
STUDENTS:
1189**



**22,149
hours**



PROGRAM HOURS

3,550
adults & seniors

7,249
youth

3,588
orientation &
mobility

2,066
employment
immersion

1,689
student support
(advocacy, family, referrals,
transportation)

3,480
technology

527
deaf-blind



VOLUNTEERS

8113
hours

15
groups

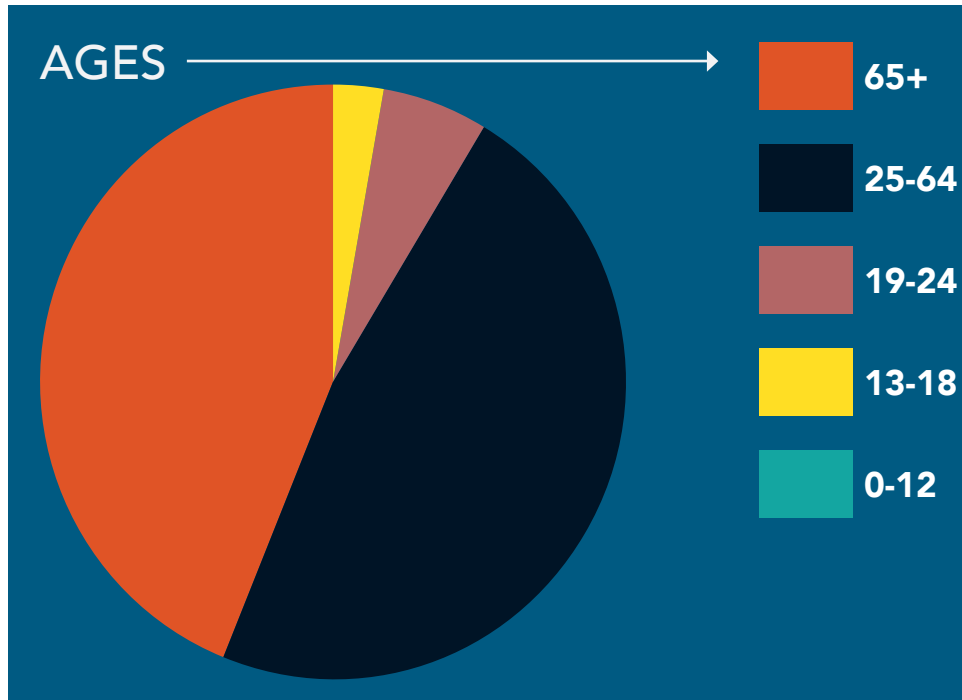


2018 BY THE NUMBERS

**BLIND
STUDENTS:
1189**



**26,179
hours**



PROGRAM HOURS

7,826
adults & seniors

8,200
youth

3,896
orientation &
mobility

478
employment
immersion

1,582
student support
(advocacy, family, referrals,
transportation)

3,155
technology

1,042
deaf-blind



VOLUNTEERS

22,770
hours

25
groups



OUR 2017 - 2018 REACH

LightHouse reaches an ever-expanding demographic of students and organizations at the state, national and international level.

In 2017 and 2018, we served 48 of the 58 California counties.



Places we've served

Donor: Jerry Kuns

Former board member Jerry Kuns and his wife Theresa Postello named the MAD Lab as part of our \$21 million Capital Campaign.



14 Jerry Kuns smiles for a portrait at LightHouse with San Francisco City Hall in the background.

Jerry Kuns is a true blue friend of the LightHouse. He first visited LightHouse in the 1960s with rehabilitation pioneer Gil Johnson to learn about Blindcraft, a rattan weaving business aimed at creating blind employment opportunities. He's been coming back ever since.

Jerry has been a LightHouse volunteer, collaborator, donor, blind role model and served as a LightHouse board member for ten years, starting in 2009. He was even an employee for nine months in 1986. As his wife Theresa came into his life, they became increasingly passionate about the programs the LightHouse and Enchanted Hills Camp had to offer.

"By donating to LightHouse, I know I am helping blind people gain an understanding of who they are and all the things they can do with their lives. These are essential services, offered by a dynamic organization. Everything I see going on at the LightHouse is incredibly exciting."

Jerry's life and adventure partner Theresa Postello was a teacher of the visually impaired and orientation and mobility instructor in San Mateo County. She was honored in 2014 as a Distinguished Educator of Blind Children. Theresa died in July 2018 and is missed dearly by the LightHouse community. Now retired, Jerry spends his time traveling the world and often gives presentations about tactile literacy, especially as it pertains to maps like the ones we create at LightHouse.

80% of our students are open to new things because of their involvement with LightHouse

76% of our students are better able to maintain their day-to-day activities and responsibilities

94% of our students are more confident because of their work with LightHouse

Enchanted Hills Camp for the Blind



Founded in 1950 by Rose Resnick, Enchanted Hills was the first camp for the blind west of the Mississippi. We offer programs for blind children, teens, adults and their families as well as Deaf-blind campers. Located on 311 acres on Mt. Veeder in Napa, Enchanted Hills is a place for blind campers to explore, grow confidence and build a community.

On October 8, 2017, a LightHouse blindness skills training for adults was underway at Enchanted Hills Camp. As dusk fell, a terrible sight appeared in the distance – a massive, uncontrollable wildfire.

Enchanted Hills and many of our dear neighbors on Mount Veeder suffered irreparable damage from one of the worst wildfires in California history. Our staff, camp of blind students and guide dogs had only one hour to evacuate. Although our staff lost most of their possessions, we are grateful beyond words that everyone evacuated safely. However, the fire decimated half of the structures at Enchanted Hills.

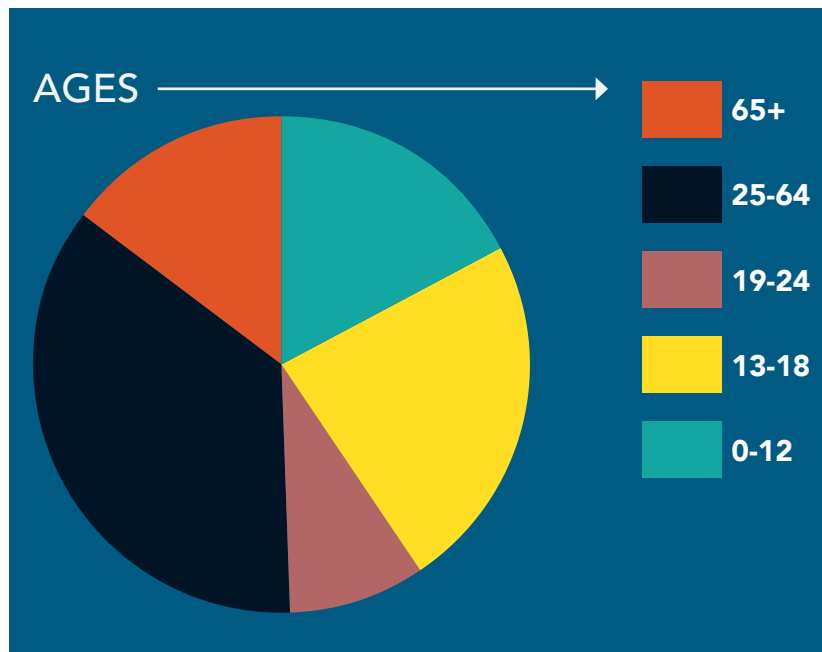
Despite this aching loss, LightHouse was committed to keeping camp open for summer programs and vowed that the “spirit of Enchanted Hills will prevail.”

In fact, with temporary bungalows, we hosted the largest Teen Session in camp history in 2018. It’s a testament to the spirit of Enchanted Hills and our community of supporters. Permanent structures are being permitted and designed to make Enchanted Hills the best blind camp for the next 100 years.



Photos from top to bottom: 1. The burnt out staff house. 2. The pool and demolished pool house at Enchanted Hills Camp. **Opposite:** >> EHC Staff and youth camper work on paper mache together.

2017-18 BY THE NUMBERS



43,014
service hours



BLIND CAMPER: 681

EHC PROGRAMS IN 2017
AND 2018:

- Cycle for Sight
- Blind Babies Family Camp
- Adult Session
- Adults with Developmental Disability Session
- Family Camp I, II and III
- Youth Camp
- STEM Camp
- Teen Camp
- Horseback Riding Camp
- Youth Music Academy
- Deaf-Blind Session
- Chemistry Camp

EHC Camper: Ellie

At Enchanted Hills, returning camper Ellie found a setting where she can be her theatrical self and confide in other blind people her age.



18 Ellie smiles in front of the lake at Enchanted Hills Camp during Summer 2018.

2018 was Ellie's third year at camp, and her first teen session. The 15-year-old positively gushes about camp and its significance to her identity as a young visually impaired person. Ellie is obsessed with improv, singing, acting and performing. Camp is not only a place where she can have fun and perform, but also a place where she can get over the normal grind of feeling like the "weird kid" in school.

"My parents always told me my vision shouldn't limit what I do, but I never really believed them until I came to EHC. We're all just human beings who want to feel appreciated for who we are, rather than what we look like or if we use a cane."

Though Ellie is bubbly, outgoing and well-liked, she says many of her peers still don't really understand her disability. Luckily, she found her people in the theater department at school and even more, found a home at Enchanted Hills. Many campers like Ellie feel the pressure of being the only blind student at their school, but Enchanted Hills offers them a place to relax and relate to their blind peers.

At camp, Ellie learned how to use a white cane for the first time when another camper encouraged her to try theirs. She says it's where she matured and realized that she could do anything, because she saw so many examples of blind staff and counselors doing what they love.

77% of our students are more satisfied with their quality of life due to LightHouse services

62% of our students expanded their community of blind friends and mentors at LightHouse

94% of our students would refer someone who is blind or has low vision to LightHouse

This is what blind ambition looks like.



Photos from left to right, top to bottom: Ahmet Ustunel kayaks on the Bosphorus Strait; Ojok Simon holds up a beehive; Penny Melville-Brown laughs while baking at One Market Restaurant; Conchita Hernández teaches a salsa class at LightHouse; Red Szell rock climbs at Mission Cliffs in San Francisco; Stacy Cervenka smiles at the top of Bernal Hill.



In 2017, LightHouse launched the Holman Prize for Blind Ambition to support the emerging adventurousness and can-do spirit of blind and low vision people worldwide.

Created specifically for legally blind individuals with a penchant for exploration of all types, each year the Holman Prize provides financial backing – up to \$25,000 – for three individuals to explore the world and push their limits. This prize celebrates people who want to shape their own futures instead of having it laid out for them. The ideal candidate is someone who is willing to probe their environment and eager to savor the richness of a world that is so often thought of as inaccessible to the blind. This exploration may involve travel, community organizing, athletics, creating art and more.

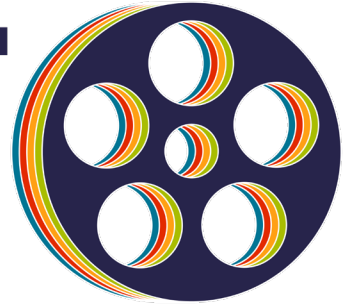
The Prize begins with a challenge: blind applicants submit a first-round pitch, in the form of a 90-second YouTube video. Later, semifinalists submit in-depth written proposals, and an even smaller group of finalists are interviewed by LightHouse staff before the winners are determined by a panel of blind judges.

“The Holman Prize is not meant to save the world or congratulate someone for leaving the house,” says LightHouse CEO Bryan Bashin. “This prize will spark unanticipated accomplishments in the blindness community. You will see blind people doing things that surprise and perhaps even confuse you. These new LightHouse prizes will change perceptions about what blind people are capable of doing.”

The three inaugural prizewinners — kayaker Ahmet Ustunel, baker Penny Melville-Brown and beekeeper Ojok Simon — were selected by a committee of blind leaders and honored at the LightHouse Gala in November 2018. The 2018 Holman prizewinners — entrepreneur Stacy Cervenka, educator Conchita Hernández and triathlete Red Szell — are currently completing their projects in the UK, Mexico and the U.S.

SUPERFEST

DISABILITY FILM FESTIVAL



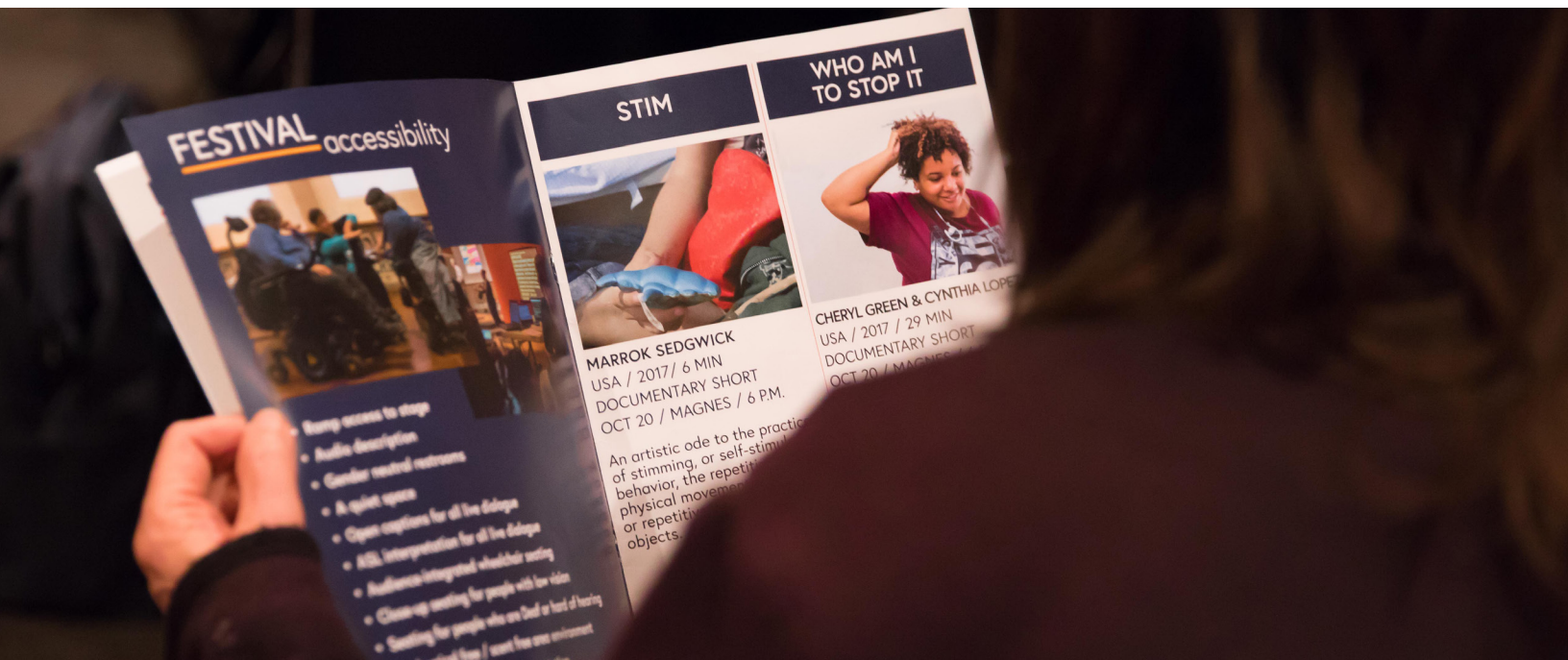
Superfest is the longest running disability film festival in the world.

Since it first debuted in a small Los Angeles showcase in 1970, it has become an eagerly anticipated international event, co-hosted by LightHouse and the Paul K. Longmore Institute on Disability at San Francisco State University. For more than 30 years, Superfest has celebrated cutting-edge cinema that portrays disability through a diverse, complex, unabashed and engaging lens. Superfest is one of the few festivals worldwide that is accessible to disabled filmgoers of all kinds, and is an international leader for modeling accessibility.

We've thought long and hard about how we can make Superfest enjoyable and streamlined for each and every one of our festival-goers. They can head to Superfest without needing to make a special request for audio description, captioning, or ASL. For once, it's all taken care of.

Superfest offers accessible accommodations, including:

- Open/closed audio description
- Open captions for all live dialogue
- ASL interpretation for all live dialogue
- Audience-integrated wheelchair seating
- Close-up seating for people with low vision
- Seating for people who are Deaf or hard of hearing in close proximity to an ASL interpreter and captioning
- Chemical free / scent free areas
- A quiet space
- Gender neutral restrooms
- Easy access to public transportation including BART and MUNI
- Ramp access to stage
- Separate screening room without audio description



Photos from top to bottom: >> The crowd at Superfest; a 2018 attendee reads the Superfest program; Alice Wong and Georgina Kleege smile together after a panel on accessibility.

ASSETS

\$

Current Assets

Cash and cash equivalents	543,650
Receivables	787,672
Prepays and deposits	131,107
Inventory	261,675
Total Current Assets	1,724,104

Non-Current Assets

Investments	161,408,745
Loan receivable	11,786,152
Property & equipment- net of accumulated depreciation	7,219,875
Total Non-Current Assets	180,414,772

Total Assets **182,138,876**

LIABILITIES AND FUND BALANCE**Current Liabilities**

Accounts payable and other accrued expenses	902,292
Loan payable - current portion	939,000
Total Current Liabilities	1,841,292

Non-Current Liabilities

Loan payable	29,976,500
Total Non-Current Liabilities	29,976,500

Total Liabilities **31,817,792**

Fund Balances

Unrestricted, Temporarily Restricted, Restricted	150,321,084
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Total Liabilities and Fund Balances **182,138,876**

REVENUE

\$

Revenue

Sales, net of fees of \$91,612	1,535,247
Fees for service	1,116,930
Realized & unrealized gains on investments	11,507,097
Interest & dividend income	2,729,047
Miscellaneous and other	994,291
Total Revenue	17,882,612

Support

Government contracts & other grants	1,846,767
Donations and bequests	13,126,402
Total Support	14,973,169

Total Support & Revenue **32,855,781**

EXPENSES

Program Services

Community and Information	4,159,653
Rehabilitation Services	3,999,008
LightHouse Enterprises	2,127,971
Total Program Services Expenses	10,286,632

Supporting Services

General and administration	1,724,435
Fundraising	792,663
Total Supporting Services	2,517,098

Total Expenses **12,803,730**

Public Support & Revenue Over Expenses **20,052,051**

Fund Balances, Beginning of year **130,269,033**
Fund Balances, End of year **150,321,084**

ASSETS

\$

Current Assets

Cash and cash equivalents	1,056,329
Receivables	1,232,360
Prepays and deposits	117,455
Inventory	245,486
Total Current Assets	2,651,630

Non-Current Assets

Investments	167,016,179
Loan receivable	11,780,500
Property & equipment- net of accumulated depreciation	7,026,135
Total Non-Current Assets	180,414,772

Total Assets **185,822,814**

LIABILITIES AND FUND BALANCE**Current Liabilities**

Accounts payable and other accrued expenses	1,356,573
Loan payable - current portion	1,008,000
Total Current Liabilities	2,364,573

Non-Current Liabilities

Loan payable	26,935,500
Total Non-Current Liabilities	26,935,500

Total Liabilities **29,300,073**

Fund Balances

Unrestricted, Temporarily Restricted	159,174,371
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Total Liabilities and Fund Balances **188,474,444**

REVENUE

\$

Revenue

Sales, net of fees of \$91,612	2,663,946
Fees for service	890,268
Realized & unrealized gains on investments	5,992,581
Interest & dividend income	2,988,971
Miscellaneous and other	1,149,190
Total Revenue	13,684,956

Support

Government contracts & other grants	2,015,925
Donations and bequests	7,585,708
Total Support	9,601,633

Total Support & Revenue **23,286,589**

EXPENSES

Program Services

Community and Information	4,705,153
Rehabilitation Services	4,301,959
LightHouse Enterprises	2,466,090
Total Program Services Expenses	11,473,202

Supporting Services

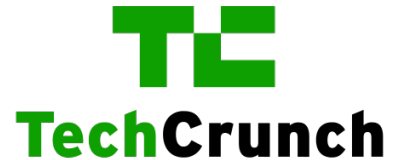
General and administration	1,997,033
Fundraising	963,067
Total Supporting Services	2,960,100

Total Expenses **14,433,302**

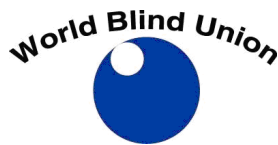
Public Support & Revenue Over Expenses **8,853,287**

Fund Balances, Beginning of year **150,321,084**
Fund Balances, End of year **159,174,371**

These prominent media sources published articles about LightHouse in 2017 and 2018.



In 2017 and 2018, we worked with advocacy groups and organizations from across the nation.



CREATIVE GROWTH



We consulted and worked on tech and accessibility with companies all over the world, including:



DONORS

Thank you to everyone who made an investment in blind ambition in 2017 and 2018. Donors listed include individuals and organizations who gave more than \$500 dollars between October 2016 and September 2018.



Individual Giving

Craig Ackerman
Judith and Douglas Adams
Dr. Marcy Adelman
Laura and Peter Allen
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Clifford McElrea
Allene McIntyre
Robert McMullen
Christina McNair
Kevin and Kimberly Menninger
Rahil Merchant
Hans and Edith Merten
Karen Meryash
Jane and Robert Micks
Joshua Miele and Elizabeth Ruhland

Bindhu and John Millar
Lorraine B. Miller-Wolf
John and Nadine Mills
Tarak Mody
Mark Moore
Anna M. Morrison
Robert Mount
Geoffrey Murry
Robert and Lynne Myers
Robert Nardil
Bernard Newcomb
Joseph Nezwek
Vu Nguyen
William and Janet Nicholls
Clancy Nolan
Yerusha Nuh
Michael Nunez
Robert E. O'Donnell
Sam Offenber
Jennifer Olson
Greg and Tina Onken
Charlene and Leo Ott
Ian and Sue Paget
Sunil Paul
Melissa Pederson
Stephen Max Perr and Holly Christman
Ernest Pliscott
Nanette and Tom Poore
David and Kim Postello
Luciana Profaca
Rochelle Quinney
Krishna Ramadas
Robert and Jeanne Regello
JoAnna Robertson
Bill and Marilyn Robertson
Fred Ruhland
Donal and Jennifer Ryan
Patrick and Miriam Ryan
Sharon and Richard Sacks
Stephanie Sales
Laith Salma
Daniel Sapien
Donald Schaefer
Richard and Monica Schoenberger
Daniel M. Schwartz, M.D.
Michael and Carole Shebanek
Moir Shek
Frederic and Kristine Silva
William E. Simpson, Jr.
Rebecca and Matthew Singer
Jadwinder Singh and Alkesh Dhaliwal
Yue-Ting Siu
Diane and Howard Slater
Cynthia Smith

Sigrid and James Snider
Michael Snow
Jolynn Sokol
Jerome Solberg
David J. Somerville
Todd Stevenot and Anne Sandbach
Richard Stevens and Virginia Behm
Leslie Stewart and Paul Kern
Deborah Stone
Frank Stuhler
Constance and George Sutton
Charles and Linda Swift
Linda Tabor-Beck
Cosmo Tedeschi
Wayne Thompson
Paul and Heather Titterton
Lester and Marilyn Tompkins
Elaine and Steven Tong
Michelle Touw
Charles and Elizabeth Travers
Beverly Trotter
Jane Unger and Joseph Nezwek
William and Jane Valentine
Prindle Vaux
Dirk Veenema
Marco A. Vidal Fund
Tony and Mandy Vorreiter
Rosemary Wakeham
Dirk Walvis and Carolyn Dille
David and Regula Weill
Dr. Ethan Weiss
Kelly Weiss
Sheila Weiss
Joy and David West
Debby and Ed Wheeler
Shelia O. Whittemore
Trina Wiener
Kim Wildman and John Thornton
Virginia Wildman
Mary Williams
Masceo and Kate Williams
Russell Wilsey and Curtz Lam
Richard and Sue Wollack
Henry and Sandra Wong
Yoon Wong
Adrienne and Bruce Wonnacott
Jacqueline Young
Julia Young
Peter Young and Tachina Rudman-Young
Doug Yule
Gary and Linda Zellerbach
Roy Zitting

Organizational Giving

Almaden Super Lions
 America's Best Local Charities
 Ameritrade
 Annunziata Sanguinetti Foundation
 Anthem Winery and Vineyards, LLC
 AT&T Employee Giving Campaign
 B Squared Consulting
 Bellini Foundation
 Benevity Community Impact Fund
 Bertha Russ Lytel Foundation
 Boris and Vera Bogart Foundation
 Bothin Foundation
 Business Links, Inc.
 California Transcribers and Educators for the Blind
 Camberview Partners
 Cane and Compass
 Carmichael Lynch
 Center for Volunteer and Nonprofit Leadership
 Charitable Adult Rides & Services, Inc.
 Charles Schwab Corp
 Château Montelena Winery
 Chevron Humankind Matching Gift Program
 Comcast
 Community Projects, Inc.
 Concord Feed & Fuel, Inc.
 Consumer Technology Association Foundation
 Core Financial Corporation
 Cotati Food Service
 D & B Rental Properties, LLC
 Dean & Margaret Leshner Foundation
 Delong-Sweet Family Foundation
 Delta Gamma Foundation
 Delta Gamma Fraternity - Delta Chi Chapter
 Design Partnership
 Disability Rights Advocates
 Dodge & Cox Investment Managers
 Dodge Stores
 ECM Property Company LLC
 Eva L. McKenzie Memorial Fund
 Eventbrite
 Excel Fund
 Facebook
 Fidelity Brokerage Services LLC
 Fidelity Charitable Gift Fund
 First Dollar Foundation
 First Presbyterian Church and Congregation of Napa
 Fitness SF
 Francis S. North Foundation
 GAP Foundation
 Gatepath
 Genentech Foundation
 George Lucas Family Foundation
 Golden State Home & Land, Inc.
 Goldman Sachs Philanthropy Fund
 Google, Inc.
 Greater Giving
 Guardsmen
 Guide Dogs for the Blind
 Hanson Bridgett LLP
 Harmony Health & Wellness Center, Inc.
 Hayford Family Foundation
 Herbst Foundation, Inc.
 Hewlett Packard
 Holly Cranston Memorial Fund
 Hood River Distillers
 HumanWare
 Humboldt Area Foundation
 Humboldt Health Foundation
 IBM Employee Services Center
 IBM Retiree Charitable Campaign
 Iglewski Family Foundation
 Jewish Community Federation and Endowment Fund
 Jewish Community Foundation of the East Bay
 Jewish Family and Children's Services
 Joseph and Mercedes McMicking Foundation
 JPMorgan Chase & Co.
 JPMorgan Chase Foundation
 JRV Construction Company
 Kawakami Barron & Lam LLP
 Kurland Family Foundation
 LARCA//Rotary 5130 Fire Relief Fund
 Lawrence Livermore National Laboratory
 LinkedIn Matching Gifts Program
 Lions Club of Norfolk Foundation
 Marin Community Foundation
 Marmor Foundation
 Matthew E. Carpenter Construction, Inc.
 Maze & Associates
 McLin Family Foundation
 Menaged Foundation
 Mental Health Association of San Francisco
 Microsoft Corp.
 Minnesota Woodturners Association

Morgan Stanley
Morgan Stanley Global Impact Funding Trust
Mr. and Mrs. G. Kirk Swingle Foundation
N.D.G.W. Childrens Foundation
Napa Valley Country Club
National Arts and Disability Center, Semel Institute
National Endowment for the Arts
National Federation of the Blind
National Industries for the Blind (NIB)
NCAOMS
Netflix
Norman Mahan Inc.
One Market Restaurant
Oracle Corporation
OsiSoft
Pacific Farms
Pacific Foundation Services
Pacific Gas and Electric Company
Palisades Educational Foundation Incorporated
Parnassus Investments
Patson Companies
Peninsula Endowment Fund
PG & E Corporation
Polara Enterprises, LLC
Presbyterian Woman FPC Livermore
ProInsurance
Racysugar Productions, Inc.
Rosen Bien Galvan & Grunfeld LLP
Rosen Bien Galvan & Grunfeld LLP Charitable Fund
Rotary Club of Napa
RVK, Inc.
S.A. Camp Companies
Sadie Meyer and Louis Cohn Foundation
Safeway Foundation
Salesforce Foundation
San Francisco Fire Fighters - Local 798
San Mateo County Office of Education: O&M and VI Staff
Santen Incorporated
SCAN Health Plan Community Benefit
Schwab Charitable
Sidney Stern Memorial Trust
Silicon Valley Community Foundation
Simplistic Foundation
Sorooptimist International of Napa
Swinerton Builders
SyMed Corporation
TE Connectivity
Telecare Corporation
Tiarna, Inc.
Tidelands Oil Production Company
Tplus Educational Vision Services
Travers Family Foundation
Turner Construction Company

Turner Construction Company Foundation
U.S. Bank
Unitarian Universalist Congregation, Santa Rosa
United States Association of Blind Athletes
United Way Monterey County
United Way of the Midlands
University Corporation, SF State
Vanguard Charitable
Volkswagen Group of America, Inc.
Walt Disney Company Foundation
Walter E. and Barbara A. Bauke Foundation
Welfare Foundation of San Jose Lions
Welfund Family Foundation
Wells Fargo Foundation
White Oak Partners
Windy Bay Foundation
XL Construction
Yahoo! Employee Foundation
Yahoo! for Good
Yasme Foundation

Media and Accessible Design Lab (MAD Lab)

From printed information to physical space, our [MAD Lab](#) specializes in making the visual tactile and turning inaccessible experiences into inclusive ones. Our team of designers and consultants specialize in braille, tactile maps, accessible venues and alternative media.

Design: Tactile Maps, Graphics, 3D

2017 = 342 projects

2018 = 432 projects

Consulting: Design and Accessibility

2017 = 13 projects

2018 = 11 projects

Consulting: ADA/CBC Sign Review

2017 = 4,367 signs

2018 = 5,889 signs

Braille Translation

2017 = 62,967 pages

2018 = 44,308 pages

Braille Business Cards

2017 = 10,597 cards

2018 = 10,925 card

Audio Recordings

2017 = 30 recordings

2018 = 25 recordings

Photos from left to right: >>
 A close-up of a tactile rendering of an artwork; the inside of the Adaptations Store with merchandise lining the walls; close up of tissue packets manufactured at the Sirkin Center.



Adaptations Store

[Adaptations](#) is the only place in Northern California with a comprehensive offering of tools, technology, and other solutions for blind and visually impaired people.

Total number of items sold	2017: 5,787	2018: 6,516
Total number of transactions	2017: 2,374	2018: 2,554
Total number of customers	2017: 2,325	2018: 2,504
Number of unique customers	2017: 1,377	2018: 1,456
Number of items carried	2017: 1,085	2018: 1,197

The Sirkin Center

The Sirkin Center provides employment to blind employees in customer service, shipping and receiving, inventory management and light manufacturing. The Sirkin Center manufactures tissue packets included in MREs (Meals Ready to Eat) for soldiers and fire fighters in the field.

Packets of tissue produced	2017: 43,324,000	2018: 60,139,000
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A young girl smiles with her cane after completing the 2017 Braille Challenge at LightHouse.

TOGETHER we can map out strategies to help you [support our empowering programs](#) for people who are blind or have low vision, while maximizing your tax and financial benefits.

To contribute, please contact our Director of Development at **415.694.7333** or jsachs@lighthouse-sf.org.

:LIGHTHOUSE:
FOR THE BLIND AND VISUALLY IMPAIRED

1155 Market St., 10th Floor | San Francisco, CA 94103

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VP: 415. 255. 5906

www.lighthouse-sf.org