

Caption: LightHouse for the Blind and Visually Impaired logo with a braille “L” and a braille “H”

LightHouse for the Blind and Visually Impaired - Annual Report 2017 and 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, equality, collaboration, employment, literacy, education, innovation, independence, community

Caption: Kids show off their braille skills at the Braille Challenge

BOARD OF DIRECTORS

Chris Downey – President, Architect, Architecture for the Blind

Lisa Carvalho, Vice President, Attorney

Gena Harper, Treasurer Senior Vice President, Morgan Stanley

Geoffrey Murry, Secretary, Attorney, Ad Astra Law Firm

Laura Allen, Accessibility Program Manager, Google

Jennison Mark Asuncion Engineering Manager for Accessibility, LinkedIn

Michael Dellar, Co-Founder, President & CEO, One Market Restaurant

Michael Nuñez, Attorney, Rosen Bien Galvan & Grunfeld, LLP

Luciana Profaca, Ph.D. Chief Deputy (retired), California Department of Rehabilitation

Sharon Z. Sacks, Ph.D. Superintendent (retired), California School for the Blind

Michael Shebanek, Head of Accessibility, Verizon Media

Yue-Ting Siu, TVI, Ph.D. Professor, San Francisco State University

Eric Mah, Financial Professional

Joseph Chan, Chief Financial Officer (retired), Association of Bay Area Governments

EXECUTIVE LEADERSHIP

CEO - Bryan Bashin

Senior Director, Programs - Scott Blanks

Senior Director, Operations - Brandon Cox

LOCATIONS

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

LightHouse of Marin, 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



Caption: Board President Chris Downey smiles in front of a view of San Francisco City Hall

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 12.

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

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 23 for a list of clients.

ADAPTATIONS STORE - Located on the 10th Floor of our San Francisco head-quarters, 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, mentor– led 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.

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

STUDENT PROFILE: MARIE VUONG

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

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.

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.

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

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.”

“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.”

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: 1,189

TOTAL HOURS: 22,149

Program Hours:

adults & seniors: 3,550

youth: 7,249

orientation & mobility: 3,588

employment immersion: 2,066

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

technology: 3,480

deaf-blind: 527

LIGHTHOUSE STUDENT AGES:

Ages  0-12: 15

Ages   13-18: 40          

Ages  19-24: 86           

Ages   25-64: 549          

Ages  65+: 498             

Charity Navigator – 2017 4 Star Charity

Volunteers:

8,113 Hours, 15 Groups

2018 BY THE NUMBERS

BLIND STUDENTS: 1189

TOTAL HOURS: 22,249

Program Hours:

adults & seniors: 7,826

youth: 8,200

orientation & mobility: 3,896

employment immersion: 478

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

technology: 3,155

deaf-blind: 1,042

LIGHTHOUSE STUDENT AGES:

Ages  0-12: 2

Ages   13-18: 33

Ages  19-24: 69

Ages   25-64: 565

Ages  65+: 519

Charity Navigator – 2018 4 Star Charity

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.

Our national reach continues to grow as we are increasingly recognized as a leading voice on blindness.

Thanks to the Holman Prize for Blind Ambition, our global reach has expanded dramatically.

DONOR PROFILE: JERRY KUNS

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

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

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.

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 the LightHouse.

“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.”

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 is 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.

2017-1018 ENCHANTED HILLS CAMP FOR THE BLIND BY THE NUMBERS

BLIND CAMPERS: 681

Volunteer Service hours: 43,014

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



Captions: Photos from top to bottom: 1. The pool and demolished pool house at Enchanted Hills Camp 2. The burnt out staff house. 3. EHC Staff and youth camper work on paper mache together

ENCHANTED HILLS CAMPER PROFILE: 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.

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.

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.

“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.”

Caption: Ellie smiles in front of the lake at Enchanted Hills Camp during summer of 2018

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

THE HOLMAN PRIZE FOR BLIND AMBITION

This is what blind ambition looks like.







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



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

Caption: The crowd at Superfest 2018

2017 FINANCIALS

ASSETS $

Current Assets

Cash and cash equivalents 543,650

Receivables 787,672

Prepaids 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

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

2018 FINANCIALS

ASSETS $

Current Assets

Cash and cash equivalents 1,056,329

Receivables 1,232,360

Prepaids 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

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

WHO WE REACH:

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

The Washington Post, The New York Times, San Francisco Chronicle, NBC Bay Area, TechCrunch,

Napa Valley Register, KQED, KTVU

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

Department of Rehabilitation, World Blind Union, California Council of the Blind, Senior & Disability Action, Paul K. Longmore Institute on Disability, California Foundation for Independent Living Centers, I See Music, National Federation of the Blind, United States Association of Blind Athletes, Creative Growth, The City and County of San Francisco, Mayor’s Office on Disability, American Foundation for the Blind, American Printing House for the Blind, Inc, Bay Area Arts Access Collective

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

Acoustic Sleep

Actiview

Adobe Lumber

AFP

Airbnb

AMC

American Red Cross

Apple

Asian Art Museum

Bank of America

Be My Eyes

Berkeley School of Optometry

Bookshare

Charles M. Schulz Museum

Chateau Montelena

Cooper Hewitt Museum

Cotati Food Service

Exploratorium

Facebook

Fitness SF

Google

Hobie Cat Company

Humanware

HP

Lyft

Microsoft

Napa Valley Petroleum

NASCAR

National Park Service

New York Public Library

City of Oakland

One Market Restaurant

Oracle

Outpost

Patson Companies

PG & E

ProInsurance

Raize Labs

Rotary Club of Napa

RVK, Inc

Safeway Open

Salesforce

San Francisco Symphony

San Joaquin RTD

Sendero Group

SFMOMA

SFMTA

Smith-Kettlewell Eye Institute

Turner Construction

Uber

University of Florida

University of San Francisco

US Bank

Volkswagen Group of America

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

Andea Anderson

Sweta Arora

Jennison Asuncion

Deborah Atencio Baioni

Joseph Ayres

Sylvia Barata

Joan and John Barkan

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Scott and Meg Fitzpatrick

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Lorraine B. Miller-Wolf

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Mark Moore

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Robert Mount

Geoffrey Murry

Robert and Lynne Myers

Robert Nardil

Bernard Newcomb

Joseph Nezwek

Vu Nguyen

William and Janet Nicholls

Clancy Nolan

Yerusha Nuh

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Robert E. O’Donnell

Sam Offenberg

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

Moira 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

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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

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Dirk Veenema

Marco A. Vidal Fund

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Rosemary Wakeham

Dirk Walvis and Carolyn Dille

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Kelly Weiss

Sheila Weiss

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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

Adrianne and Bruce Wonnacott

Jacqueline Young

Julia Young

Peter Young and Tachina Rudman-Young

Doug Yule

Gary and Linda Zellerbach

Roy Zitting

ORGANIZATIONAL GIVING

Alice Phelan Sullivan Corporation

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

Consumer Technology Association Foundation

Core Financial Corporation

Cotati Food Service

D & B Rental Properties, LLC

Dean & Margaret Lesher 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

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.

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

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

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

Soroptimist 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

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

LIGHTHOUSE COMMERCIAL ENTERPRISES

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

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



Captions: The inside of the Adaptations Store with merchandise lining the walls; close up of tissue packets manufactured at the Sirkin Center; A close-up of a tactile rendering of an artwork

BACK COVER

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](mailto:jsachs@lighthouse-sf.org).

LightHouse for the Blind and Visually Impaired  
1155 Market Street, Floor 10  
San Francisco, CA 94103  
Phone: 415-431-1841  
VP: 415-255-5906  
[www.lighthouse-sf.org](http://www.lighthouse-sf.org)

Caption: A young girl smiles with her cane after completing the 2017 Braille Challenge at LightHouse.



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