# **­Logo - LightHouse for the Blind and Visually Impaired, San Francisco.**

# **2020 Annual Report** \*All data is based on the LightHouse fiscal year: October 1, 2019 – September 30, 2020

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# Serving in unprecedented times; Pivoting during a pandemic



Photo caption: Zoom presentation spelling out “thank you” on cards on a Zoom screen in Spanish, Arabic, French, ASL, braille and English.

# **MISSION**

Founded in 1902, [LightHouse for the Blind and Visually Impaired](https://lighthouse-sf.org/) 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

Photo caption: LightHouse building sign with braille “L” and “H”.

# **BOARD OF DIRECTORS**

Sharon Z. Sacks, Ph.D. – Chair

California School for the Blind, Superintendent (retired)

Chris Downey – Immediate Past Chair

Architecture for the Blind, Architect

Luciana Profaca, Ph.D. – First Vice Chair

California Department of Rehabilitation, Chief Deputy (retired)

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

Geoffrey Murry – Secretary

Ad Astra – Law Firm, Attorney

Laura Allen – Google, Head of Strategy, Accessibility & Disability Inclusion

Jennison Mark Asuncion – LinkedIn, Head of Accessibility Engineering Evangelism

Janette Barrios – Apple, Accessibility Marketing and Community Manager

Johnny Dadlani – Growing IQ, Managing Partner

Michael Dellar – One Market Restaurant, Co-Founder, Principal

Chancey Fleet – New York Public Library, Assistive Technology Coordinator

Dana Hooper – Life Services Alternatives, Executive Director

Eric Mah – Financial Professional

Michael Nunez, Esq. Rosen Bien Galvan & Grunfeld – LLP, Attorney

Dr. Julius Oatts – UCSF Medical Center, Pediatric Ophthalmologist, Assistant Professor of Ophthalmology

Yue-Ting Siu, TVI/COMS, Ph.D – San Francisco State University,  
Assistant Professor

Ahmet Ustunel – San Francisco Unified School District, Teacher of the Visually Impaired

# **EXECUTIVE LEADERSHIP**

Bryan Bashin

CEO

Scott Blanks

Senior Director, Programs

Brandon Cox

Senior Director, Operations

# **LOCATIONS**

LightHouse for the Blind and

Visually Impaired (Headquarters)

San Francisco, CA

LightHouse East Bay,

Ed Roberts Campus

Berkeley, CA

LightHouse North Coast

Eureka, CA

Enchanted Hills Camp for the Blind

Napa, CA

LightHouse Industries

Sirkin Center

Alameda, CA

# **A letter from our Board Chair Dr. Sharon Sacks**



**Photo caption:** Lighthouse Board Chair Sharon Sacks sits on a couch with paintings behind her.

Dear LightHouse Community,

2020 was an unusual year for everyone around the world. March 13th, 2020 was the last day most LightHouse staff went to work in our offices. As the Board Chair, I am proud to share the LightHouse for the Blind 2020 Annual Report, documenting how LightHouse supported the blind community through a global pandemic, with an engaged, tireless and swift-thinking staff, who for the most part pivoted to do their work from the safety of their homes.

We responded to the new reality with Care Calls. LightHouse staff called 1,277 LightHouse students to offer resources, assess their situations and offer support during an incredibly difficult time. As we began offering all of our classes online, we were surprised by the zealous participation. More seniors participated in ”Coffee with Mike Cole” via Zoom and phone, than had taken part in-person. A new program called “Tech Together” became a huge success, allowing the blind community a place to trouble-shoot tech topics with experts and peers. Braille and tech trainers doubled their teaching hours, as students wanted to become tech-savvy and tactile literate. As the year progressed we saw the need to serve the diversity of the blind community, and we now offer more programs in Spanish than ever before in our 118 years. Because people still need to learn the vital independence skill of traveling with a white cane, our Orientation & Mobility staff began to teach community travel skills in-person, with social distance and masks.

Many of you know me as the previous Superintendent of the California School for the Blind. I myself was born with low vision, and have made a career of improving education for blind children. Kids have had a hard time in the pandemic, and distance education is especially difficult for blind youth. Our Youth Programs coursed in with a host of online support, entertainment, and community to help children & youth isolated at home. Monthly Mentor Mondays helped students learn to advocate for their needs and address misconceptions. “Reel Escape”, a weekend movie club, offered popular films shown with audio descriptions followed by lively conversation. The club “College Spaces from Different Places” created a space for older blind students to connect and support each other.



**Photo caption:** CEO Bryan Bashin and Board Chair Sharon Sacks cut the ribbon for our new pool house opening at EHC.

It was [Enchanted Hills Camp](http://enchantedhillscamp.com/)’s 70th Anniversary of providing a community of growth for blind campers. With virtual campfires, a series of Facebook Live concerts and camp sessions held via Zoom, EHC provided a vital connection for blind campers, throughout the year. Meanwhile, the camp renewal continues. The legacy buildings received handsome, fireproof metal roofs and new deep green paint to harmonize with the plush green landscape. The pool has a new fence and pool house, resplendent with a guide dog shade area and clad in redwood salvaged from trees lost in the fires. Meanwhile, in 2020 we planned for a total re-envisioning of [Enchanted Hills](https://lighthouse-sf.org/enchanted-hills/rebuilding/) as a global center for blindness training in the summer and beyond, with construction planned over the coming 24 months.

In 2020, big things happened at the [Sirkin Center](https://lighthouse-sf.org/about/sirkin-center/), LightHouse’s blind labor-force manufacturing plant. We had just recently added a line of cleaners and disinfectants to the production at Sirkin. Then it became clear that our hard surface cleaner was effective at killing the novel coronavirus. Suddenly our burgeoning new business went prime time. We were able to double our staff and hire a blind scientist to oversee the product blends. Our customer base of government agencies and private companies continues to grow, and so do the employment opportunities for people who are blind or have low vision. The BBC covered Sirkin Center’s unprecedented growth in [this video.](https://www.youtube.com/watch?v=yBqA8CVUWk4&feature=youtu.be)

LightHouse’s [Madlab](https://lighthouse-sf.org/braille-and-accessible-design/) creates innovative tactile and accessible materials. They partnered with the New York Library to provide our unique TMAPS for patrons. These tactile maps are empowering library patrons to understand the streetscape in NYC and beyond. TMAPs can be ordered for any location through Adaptations, LightHouse’s store. While our staff miss the hands-on approach in the store, [Adaptations](https://adaptations.org/) is now fully online, serving customers all over the globe.

The three 2019 [Holman prize](http://holmanprize.org/) for blind ambition winners, [Mona Minkara](https://holman.lighthouse-sf.org/2019-mona-minkara/) (created travel documentaries about public transit around the world), [Alieu Jaiteh](https://holman.lighthouse-sf.org/2019-alieu-jaiteh/) (provided training for blind adults in rural Gambia) and [Yuma Decaux](https://holman.lighthouse-sf.org/2019-yuma-decaux/) (created an app for blind citizen scientists to explore space acoustically) completed their Holman year with a bit of an extension due to COVID. Meanwhile [Tyler Merren](https://holman.lighthouse-sf.org/2020-tyler-merren/) (pioneering an app for fitness for people who are blind or have low vision), [Dr. Birendra Raj Sharma Pokharel](https://holman.lighthouse-sf.org/2020-birendra-raj-sharma-pokharel/) (training blind women in Nepal in early detection of breast cancer) and [Tiffany Brar](https://holman.lighthouse-sf.org/2020-tiffany-brar/) (providing blind empowerment and skills to blind youth in South India) began their adventures and projects, all focused on bettering the world.

Looking ahead, I foresee a future of LightHouse programs held in-person with segments taught virtually. Lessons learned during this challenging time will make our programs more effective and accessible to greater numbers of blind students in the years to come.

Thank you for being part of our LightHouse family. In these difficult times, your support is essential to our success.

**Best wishes,**

Sharon Zell Sacks, Ph.D.LightHouse Board Chair

# **OUR PROGRAMS**

**ACCESS TECHNOLOGY** - The Access Technology department facilitates the use of accessible technology among people of all ages and levels of expertise. We also work with companies on design consulting, functional accessibility review and user testing sessions.

**ADAPTATIONS STORE** - Located on the 10th Floor of our San Francisco headquarters, as well as online, Adaptations is the only place in Northern California with a comprehensive offering of tools, technology and other solutions used by

blind people.

**BLIND AND LOW VISION SKILLS** – Training in low vision and blindness skills, including Orientation and Mobility, braille, pre-guide dog skills in partnership with Guide Dogs for the Blind, and independent living skills curriculum like Changing Vision, Changing Life, our flagship introductory program to those with changing vision who want an intensive introduction to the myriad options available at LightHouse.

**COMMUNITY SERVICES** – Blind adults come together in-person and virtually for social events, professional mentoring, accessible movie nights, museum tours, crafting, cooking and fitness programs.

**COUNSELING SERVICES** – Available in individual, couples and  
group settings, LightHouse counseling services support a student’s  
overall well-being.

**DEAF-BLIND SERVICES** – Deaf-blind students benefit from training, resources and free technology. In 2020, LightHouse supplied Deaf-blind students with 450 pieces of equipment valued at $268,008.

**EMPLOYMENT IMMERSION** – Blind and low vision jobseekers receive personalized training to learn how to identify job openings, network, interview and secure competitive employment. More than 100 graduates have secured employment since the program began in 2011.

**ENCHANTED HILLS CAMP AND RETREAT** – The oldest camp for the blind in the American West, hosting campers since 1950. This year we went virtual, hosting four different remote camp sessions and remote campfires to thousands of viewers all over the world.

**LIGHTHOUSE INDUSTRIES SIRKING CENTRE** – Our state-of-the-art manufacturing center produces essential disinfectants and cleaning products in the fight against COVID. Over 80% of employees at LightHouse Sirkin Center are blind or have low vision, working in all aspects of our business from the production line to quality assurance to the new product development laboratory.

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

**MEDIA AND ACCESSIBLE DESIGN LAB (MAD Lab)** – This team of designers produces tactile graphics, maps, 3D educational objects, ADA signage, braille

and more.

**THE JOSEPH CHAN LOW VISION OPTOMETRY CLINIC** – In partnership with the UC Berkeley School of Optometry and located within LightHouse Headquarters, this is a low vision and primary care eye clinic.

**VOLUNTEER SERVICES** – Throughout the COVID-19 pandemic, volunteers continue to meet with blind community members requesting volunteer matches, students one-on-one, both virtually and through essential in-person visits, as well as providing LightHouse administrative support and maintaining Enchanted Hills Camp.

**YOUTH PROGRAMS** – LightHouse offers activities for blind and low vision youth, including STEM education, outdoor adventures and a monthly YES Academy, a mentor-led employment series that encourages blind teens to prepare for professional success.

# 

**2020 Impact by the Numbers  
  
Blind students served:** 1,624

**Teaching hours:** 24,390

**Care Calls During Covid:** 1,277

**Ages:**

65+: 623

25-64: 794

19-24: 105

13-18: 85

0-12: 12

**Program hours:**

Adults and Seniors: 3,972

Youth: 3,221

Orientation and Mobility: 3,767

Braille: 899

Psychological Services and Counseling: 514

Blind and Low Vision Skills: 875

Employment Immersion: 2,755

Student Support: 1,777

Access Technology: 3,851

Deaf-Blind: 1,581

Grand Total: 24,390 hours

**Volunteer Programs**

Total Volunteer Hours: 8,326

Total Number of Volunteers: 242 people

 

Four-Star Charity Navigator and Platinum GuideStar logos above

# 

# **2020 Outreach California**

LightHouse reaches a robust network of students and organizations at state, national and international levels. In 2020, LightHouse served 45 California Counties.

State of California Infographic

Photo caption: Map of the State of California Infographic

**Counties Served:**

Alameda

Amador

Butte

Calaveras

Contra Costa

Del Norte

El Dorado

Fresno

Glenn

Humboldt

Kern

Kings

Lake

Lassen

Los Angeles

Marin

Mendocino

Merced

Modoc

Monterey

Napa

Nevada

Orange

Placer

Riverside

Sacramento

San Benito

San Bernardino

San Diego

San Francisco

San Joaquin

San Luis Obispo

San Mateo

Santa Barbara

Santa Clara

Santa Cruz

Shasta

Solano

Sonoma

Stanislaus

Tehama

Trinity

Tulare

Tuolumne

Yolo

# **2020 National and International Outreach**

National map infographic

Photo caption: Map of nation infographic

**In 2020, LightHouse served students from 17 states:**

California, District of Colombia, Hawaii, Illinois, Maryland, Massachusetts, Maine, Minnesota, Missouri, New Jersey, New York, Ohio, Oregon, Pennsylvania, Utah, Virginia, and Washington.  
  
  
**Highlights from our Student Surveys**

* 90% students say they would refer someone to LightHouse.
* 88% students say that LightHouse was useful and relevant in meeting their interests and needs.
* 90% students found LightHouse staff to be professional

and knowledgeable.

**World map infographic**

Photo caption: Infographic map of the world

Thanks to our Holman Prize and a large international contingent at camp, our international network continues to expand. In 2020, LightHouse reached these countries.  
  
Albania

Algeria

Armenia

Australia

Bangladesh

Bosnia and Herzegovina

Brazil

Burkina Faso

Canada

China

Estonia

Finland

Gambia

Germany

Ghana

Holland

India

Ireland

Italy

Kazakhstan

Kenya

New Zealand

Malaysia

Nepal

Nigeria

Philippines

Poland

Romania

Russia

Spain

United Kingdom

United States

Zimbabwe



******

Photo caption: Our new goats! White goat standing on its hind legs.

2020 was our 70th year of EHC, but we were not able to be together in person due to the pandemic. We ran these programs remotely:

* EHC hosted ten different virtual summer sessions in 2020.
* Music Camp rocked the world with a virtual concert finale for several thousand audience members through Facebook Live.
* EHC sponsored a series of ten online music concerts featuring professional musicians, many of whom were previous EHC campers or employees. This event was well attended with over 32,000 reactions from people from all over the world.
* EHC hosted virtual campfire sessions attended by campers from all over the world.
* The new poolhouse is complete, clad in redwood lumber milled from trees damaged in the 2017 fire.
* Two AmeriCorps groups spent six weeks working on a variety of projects: rebuilding bridges and fences, maintaining trails, and helping keep camp in shape.

****

**Photo caption:** Two EHC AmeriCorps volunteers holding clippers.



**Photo caption:** New poolhouse at EHC.

**EHC by the Numbers 2020**

Blind Campers: 155

Camper hours: 1,485

EHC Virtual Holiday Concert audience: 2,200

Total reach for EHC concert series on Facebook Live and virtual campfire sessions: 32,000

**EHC 2020 Virtual Programs**

Adult Session

Youth Camp

Teen Camp

Music Camp

**A collage of a person

Description automatically generated with medium confidence**

Photo caption reading Left to right: Grid of performers’ headshots from the summer “Give Back Concert Series.” Fernando Apan, Mariana Sandoval, Phil Madera, Graham Norwood, Christina Jones, Maceo Williams, Bruce Cockburn, Lawrence Brown and the EHC 70th Anniversary Logo.

# EHC Camper Profile



**Photo caption:** EHC camper Monse stands in front of the Redwood Grove sign, carved from a felled redwood tree.

Meet Monse, a blind 16-year-old student, currently in her junior year of high school in California. A few years ago, Monse attended Enchanted Hills Camp for the Blind with her family. Like many parents, Monse’s were hesitant about sending their blind kid away from home. At Family Camp they witnessed how their daughter thrived in an environment where being blind was just another part of her life.

The following July, Monse returned on her own for the Youth Session, and ever since, Enchanted Hills had become her eagerly awaited summer experience.

Until the pandemic scotched our summer 2020 sessions, Monse was planning on attending the two-week session for teens and looked forward to the special formal dinner and dance, the kayaking field trip and the karate workshop.

When the 2020 camp session was cancelled, Monse was sad, but she discovered that all was not lost. Monse was able to join her friends online for the virtual Teen Session. There were games and sing-alongs at the campfire, but what has really stayed with Monse are the profound conversations.

She told us, “We had deep discussions on blindness, the challenges of transitioning from high school to college and how to advocate for ourselves. We also covered strategies for overcoming the isolation and loneliness of the pandemic.” These are conversations that blind kids just don’t have anywhere else.

In addition to friendship and outdoor exploration, Enchanted Hills provides opportunities for older campers to flex their leadership muscles and gain responsibility. Almost all of our counselors are blind, many of whom have worked their way up from campers, to Counselors in Training (CITs), to paid employees. This summer Monse took part in the CIT program. Camp Director Tony Fletcher enthused, “Monse is a promising up-and-comer at Enchanted Hills. I see a bright future for her on our staff.”

Despite challenges, LightHouse was able to hold 2020 summer camp sessions online, including Music Camp, STEM programs, sessions for blind adults, plus some amazing community concerts and campfires. Enchanted Hills Camp is provided free to blind kids, many of whom are from low-income families.

2020 was the 70th anniversary year of the birth of our beloved camp, a sanctuary and place to learn self-reliance for 30,000 campers and growing. We are now re-imagining Enchanted Hills and will soon build 20 new cabins and program areas.

# **Holman Prize for Blind Ambition**



Now in its fifth year, LightHouse’s Holman Prize for Blind Ambition is an international competition with a monetary prize that is awarded annually to three blind individuals who wish to push their limits. It is named for James Holman, a nineteenth-century blind explorer and author, who was the most prolific private traveler before the era of modern transportation.

In 2017, LightHouse for the Blind launched the Holman Prize to support the emerging adventurousness and can-do spirit of blind and low vision people worldwide. This endeavor celebrates people who want to shape their own futures instead of having them laid out for them. Created specifically for legally blind individuals with a penchant for exploration of all types, the annual Holman Prize for Blind Ambition provides financial backing – up to $25,000 – for three individuals to explore the world and push their limits.

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. Prize winners embark on adventures of their choosing, which may involve travel, community organizing, athletics, scientific exploration, art and more. In addition to motivating blind individuals to realize their dreams, the purpose of the Holman Prize is to change the world’s perception of blind ability.

# **2020 Holman Prize Recipients**

**Tiffany Brar, India:**



**Photo caption:** Close up of Tiffany Brar smiling.

Brar’s Holman ambition is called “Reaching the Unreached.” With the Holman Prize, Brar will expand services for the blind into rural and tribal south India. Brar’s goal is to train more than 300 blind people across four states: Kerala, Tamil Nadu, Telangana, and Karnataka. She hopes to help teenagers enroll in school and adults participate in residential training centers for the blind or find jobs.

Tyler Merren, USA:



**Photo caption:** Close up of Tyler Merren.

Tyler Merren will develop “ReVision Fitness”, an audio-based fitness mobile application. “While there are many fitness apps out there,” said Merren, “they don’t provide an adequate description of exercises for people who are blind.” The app will include descriptions of equipment, nutrition, heart rate monitoring and journal capabilities, all in an accessible format.

Dr. Raj Sharma Pokharel, Nepal:



**Photo caption:** Close up of Dr. Sharma Pokharel.

Dr. Pokharel will use his Holman Prize funds to provide training for blind women in Nepal to become Medical Tactile Examiners in the early detection of breast cancer. The new program will provide an employment path for up to 30 blind Nepalese women who traditionally face enormous barriers to employment.

**To learn more about the prize and its winners, view our short video:**<https://www.youtube.com/watch?v=b2ofhVRjzvA&t>

# 

# **LIGHTHOUSE SOCIAL ENTERPRISES**

## **MEDIA AND ACCESSIBLE DESIGN LAB (MAD Lab)**

From printed information to physical space, our [MAD Lab](http://lighthouse-sf.org/braille-and-accessible-design/) specializes in making the visual tactile and turning inaccessible experiences into inclusive ones. Our team of designers and consultants works to enhance understanding of what images and diagrams can do for blind people. We believe that equitable access to information should be an ordinary experience, and that image poverty is avoidable. So we make things that are aesthetically pleasing, legible, relevant and meaningful to blind people. With enough images under our fingertips, image fluency, perceptual and creative abilities around spatial information can flourish.

**MAD Lab 2020 Year in Review**

**Architectural Signage:** The San Francisco Mayor’s Office on Disability and San Francisco Public Works require City projects to obtain a letter from LightHouse certifying that all tactile signs with raised characters and braille comply with building code signage standards. By providing this essential service, MAD Lab allows public housing and other public building projects to go forward.

**TMAP:** During COVID, there has been an exigency among teachers and students around long-term distance learning. In response, MAD Lab and LightHouse’s Orientation and Mobility instructors partnered on a series of webinars that show how indispensable TMAPs are at giving people everyday access to spatial information. As TMAP is incorporated into Orientation and Mobility lessons we’re witnessing a profound change in how practitioners think about and use tactile graphics.

**Interpretive exhibits**: Visitors can run their fingers along MAD Lab designed braille and tactile exhibits at parks and museums including Ala Kahakai National Historic Trail, Asian Art Museum, CIA, de Young Museum, Disney, Exploratorium, Fremont Museum, Golden Gate National Recreation Area, John Dickinson Plantation, National Library Service, Oakland Museum of California, Patterson Great Falls National Historic Park, SOMArts Cultural Center and Utah State Parks.  
  
**Master Plan for Re-imagining of Enchanted Hills Camp:** MAD Lab supplies blind people on the EHC Visioning Committee and our Board of Directors with the accessible materials, maps, and plans for the new EHC.

**MAD Lab by the Numbers**316 different projects for 78 customers in 17 states (CA, DC, HI, IL, MA, MD, ME, MN, MS, NJ, NY, OH, OR, PA, UT, VA, WA). Customers include ACLU, Amazon, Apple, CIA, Disney, Facebook, Federal Reserve, Google, Maximus, NFB, National Library Service for the Blind and Print Disabled at the Library of Congress, National Park Service, Partnership HealthPlan of California, PG&E, Salesforce, Siemens Mobility, Stanford University, Sutter Health, Verizon Media and Volkswagen Group.  
  
**Total Projects by MAD Lab 2020 –** 369 projects broken down into the following categories: **Accessible Design: consulting, tactile maps, graphics, 3D** – 61 projects

**Architectural Signage Inspection and Certification** – 27 approval letters certifying 2,968 signs as 2010 ADA & 2019 CBC compliant

**Braille Translation** – 21,786 pages

**Braille Business Cards** – 5,162 cards

**Audio Recordings** – 20 recordings

**Training, Workshops, Presentations, and Interviews** – 19 with over 1606 attendees and 244 YouTube views

**TMAPs distributed by MAD Lab** – 1,561

**Non-Lighthouse distributed TMAPs (TMAP users and downloads)** – 109 users downloaded 247 maps

**MAD Lab products sold through Adaptations –** With 61 products in the Adaptations store catalog, 569 items made it into 200 customers’ hands

**MAD Lab Map List** – 613 subscribers

   
**Photo caption:** Three birthday cards, one with a flamingo, one with a dog in a birthday hat, and the third showing a birthday cake with Happy Birthday written in text and braille.

   
**Photo caption:** A TMAP showing the Bay Area Rapid Transit (BART) System Map with LightHouse logo on the bottom.

## **ADAPTATIONS BLIND TECHNOLOGY STORE**

[Adaptations](https://adaptations.org/) is the only place in Northern California with a comprehensive offering of tools, technology, and other

solutions for blind and people who have low vision.

**2020 Statistics**

Total number of items sold: 5,257

Total number of transactions: 1,849

Total number of unique customers: 1,235

Number of visitors to Adaptations.org since its launch: 15,185

Total number of online orders: 487



Photo captions:

Image 1 – Card with a flower with “Thinking of You” in text and braille.

Image 2 – White canes hung on the wall in the Adaptations store.

## **THE SIRKIN CENTER**

For decades, The Sirkin Center has provided employment for people who are blind. These jobs include customer service, shipping and receiving, inventory management and light manufacturing – making tissue packets which are included in MREs (Meals Ready to Eat) in emergency rations utilized by soldiers, rescue workers and firefighters in the field.

Recently Sirkin Center expanded the business to include the production of EPA Safer Choice PRIDEClean cleaning and disinfectant products. This is a line of non-toxic, green cleaning products used at private and public facilities around the country. [The products contain no ammonia, phosphates, are biodegradable and contain zero to low VOCs](https://lighthouse-sf.org/sirkin-center-cleaning-products/). **The Sirkin Center also produces**[Skilcraft Glass and All-Purpose Cleaners and Pure Bioscience Hard Surface Disinfectants](https://lighthouse-sf.org/skilcraft-lighthouse-chemicals-sds-and-ingredient-information/)**in partnership with** **National Industries for the Blind and the Ability One Commission.** PURE Hard Surface Cleaner contains no bleach, ammonia, phosphates, phenols or VOC emitting compounds through an odorless formula that is non-caustic and non-irritating. In 2020, PURE was added to the EPA’s List N as a product that is effective against COVID-19.

The Sirkin Center is one of LightHouse’s initiatives dedicated to the employment of people who are blind. By the end of 2021 we expect that 30 blind people will be on payroll at the Sirkin Center. Blind employees hold a variety of positions including a scientist hired in 2020 to oversee our quality control program. In an unprecedented year, Sirkin Center has greatly increased our customer base, productivity and support for LightHouse programs.

Packets of tissue produced in 2020: 51,000,000

Line filled bottling in 2020: 600,000 units

85 percent of the direct labor in our facility comes from blind employees. We doubled our employees from 10 to 21 employees.   
  
   
  
 

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**Photo captions: Image 1** – Masked LightHouse Production Assistant Valentino Benelli bottles cleaning product at Sirkin Center. **Image 2** – A cardboard box used to ship product, labeled with the words “Produced by blind workers at LightHouse for the Blind and Visually Impaired.” **Image 3** – A view of masked Production Assistants Jennifer Holloway with Valentino Benelli bottling cleaning product at Sirkin Center. **Image 4** – One thousand-pound rolls of toilet paper await repackaging at the Sirkin Center in San Leandro. **Image 5** – Masked LightHouse Production Assistant Rebecca Reinier walks across the warehouse floor of Sirkin Center with a white cane.

# **Who We Reach**

Part of LightHouse’s mission is to communicate the truth about blindness to the widest possible audience. These prominent media sources published articles about LightHouse in 2020.

**60 Minutes**  
[Board Member, Chris Downey and LightHouse were featured again on 60 Minutes](https://vimeo.com/312158662)

**BBC Radio In Touch**  
Listen to 2019 Holman Prizewinner: [Mona Minkara On Her Global Public Transport Experiences](https://monaminkara.com/ptc).

**BBC World Service**  
[Watch this BBC World News report about how LightHouse Industries staff who are blind and have low vision are providing essential products to help fight COVID-19 during the pandemic.](https://youtu.be/yBqA8CVUWk4)

**San Francisco Chronicle**  
[LightHouse Industries photo essay.](https://www.fnphoto.com/blind-workers-produce-toilet-paper-for-the-us-military/)[On the bright side: Blind workers on a roll making toilet paper at San Leandro factory](https://www.sfchronicle.com/bayarea/article/On-the-bright-side-Blind-workers-on-a-roll-15227517.php)

**Sight Tech News**  
[Accessibility from the wheels up: the Waymo self driving taxi](https://www.youtube.com/watch?v=xkBIJ8mejDM)

**Vice News**  
[Vital Coronavirus Information Is Failing the Blind and Visually Impaired](https://www.vice.com/en_us/article/4ag9wb/vital-coronavirus-information-is-failing-the-blind-and-visually-impaired)

**The Napa Valley Register**  
[COVID-19 concerns cancel Napa summer camp for blind students](https://napavalleyregister.com/news/local/covid-19-concerns-cancel-napa-summer-camp-for-blind-students/article_fb442bf3-6673-58d1-b811-c8a71b5e84f7.html#tracking-source=home-top-story-1)

**NBC Bay Area**  
[NBC Bay Area Visits 2019 Project Innovation Recipient](https://www.nbcbayarea.com/community/project-innovation/nbc-bay-area-visits-2019-project-innovation-recipient/2229225/)

# **ADVOCACY**

**In 2020 we worked with advocacy groups, companies and organizations from across the nation.**  
AbilityOne

AER

American Camp Association (ACA)

American Foundation for the Blind

American Printing House for the Blind

American Red Cross

Americorps NCCC

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# **2020 Financials**

## **Support and Revenue:**

Government Contracts and other grants: $1,497,692

Donations and Bequests: $1,484,537

Sales: $4,958,504

Fees for Service: $1,085,849

Interest and Dividends: $2,956,924

Insurance Reimbursements: $593,677

Other Revenue: $385,609

**Total Support and Revenue: $**12,962,792  
  
**Operating Expenses:**

Program Services: $14,064,280

General and Administration: $2,992,180

Fundraising: $1,276,581

Total Expenses: $18,333,041

## **Change in Net Assets from Operations: $5,370,249**

## **Other Gains and Losses:**

Realized and Unrealized Gains (Losses) on Investments, net of fees: $4,677,398

Change in Value of Interest Rate Swap: ($604,376)

**Change in Net Assets: ($1,297,227)**

**Four Photo collage. Alt text left to right:
Image 1 – Former Board member Jerry Kuns holds a white cane and waves to Development Director Jennifer Sachs, who is wearing a mask.
Image 2 – San Francisco Mayor London Breed holds up a TMAP of the Civic Center that she received on White Cane Day, 2019 at the LightHouse.
Image 3 – Kathy Abrahamson, Director of  Rehabilitative Services, stands with Alyah Thomas, Administrative Assistant EHC/Deaf-Blind, in the conference room at LightHouse. Both are wearing masks.
Image 4 – Campers sit in Redwood Amphitheater at EHC, behind two redwood trees in 2019.
**

Photo captions left to right:

Image 1 – Former Board member Jerry Kuns holds a white cane and waves to Development Director Jennifer Sachs, who is wearing a mask.

Image 2 – San Francisco Mayor London Breed holds up a TMAP of the Civic Center that she received on White Cane Day, 2019 at the LightHouse.

Image 3 – Kathy Abrahamson, Director of Rehabilitative Services, stands with Alyah Thomas, Administrative Assistant EHC/Deaf-Blind, in the conference room at LightHouse. Both are wearing masks.

Image 4 – Campers sit in Redwood Amphitheater at EHC, behind two redwood trees in 2019.

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Photo caption: A group of LightHouse staff and supporters gathered outside LightHouse Headquarters in San Francisco on White Cane Day. Photo by Sarika Dagar

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