



# :LIGHT HOUSE:

FOR THE BLIND AND  
VISUALLY IMPAIRED

ANNUAL  
REPORT | 2016



# 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, government, 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

## Board of Directors

### President

Chris Downey, Architect,  
Architecture for the Blind

### Immediate Past President

Joshua A. Miele, Ph.D., Research Scientist,  
Smith-Kettlewell Eye Institute

### 1st Vice President

Lisa Carvalho, Attorney at Law

### 2nd Vice President

Gena Harper, Sr. Vice President,  
Morgan Stanley

### Secretary

Geoffrey Murry, Attorney at Law, Ad Astra  
Law Group, LLP

### Treasurer

Dana Hooper, Executive Director, Life  
Services Alternatives

Jennison Mark Asuncion, LinkedIn, Digital  
Accessibility Leader

Michael Dellar, CEO, Lark Creek Restaurant  
Group

Jerry Kuns, Technology Specialist, California  
School for the Blind (retired)

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

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

Dr. Jennifer Ong, O.D., Optometrist

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

## 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 CEO

In May 2016, after three years of design, demolition and construction, our staff moved out of our well-loved building at 214 Van Ness Avenue into bright and sparkling new offices three times the size. The \$20 million Civic Center construction project, designed by Mark Cavagnero and Associates and built by DPR Construction, triples the number of blind and visually-impaired people we can serve and allows us to house nearly 100 employees.

**After 114 years of operation, the LightHouse finally has the space it needs to grow for generations to come.**

We're now at the nexus of San Francisco public transportation atop the Civic Center BART and Muni station, a huge plus for our community. With the purchase of this 11-story building came additional income from eight floors of rental offices, as well as newfound partnerships with the San Francisco city employees who work in them.

So what have we built? There's a residential wing for 29 students, meeting rooms for gatherings of up to 150 people and massive investment in audio and video connectivity. There are more than a dozen teaching rooms, a dedicated low vision optometry clinic, a volunteer center, the region's largest blindness technology store and rooms for fitness, crafts, a science lab and video and audio recording studios. We've even built a specialized lab for braille and tactile production.

When we opened our doors on June 10, 2016, the San Francisco Mayor proclaimed a city-wide 'LightHouse Day'.

An unprecedented 1,000 celebrants took over downtown San Francisco, parading behind a marching band to enter our new space. The 'blind pride' march from City Hall to our headquarters was like nothing ever seen in the blindness community since our predecessors inaugurated their new headquarters a century before.

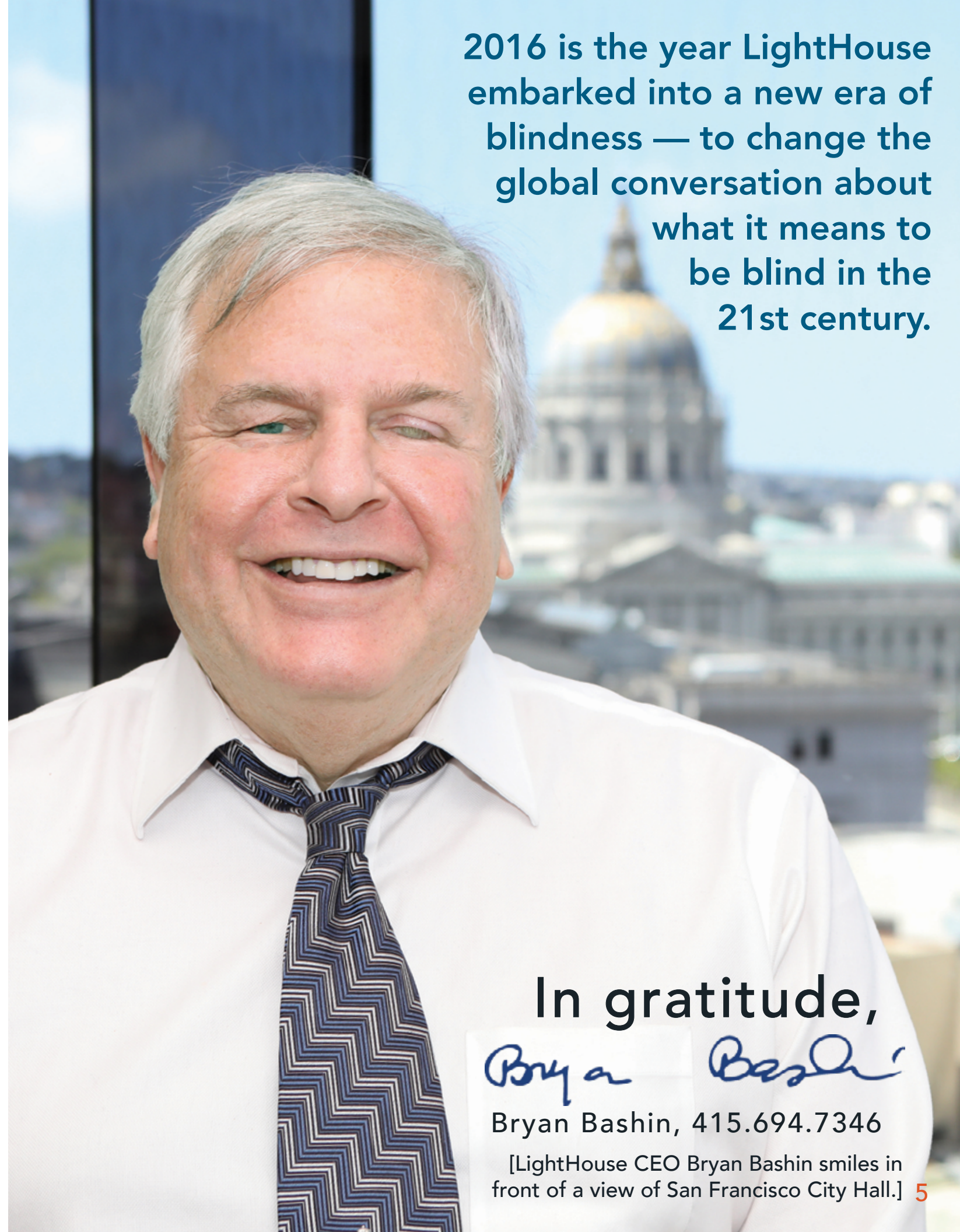
Today, LightHouse has never had so many friends and supporters. We've hosted thousands of collaborators, students and community members eager to see our new center's accessible and inclusive features for people of all abilities. [San Francisco magazine featured an extensive piece about our design process.](#) The deluge of press about how we've entered our next century has raised our prominence in California and around the world.

**So how will we harness the new headquarters, our five satellite offices and our compassionate staff?**

This year our Board of Directors has authorized a strategic planning process which will culminate in 2017 with an ambitious and inventive plan to take the LightHouse through the year 2020 and beyond.

I look forward to the LightHouse making a fuller impact in our new space. This annual report shines a light on this organization's activity, muscle and the ambition that fairly crackles in the air. Let me assure you that the human capital of creativity and compassion also shines just as brightly in the future emerging around us.

2016 is the year LightHouse embarked into a new era of blindness — to change the global conversation about what it means to be blind in the 21st century.



In gratitude,

*Bryan Bashin*

Bryan Bashin, 415.694.7346

[LightHouse CEO Bryan Bashin smiles in front of a view of San Francisco City Hall.]



# Student: Ruth Hartman

When Ruth used a braille at a Changing Vision Changing Life Immersion retreat at Enchanted Hills Camp in February 2016, she was hooked.

Ruth is a busy person. She runs her own marketing and communications business, called Wordcraft. She's a leader at her synagogue, teaches peer counseling, and dedicates her time to vegetarian cooking and bread baking. She's an avid reader, follows politics and baseball, and raised two daughters who are now in their 20s.

She's done all of this as her vision declined due to a progressive condition over the last 30 years. Changing Vision Changing Lives helped her make the adjustments she needed to keep living a full life.

**"The loss and grief and fear and feelings of panic were getting more difficult to manage as my central vision was deteriorating more. I needed to make some kind of mental breakthrough—but I didn't know what it was. There was something about solving the puzzle of braille that I found really enthralling."**

**82%** of our students say they are successfully using newfound skills and strategies

**83%** of our students say they are motivated to try new things

**82%** of our students say they are better able to maintain their day-to-day activities



Ruth, who attended CVCL and is an avid braille reader, smiles for a portrait.



# BY THE NUMBERS

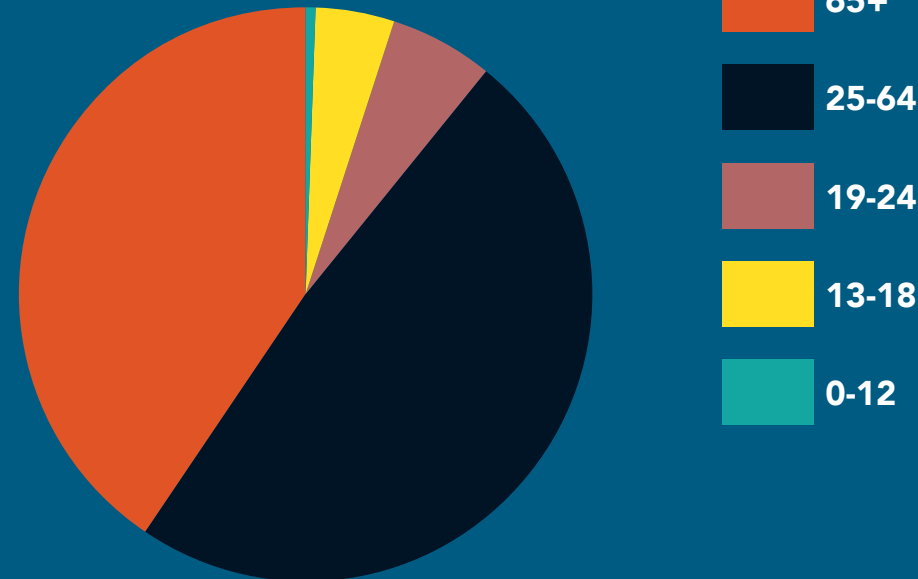
# PLACES WE'VE REACHED

BLIND  
STUDENTS:  
**885**



**15,222**  
**hours**

## AGES



**Four Star Charity**

**- 2016 -**

## VOLUNTEERS

**660**

individuals

**17**

groups



## PROGRAM HOURS

**3,009**

adults & seniors

**2,802**

youth

**2,660**

orientation &  
mobility

**2,021**

employment  
immersion

**1,317**

student support  
(advocacy, family, referrals,  
transportation)

**1,156**

technology

**832**

deaf-blind

## CA Counties

Alameda  
Amador  
Butte  
Contra Costa  
Del Norte  
El Dorado  
Fresno  
Humboldt  
Imperial  
Kern  
King  
Lake  
Lassen  
Los Angeles  
Marin  
Mendocino  
Monterey  
Napa  
Nassau  
Nevada  
Orange  
Placer  
Plumas  
Riverside  
Sacramento  
San Benito  
San Bernardino  
San Diego  
San Francisco  
San Joaquin  
San Jose  
San Luis Obispo  
San Mateo  
Santa Barbara  
Santa Clara  
Santa Cruz  
Shasta  
Solano  
Sonoma  
Stanislaus  
Tulare  
Tuolumne  
Ventura  
Yolo  
Yuba

## States

Alaska  
Arizona  
Arkansas  
California  
Colorado  
Florida  
Hawaii  
Illinois  
Indiana  
Maryland  
Massachusetts  
Michigan  
Minnesota  
Montana  
Nevada  
New Hampshire  
New Jersey  
New Mexico  
New York  
North Carolina  
Ohio  
Oregon  
South Carolina  
Tennessee  
Texas  
Virginia  
Washington  
Washington, D.C.

## Countries

Armenia  
Australia  
Belgium  
Brazil  
Canada  
China  
Croatia  
Czech Republic  
Denmark  
Finland  
France  
Germany  
Hungary  
Iceland  
India  
Islamic Republic of Iran  
Israel  
Italy  
Japan  
Mexico  
Myanmar  
Netherlands  
New Zealand  
Norway  
Poland  
Puerto Rico  
Russia  
Spain  
Sweden  
Switzerland  
Turkey  
Ukraine  
United Arab Emirates  
United Kingdom  
United States



# Volunteer: Abby Cochran

When Abby Cochran first found the LightHouse three years ago, she came asking for help – but she wasn't blind.

Abby, who is fully sighted, had just moved to Berkeley for her Master's degree and was working at a startup in the city called TransitScreen. The company was using Bluetooth beacons to send transit data to user's phones – particularly useful for blind users at inaccessible signs. She needed user testers though, and someone told her LightHouse was the obvious choice.

As Abby transitioned into her PhD in Urban Planning at UC Berkeley, LightHouse stuck in the back of her mind. Her social setting was changing, she was on a new schedule and she was looking for new friends and activities to fill her time.

A couple months and a few LightHouse newsletters later, Abby discovered our Volunteer Program. She signed up for a Volunteer Training and connected with her new fitness partner who, like Abby, lived in Berkeley and was excited to spend time every weekend getting out and about. The two quickly fell into a rhythm with hikes all around the Bay Area. They still hike about once a week, usually for half a day.

**"Within the first few weeks we were exercising together, he invited me to an event," she says. "We were doing introductions and meeting people, and he said this is Abby. And they were like 'Oh, how do you two know each other?' And we hesitated for a second and looked in each other's direction and said, 'Well, we're... friends.'"**

**80%** of our students say they have more confidence because of LightHouse

**77%** of our students say they are more satisfied with their quality of life



10 Abby Cochran, who is a dedicated LightHouse fitness partner, smiles for a portrait.



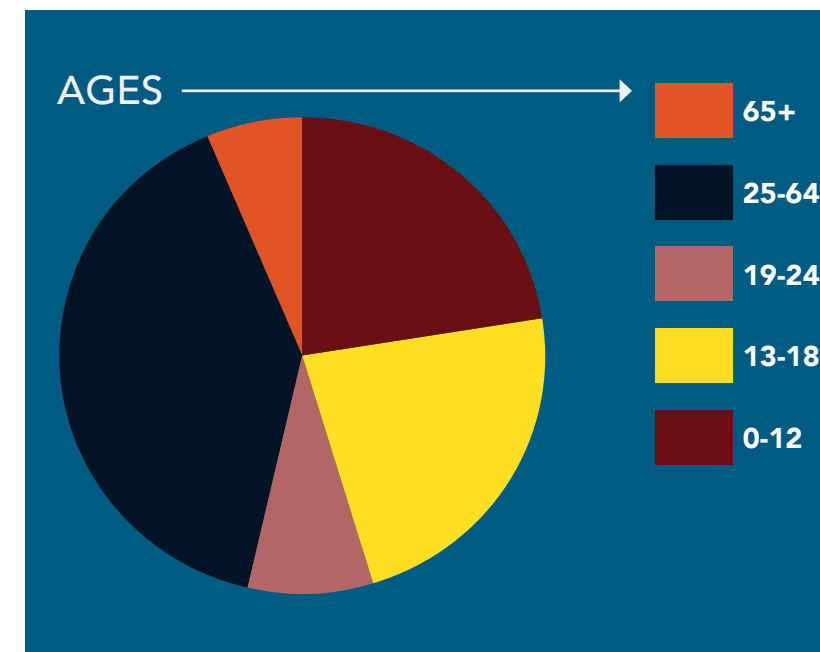
# Enchanted Hills Camp for the Blind



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.



## BY THE NUMBERS



# BLIND CAMPER: 351

## 2016 ANNUAL EHC PROGRAMS:

- Changing Vision, Changing Life programs
- Deaf/Blind Session
- Blindness Professionals Weekend
- National Blind Woodworkers Conference
- Chemistry Camp
- Cycle for Sight
- Blind Babies Family Camp
- Music Academy
- Horse Camp
- STEM Camp
- 30 community groups used EHC including one wedding and one retirement party

# 22,758 service hours

## MEALS SERVED

# 25,000

## GUESTS HOSTED

# 12,000



# Student: Toby Clark

Toby works around the corner as an attorney at the federal courts and regularly attends our 30% and Growing blind professionals meet-up.

Long before Toby was networking with fellow blind professionals, he was struggling with the uncertainty of a rare retinal disorder and worrying about continuing with his job. As his eyesight changed, his mood began to decline. But everything shifted when a friend asked Toby, "Have you heard of LightHouse?" He connected with LightHouse psychological services counselor Connie Conley-Jung for an initial session.

She laid out a path for him, showed him the available resources and told him how to get connected with Department of Rehabilitation.

"It helped to talk with someone who gets it," he said. "It was the first time in all that floundering and trying to figure out how to do things on my own that I felt like there was a map forward, both personally and professionally."

And that was just the start for Toby. He completed more counseling sessions with Connie, a Changing

Vision Changing Life Immersion at Enchanted Hills Camp, orientation and mobility with specialist Katt Jones, technology training and braille lessons with instructor Divina Carlson. These days, Toby uses ZoomText, Jaws and NVDA to access his scripts and legal documents.

**"LightHouse changed my life. I was homebound in a little bubble and they brought me out. I now have activities and new challenges that I can meet thanks to the LightHouse."**



Toby wears a multi-colored shirt and smiles at LightHouse headquarters.

**93%** of our students would refer someone who is blind to LightHouse

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

**94%** of our students say staff are professional and knowledgeable



ASSETS \$

<b>Current Assets</b>	
Cash and cash equivalents	5,245,888
Receivables	1,201,456
Prepays and deposits	65,679
Inventory	194,675
<b>Total Current Assets</b>	<b>6,707,698</b>

<b>Non-Current Assets</b>	
Investments	148,981,892
Loan receivable	11,630,500
Construction in progress	226,761
Property & equipment- net of accumulated depreciation	6,607,552
<b>Total Non-Current Assets</b>	<b>167,446,705</b>

<b>Total Assets</b>	<b>174,154,403</b>
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LIABILITIES AND FUND BALANCE

<b>Current Liabilities</b>	
Accounts payable and other accrued expenses	810,983
Loan payable - current portion	939,000
Line of credit	7,757,387
<b>Total Current Liabilities</b>	<b>9,507,370</b>

<b>Non-Current Liabilities</b>	
Loan payable	34,378,000
<b>Total Non-Current Liabilities</b>	<b>34,378,000</b>

<b>Total Liabilities</b>	<b>43,885,370</b>
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<b>Fund Balances</b>	
Unrestricted, Temporarily Restricted, Restricted	130,269,033

<b>Total Liabilities and Fund Balances</b>	<b>174,154,403</b>
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REVENUE \$

<b>Revenue</b>	
Sales, net of fees of \$46,253	1,423,933
Fees for service	926,656
Realized & unrealized gains on investments	8,377,449
<b>Interest &amp; dividend income</b>	<b>2,335,374</b>
Miscellaneous and other	169,733
<b>Total Revenue</b>	<b>13,233,145</b>

<b>Support</b>	
Government contracts & other grants	2,048,022
Donations and bequests	1,673,977
<b>Total Support</b>	<b>3,721,999</b>

<b>Total Support &amp; Revenue</b>	<b>16,955,144</b>
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EXPENSES

<b>Program Services</b>	
Community and Information	16,747,903
Rehabilitation Services	11,857,462
<b>LightHouse Enterprises</b>	<b>1,832,267</b>
<b>Total Program Services Expenses</b>	<b>30,437,632</b>

<b>Supporting Services</b>	
General and administration	6,329,354
Fundraising	1,150,515
<b>Total Supporting Services</b>	<b>7,479,869</b>

<b>Total Expenses</b>	<b>37,917,501</b>
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Public Support & Revenue Over Expenses	(20,962,357)
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Fund Balances, Beginning of year	151,231,390
Fund Balances, End of year	130,269,033





# LightHouse Estate Donors

- Agnes Cole Trust**
- Estate of Irene A. Crescio**
- Estate of Margaret Bolger Creech**
- Josephine K. Knowles Trust**
- Thomas Dutra Trust**
- Estate of John I. Lee**
- Rolph-Nicol Fund TA I Charitable Trust**
- Elsie M. Stevens Revocable Living Trust**
- Clyde Margaret Stone Revocable Trust**
- Emma G. Trebilcot Trust**
- Storrow Twelve Charities**
- Lillie Wissman Trust**
- William W. Witney Trust**

## How many donors gave in 2016?

\$1 - \$99 =	434
\$100 - \$499 =	350
\$500 - \$999 =	50
\$1,000 - \$2,499 =	56
\$2,500 - \$4,999 =	20
\$5,000 - \$9,999 =	9
\$10,000 - \$14,999 =	7
\$15,000 - \$24,999 =	9
\$25,000 - \$49,999 =	4
\$50,000 - \$99,999 =	3
\$100,000+ =	8

# LightHouse Legacy Society

The LightHouse Legacy Society is a group of people who have decided to support LightHouse by including us in their estate plans.

- Hank Boerenko**
- Joseph Chan**
- Margie Donovan**
- Joan M. Dove**
- Lewis J. Feldman**
- Robert Ray Foster**
- Gena Harper and Michael May**
- Dolores Ippolito**
- Roger Kallen**
- Justin Kim**
- Judith Kuhnle**
- Jerry Kuns and Theresa Postello**
- Inez E. Martini**
- Ann Noble and Goran Muhlert**
- Robert E. O'Donnell**
- Alicia Jean Rose**
- Frederic and Kristine Silva**
- Richard Stevens and Virginia Behm**
- Dorothy M. Walker**
- David and Regula Weill**
- Martin and Rosan Weissman**
- Jennifer Westbrook**
- Susan Lapin**



561 media sources published articles about LightHouse and our programs in 2016.



In 2016, we hosted advocacy groups and organizations from across the nation.



We also presented about blind innovation and services to partners all over the world, including:





# 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** 9,529 items

**Consulting: Design and Accessibility** 9 projects

**Consulting: ADA/CBC Sign Review** 36 projects, 3636 signs

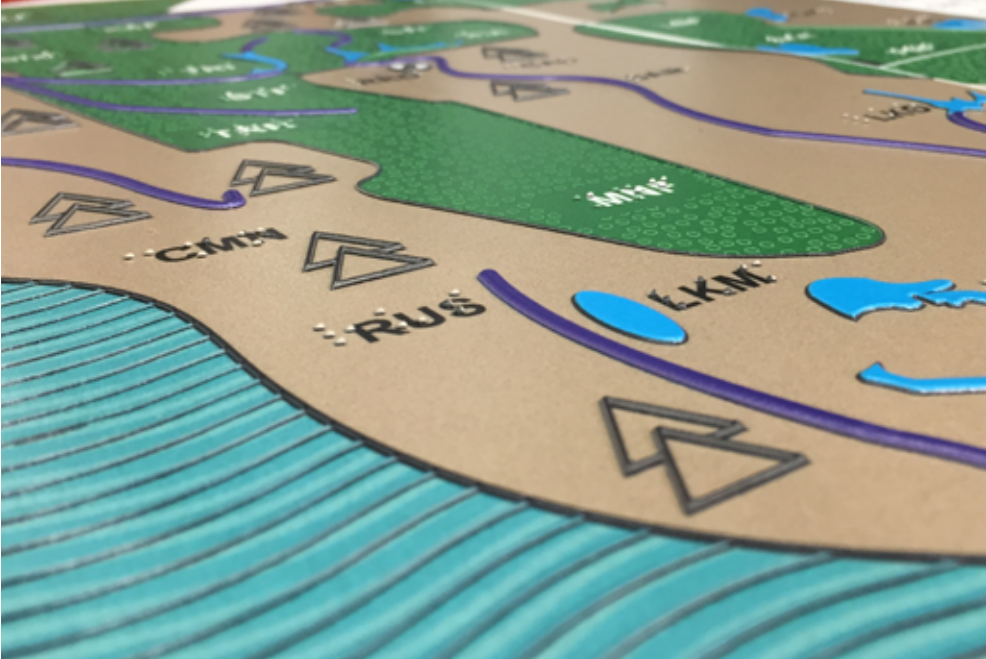
**Braille Translation** 232 projects, 57,177 pages

**Braille Business Cards** 30,200 business cards

**Audio Recordings** 50 recordings

**Trainings, Talks & Conferences** 26 venues

**Photos from left to right: >>**  
A close-up of a tactile map of California made by our MAD Lab; the inside of the Adaptations Store with merchandise lining the walls; two giant rolls of toilet tissue 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** 5,551

**Total number of transactions** 2,314

**Total number of customers** 2,284

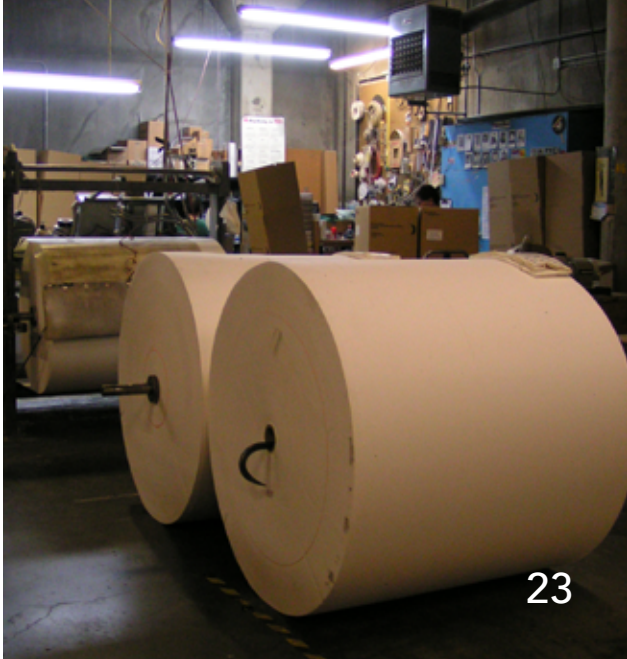
**Number of unique customers** 1,327

**Number of items carried** 143

# The Sirkin Center

The Sirkin Center provides employment to blind employees and empowers them 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 toilet tissue produced** 35,149,000







A group from our Changing Vision Changing Life Immersion Program smile for a group picture at Enchanted Hills.

**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

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

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**P:** 415. 431.1481

**VP:** 415. 255. 5906

[www.lighthouse-sf.org](http://www.lighthouse-sf.org)