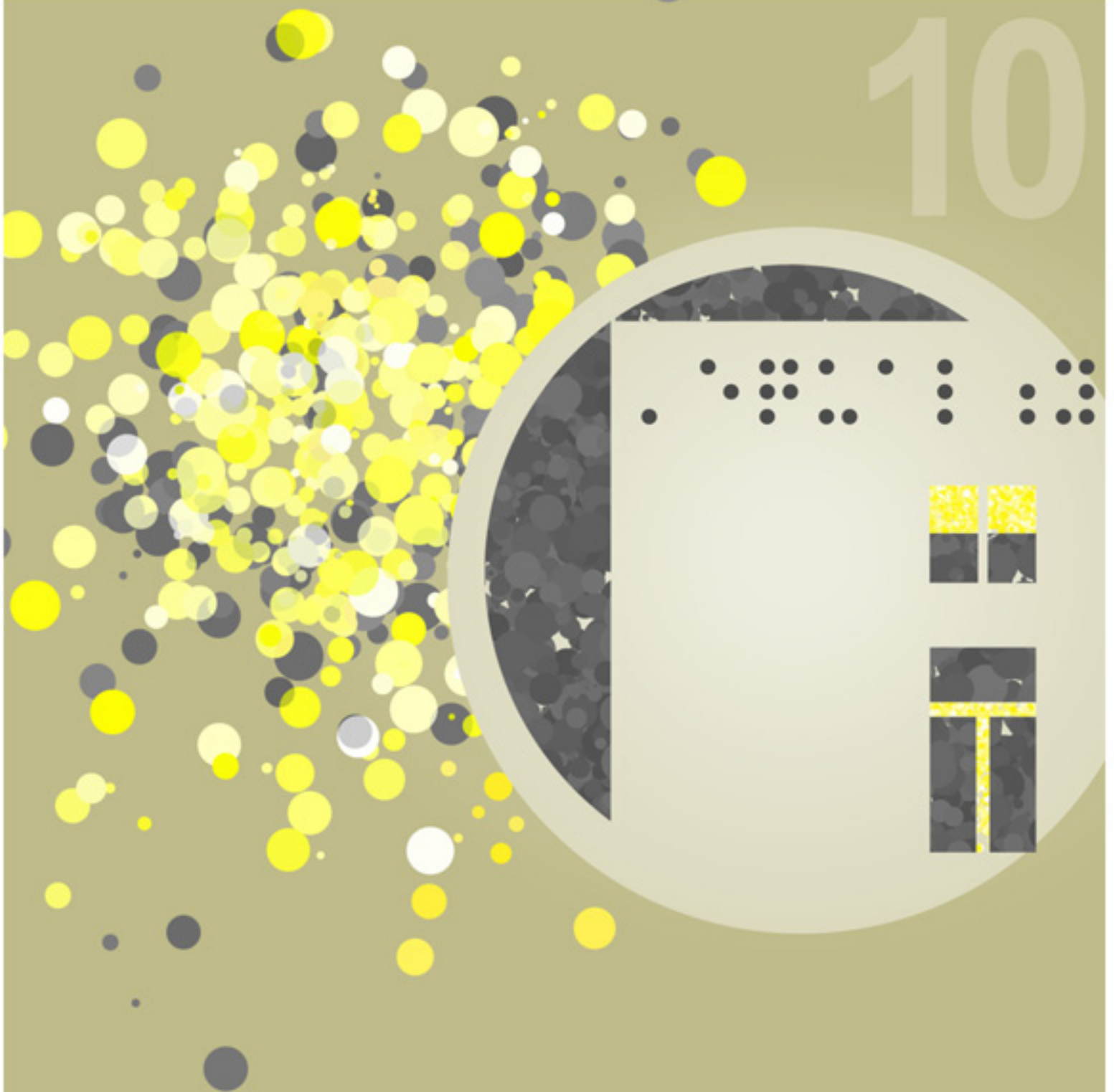


10



**LightHouse for the Blind
and Visually Impaired**
Annual Report

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FISCAL YEAR 2010

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a letter

FROM OUR DIRECTOR

In April, 2010 I had the honor of being selected to fill the capable shoes of my CEO predecessor, Anita Aaron. For nearly two decades Anita oversaw the growth and prosperity of the Lighthouse and forged a tight and dedicated network of community supporters. It is an honor to succeed such a devoted and effective leader.

In 2010, our 108th year of service to the blind of northern California, we're poised for still more growth and innovation. In this issue you'll read about a new employment project which has delivered to dozens of area blind jobseekers key vocational skills necessary to effective employment. You'll note how transformative our Enchanted Hills Camp continues to be. As we celebrated its 60th year this summer, some 500 campers and families came to acknowledge its central role in affording them a place to play, to learn and to appreciate the beauty of nature. About 20,000 hours of such peak experiences are given each year to the community, mostly free of charge. It underscores our belief that there is little in the world that blind people can't conquer if we can provide a space where blind youth, adults and seniors can meet and learn together and from one another.

In 2010 we expanded our dream by opening up our first new satellite office in a decade. Our suite in the new Ed Roberts campus in Berkeley will be a focus of our expanded employment efforts and also host some key deaf-blind trainers, long a unique specialty of the Lighthouse. For years we've known that the majority of people we serve live in the East Bay; now we'll make it easier for them to come for training and support with an office literally on top of the Ashby BART station.

As I begin the journey of leading the Lighthouse into its second century I'm buoyed by the enormous number of friends, donors and philanthropists who have been the mainstay of this organization forever. Unlike agencies which are little more than creations of government funding, the majority of what we do comes from you – donors and organizations that vote your support for the proven outcomes of our programs. We truly couldn't have done it without you, Thank you. With you the future of the Lighthouse will be bright indeed.

Cordially,



Bryan Bashin
CEO

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Cordially,



Bryan Bashin
CEO

"The LightHouse opened a window for me. I was an active person and then I felt disabled and alone. Here at the LightHouse you get a kind, understanding community. A place you call home."

Christina Salem, client

At the LightHouse, **80%** of students are more satisfied with the quality of their life after receiving services.



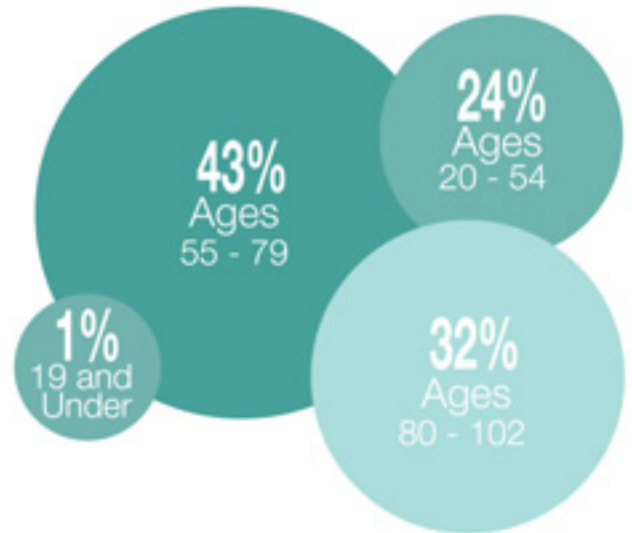
"The LightHouse has given me a lot of backbone."

Marlene Hunn, client



85% of students are more confident in their ability to make decisions that are important to their personal life.

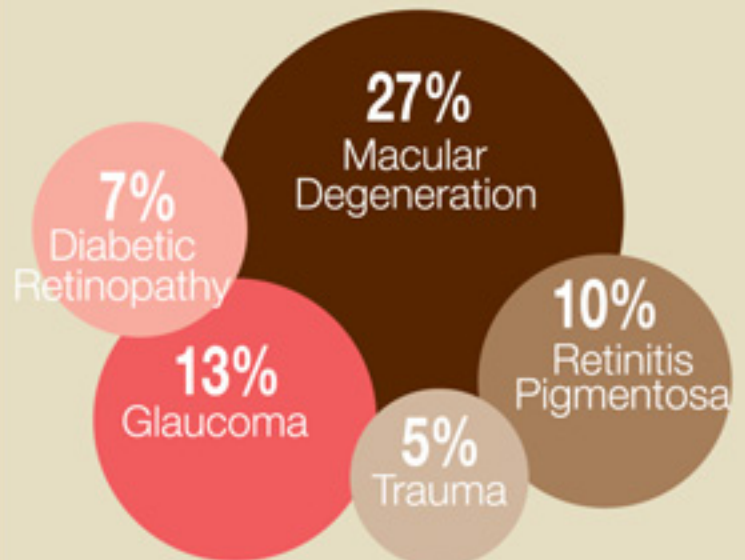
The majority of our clients are between the ages of 55 and 79.



Chuck's Story

Chuck Somers rode motorcycles and worked at a body shop painting the bikes he loved to ride. He has a daughter whom he single-handedly raised since she was three months old. Twenty-five years ago, he began to lose his vision due to diabetes, glaucoma and other complications. His vision loss was gradual, so he didn't think much of it because he had responsibilities that needed tending to. But eventually, he realized his vision was deteriorating too much and that trying to live life as a sighted person wasn't working any longer. He knew he had to acquire new skills, and that those skills were essential to him living a successful life as a blind person. He learned about the services that the LightHouse could provide, and he began his journey to independence: "LightHouse helped me by giving me information about JAWS and OpenBook. I learned a lot about the different types of aids and appliances that could help me in my daily life." Mobility was also a challenge for Mr. Somers, but now he uses his white cane and a talking Trekker Global Positioning System to get to and from the bus stop, the grocery store, and the hardware store. Now at 69, he lives by himself and has recently started assembling a second Harley Davidson motorcycle. The first sits ready and waiting for company. He doesn't paint bikes anymore, but he has enjoyed the challenge of building them. Despite his blindness, he uses power tools like hand drills, drill presses, lathe mills, and more. "I never put any of my work in a show prior to going blind, but I want to do that with my '99 Harley Davidson. I want my kids can say 'my dad put a bike in a show!'"

The top five causes of blindness in our clients are:



financial

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Assets	2010
Current Assets	
Cash	\$296,662
Receivables	\$783,124
Prepaid Expenses	\$45,874
Inventory	\$182,891
Total	\$1,308,551
Other Assets	
Investments	\$26,982,644
Fixed Assets (Net of Depreciation)	\$2,703,611
Total	\$29,686,255
Total Assets	\$30,994,807
Liabilities and Net Assets	
Liabilities	
Accounts Payable	\$180,846
Accrued Expenses	\$367,785
Total Liabilities	\$548,632
Fund Balances	
Unrestricted fund balance	\$27,490,644
Plant fund balance	\$2,703,611
Temporarily restricted fund balance	\$123,187
Permanently restricted fund balance	\$128,733
Total Net Assets	\$30,446,175
Total Liabilities and Net Assets	\$30,994,807
Beginning Balance with Current Year Adjustments	\$29,942,970
Net Surplus / (Deficit)	\$503,205
Ending Net Assets	\$30,446,175

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