



LIVES EMPOWERED

Stories of Growth and Independence

YOUR 2013-2014 IMPACT REPORT



Charting a course for living, learning, & earning with vision loss

LIGHTHOUSE CORE VALUES

Lighthouse Central Florida's Core Values guide how we fulfill our commitment to those we serve, to our donors, our partners and all others who help make our mission possible. These Core Values form the very foundation on which we operate – they drive our strategy and tactics, and shape our approach to service each and every day.

Dignity and Empowerment are inseparable. We believe that dignity is essential to one's ability to live an active and fulfilling life. With that recognition, we remain committed to empowering individuals and families so that they have access to the essential basics of life – education, healthcare, housing, employment, and self-determination.

Diversity and Inclusion are two halves of a whole. Diversity embraces a wide range of abilities, perspectives, and experiences to achieve greater insight in planning, problem solving, and service. These benefits are left unattained without the spirit of inclusion. The fulfillment of our mission demands our unbending commitment to both.

Leadership and Synergy work hand-in-hand to move Lighthouse forward. Leadership is a valuable asset - our treasure - at Lighthouse and synergy is the energy in which those assets are enabled to work at full efficiency and effectiveness. Through synergy, we identify, refine, and utilize that treasure to benefit the Central Florida community.

When **Excellence and Innovation** work together they result in effective solutions for potential barriers to success. These values work together to achieve results, even when faced with limited resources. Excellence and innovation drive Lighthouse to new approaches, techniques, and optimal results.

Stewardship and Enterprise are the backbone of any sustainable nonprofit and social enterprise. Every aspect of Lighthouse's operations must embody these values. Our commitment to both affords the opportunity to continue our efforts today, while better assuring our ability to continue teaching, supporting, employing and empowering individuals and families into and through the future.



LETTER FROM LEADERSHIP

Dear Friends,

As we look back at another year of teaching, supporting, employing and empowering members of Central Florida's blind and visually impaired community, the Lighthouse staff and volunteer leadership team is filled with gratitude and profound respect for the impact **you**, our donors, have made in the lives of nearly **600 infants, children, teens, adults and their families**. We are calling this year's edition our "**Impact Report**" to better honor the impact your involvement with Lighthouse has made across the Central Florida community. Thank you for making our work possible.

In this impact report we will share stories and statistics that illustrate how the parents of the **88 infants and toddlers** we served in our Early Intervention Program were mentored, learning how to help their children acquire compensatory skills and achieve developmental milestones. Skills such as walking, communicating, self-feeding and toileting can become monumental challenges for young children living with severely diminished sight. Professional vision-specific services funded by the Central Florida community and provided by Lighthouse has helped these children grow into confident, life-long learners who will progress through primary education, higher education, meaningful vocations, healthy inter-dependent relationships and independent living.

You will read how your support enabled the **63 teens** we served to develop critical life skills, seek college degrees, advocate for themselves, and gain real work experience. Many sought employment with a sense of self-sufficiency that is important to all young people and they succeeded. These are Central Floridians who are learning to care for themselves, who say "I can do it," and are ready to contribute to our community.

We'll also tell you about some of the **446 adults** who lost their sight - gradually or sometimes abruptly - and overcame their fears in order to complete courses in which they developed skills to care for themselves and remain active with their families and social networks. Empowered by "orientation and mobility" training, they can now travel safely with the iconic white canes that herald so many ordinary heroes living among us.

Finally, our growing social enterprise, **Lighthouse Works**, is thriving - creating competitive and integrated employment opportunities for people who are blind and visually impaired, while generating net re-deployable revenue that will lead to greater financial self-sufficiency for Lighthouse. We've purchased a new facility with the generous Community Development Block Grant award from Orange County, and are expanding and renovating it with another CDBG award from the City of Orlando, an assistance loan from the National Industries for the Blind and many very generous donations from foundations and individuals like you. Watch for the announcement of our exciting ribbon cutting ceremony late this summer. We hope you'll join us as we celebrate the next phase in Lighthouse's vision: empowerment through employment and greater sustainability.

Please enjoy this year's impact report, honoring your commitment to making our community a great place to live, work and play for Central Floridian's who are blind and visually impaired. This work is made possible by you. While we are proud of our accomplishments to date, there is a great deal more work to be done. Together, we can do so much. Thank you for your ongoing support.



Lee Nasehi, *President & CEO*



Alex Hull, *Board of Directors Chairman*

MEET KYLE



"It was incredibly frustrating searching for a job because I often encountered attitudes from potential employers that showed how misinformed they were about what people with vision loss were capable of, despite their disability."

Kyle Coon is a Customer Care Professional at Lighthouse Works. But he is also so much more.

Kyle lost his sight to cancer when he was just six years old. As a teenager, he met world-class blind athlete, Erik Weihenmayer, who encouraged him to live his life to the fullest and not let his blindness be a barrier to accomplishing his dreams. Coon took Weihenmayer's advice to heart and went on to become a competitive rock climber, mountaineer, high-

school and college wrestler, tandem cyclist, downhill skier and overall endurance athlete.

Kyle refers to his blindness as a challenge, never an adversity. "Excellence is something I personally strive for in my everyday life - I welcome obstacles and barriers - they provide me with the opportunity to challenge myself and persevere." By age 22, he had already climbed Mt. Kilimanjaro and Machu Picchu. He graduated from UCF in just three years, and excelled on the wrestling team.



Kyle's vision loss never held him back...until he began looking for a job. His resume was so strong that he had no trouble scheduling interviews after college. But when Kyle, and his guide dog, Tyrone, showed up for each interview, open positions suddenly became closed. The hiring manager was unexpectedly called away.

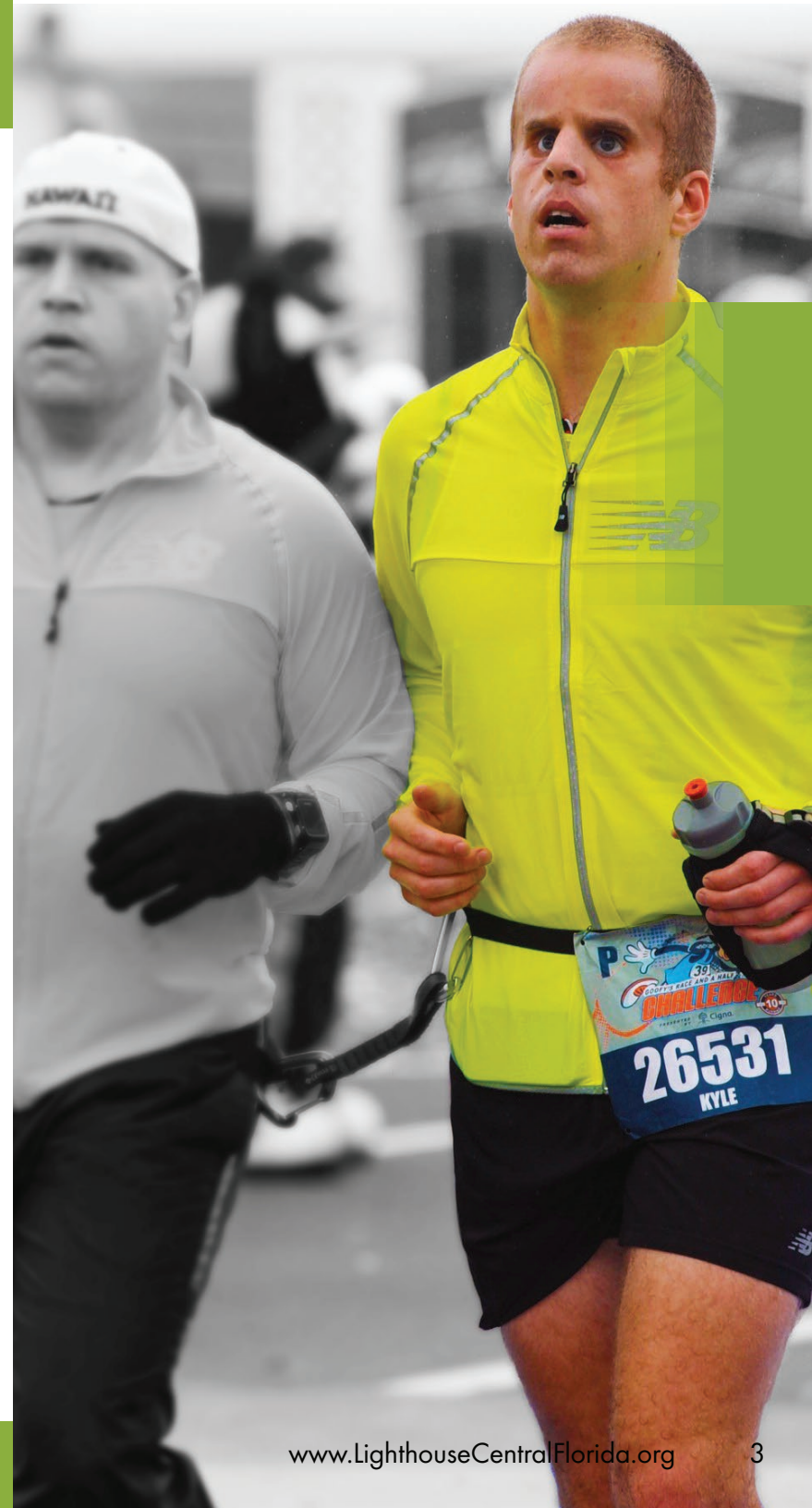
"It was incredibly frustrating searching for a job because I often encountered attitudes from potential employers that showed how misinformed they were about what people with vision loss were capable of, despite their disability."

After a year of searching, Kyle almost gave up. He knew the statistic that roughly 70 percent of working age blind adults are not working or are

underemployed. Kyle became part of that statistic. No one would give him a chance, until he found Lighthouse Works. "I've truly found a home at Lighthouse Works. I work with incredible people - both sighted and vision impaired - I feel challenged daily and it's gratifying to know that the revenue Lighthouse Works generates goes right back into funding Lighthouse's critical vision rehab programs."

Since 2012, Lighthouse Works has been training and employing the visually impaired and blind in its call center and supply chain operations.

Your generosity of time, talent and treasure, has given hundreds of people with vision loss, like Kyle, the chance to earn a living and use their talents.



MEET ZEKE



"I really see the benefit of Zeke working one-on-one with his mentor...he displays a confidence, a zest for life and an ability to attach to people and follow their lead."

Zuleida Herba of Winter Springs remembers everything about the day she and her husband, Matt, were told that their newborn son, Ezekiel, was blind. "We went to the optometrist and I remember the doctor being really quiet during the

exam," Zuleida recalls "When he finally turned to Matt and I, he said, 'Your son is blind,' and I remember it hitting me like a sucker punch...it took my breath away and for a moment it felt like I was not quite in my body."

Little Ezekiel, or Zeke, as he is affectionately known, was born with cataracts in both eyes, which means that the lenses in his eyes were cloudy, preventing clear images from forming on the retinas. Zeke had surgery to remove the cataracts in August

2012. As a result of the surgery however, he developed a condition called Aphakia. This means that he no longer has the lens in his eyes, making it extremely difficult to see details clearly and to properly adjust to changes in lighting. Zeke also has a condition called Nystagmus. This means that his eyes tend to move involuntarily, making it hard to focus on anything in a sustained way. Although legally blind, Zeke maintains some low vision capacity.

Zeke first started in the Early Intervention program at Lighthouse Central Florida when he was just seven months old. The Early Intervention program that you make possible serves blind and severely visually impaired infants and preschool children from the age

of birth through five years old. Lighthouse is one of the only agencies providing Early Intervention services in Florida. Without your support, these services would not be possible.

While at Lighthouse, Zeke has learned to employ adaptive behaviors to help him make best use of the vision he has left. He has developed pre-academic skills appropriate for his age, such as understanding body parts, positional and directional words, textures and sizes.

Now, just 2 years old, Zeke has already worked on reading readiness and beginning printing, and is learning how to solve problems on his own. He is also learning to use adaptive devices to support his

vision loss. In the small group sessions, he learns to interact with other children, how to follow group structure and directions, and how to use special equipment that he will need once he enters the mainstream school system. "I really see the benefit of Zeke working one-on-one with his mentor," Zuleida admits. "He displays a confidence, a zest for life and an ability to attach to people and follow their lead. I feel this is a direct result of meeting with his mentor once a week."

In addition to treating children with vision impairment at the earliest stages of their lives, Lighthouse strives to reinforce its work by training parents to teach, mentor and empower their children. "The level of impact on these children and these families is staggering," says Susan Mayton, Early Intervention Supervisor, Lighthouse Central Florida. "We see big miracles and little miracles on a daily basis as hope is restored, families become stabilized and these children start their journey to become life-long learners."



MEET PAT



Thirteen years ago, Pat and her husband of 51 years, Woody, sold their farm, bought a recreational vehicle (RV) and set out on the open road, cruising happily into retirement. RVing marked the start of a new and exciting chapter in their lives.

Both Pat and Woody loved the sense of freedom and independence RVing brought to their lives, but in 2007, Pat had

strokes in her eyes which left her with vision in only the outside portion of her right eye. Patricia was finding it harder and harder to focus on objects but was convinced that since she maintained some vision, she could manage to get by. Then age-related macular degeneration started to take away the little vision that Pat had left.

Pat was referred to a low vision specialist in Winter Garden who suggested that she get orientation and mobility training. Pat was soon contacted by Lighthouse to set up a visit. She put it off; feeling like her worsening condition didn't quite warrant Lighthouse intervention. But "The folks at Lighthouse were very nice and very persistent!"

Pat began having more and more signs that maybe she needed some help. "Cooking is a real passion of mine, but because of my vision loss I was having difficulty seeing the gas burners and gauging how high the flame was. I also experienced a couple of falls, the last one was pretty serious and I

broke a rib." Before starting the classes, Pat and Woody came to Lighthouse and met with Marcia Southard, Client Services Coordinator. "Marcia gave us a tour and said Woody could take the class with me for moral support. I had no idea what to expect. But we had the best class! Everybody supported everybody else. It was just like they were your family. It's been a wonderful experience!"

"I've always been a very independent person. I don't like to wait for others—I do things myself. Losing my vision and some of my independence was the hardest thing for me to adjust to. But after taking the Independent Living Skills (ILS) class I know that, ok, I may need to have a little help sometimes. Through these classes I have also regained a lot of the independence I once had and valued so much!"

At the Lighthouse ILS class, Pat received orientation and mobility training which has allowed her to move around her environment independently, safely and

comfortably. She has also re-learned skills that help her easily accomplish common activities of daily living, like cooking.

"I learned some shortcuts for cooking which are great. In fact, my orientation and mobility instructor, Imani, actually came to our RV and marked my stove with raised bumps so I could better tell how high the flame is on the burners and marked the touch-pad on my microwave so I could accurately set the cooking time."

"I wouldn't trade this life for anything! We love life on the road, and we love the freedom and independence of RVing, and now, after taking the ILS classes at Lighthouse, I appreciate my

"Through these [ILS] classes I have also regained a lot of the independence I once had and valued so much!"

independence 100 times more!" Your continued support of Lighthouse empowers individuals with low-vision and blindness to lead independent lives.



MEET BEN



"I like knowing that Lighthouse, and their generous supporters, are there to help prepare people like me for the adult world."

Eighteen year old Ben Payne, of Winter Springs, was the recipient of a \$20,000 scholarship to study film at Full Sail University. Ben was diagnosed at birth with Achromotopsia—a congenital color vision disorder. About five years ago, Ben came to Lighthouse’s Transition for Teens Program as a shy 13-year-old.

Thanks to your commitment to Lighthouse, Ben, today is a confident young man who, in addition to starting college, will begin volunteering his time and talent at Lighthouse - assisting other teens seeking transition services.

Lighthouse’s Transition services are provided to young people ages 13 through 22 who are living with vision loss. The program was created to provide students with the skills and experiences they need to facilitate a successful transition from high school to post-

secondary activities, such as college, vocational school and employment. “What we really want to do is impart an ‘I can do anything’ mindset to our young people. We teach them everyday skills meant to promote independence, such as cooking, future planning, learning



strategies, use of remaining vision, orientation and mobility, problem solving, social skills, sports/leisure and work exploration,” said Dylan Buhain, Youth Services Supervisor at Lighthouse.

Ben credits much of his independence to the skills and experiences he gained through Lighthouse. “I like knowing that Lighthouse, and their generous supporters, are there to help prepare people like me for the adult world. I would tell other teens with vision loss that they should really give it a try...it may be difficult in the beginning but it pays off in the long run,” said Ben. He remembers the day he learned about winning the scholarship, “I had just arrived at home from school, I walked through the door and my mom yells, ‘you won the Creative Minds scholarship!’ I remember being so excited and relieved that my first year of school was basically paid for!”



LIGHTHOUSE WORKS & VISIONARY FUNDING INITIATIVE



Across the nation many blind and visually impaired working-aged adults are sitting at home. Although highly educated and wanting to contribute to their household, society, and economy, seven out of 10 are unemployed or grossly under-employed. These skills and talents are sitting on the sideline.

This was part of the inspiration for Lighthouse Central Florida's social-enterprise initiative: **Lighthouse Works.**

Since 2011, Lighthouse Works has been training and employing visually impaired and blind adults in its call center, 4Sight360, and in its supply chain operations.

Lighthouse Works is one of 91 non-profit associated agencies in the United States associated with the National Industries for the Blind (NIB) - the nation's largest employment resource for people who are blind. Additionally, Lighthouse Works operates in partnership with the

AbilityOne Program to secure quality product services to the federal government at fair market prices. It has also enjoyed a tremendous relationship with world-wide medical supplier, McKesson Corporation, who has faithfully provided excellent service and the ideal conditions to help foster the Lighthouse Works supply chain operation's growth. Benefiting from McKesson's dedication to social responsibility cannot be overstated.

The Lighthouse Works business lines



Lighthouse Works began as a *Vision*

To establish a company with a powerful double-bottom line:

- 1) Create competitive employment opportunities for the many working-aged blind and visually impaired adults throughout Central Florida.
- 2) Drive real business, for real customers, and generate re-deployable net revenue to support and grow Lighthouse's critical, vision-specific services in Orange, Osceola and Seminole counties.



have grown so rapidly that there's no room for further expansion in its current facility.

In October 2014, Lighthouse Central Florida launched the VISIONARY FUNDING INITIATIVE to purchase and renovate a larger, more appropriate Lighthouse Works facility in the SODO district of downtown Orlando. With Community Development Block Grants (CDBG) awarded by Orange County and the City of Orlando, Lighthouse was able to purchase a building at 2500 Kunze Avenue and begin the renovation process.

Lighthouse is outfitting the building to adequately accommodate an expanding 4Sight 360 call center and a growing, award-winning supply chain operation. Your support of this endeavor, along with other Visionaries,

2500 Kunze Avenue • Orlando, FL 32806

LIGHTHOUSE CENTRAL FLORIDA
Charting a course for living, learning, & earning with vision loss

LIGHTHOUSE WORKS!
Empowerment Through Employment

will propel Lighthouse Works to reach its ambitious goal – to employ 300 blind and visually impaired adults by the year 2020. With this growth, you will have helped Lighthouse Works become one of the largest employers of the visually impaired and blind in the southeastern U.S.

With your support and advocacy, you help create more jobs for a highly motivated and qualified blind workforce, while helping Lighthouse Central Florida continue its course to be a self-sufficient local nonprofit. That's why we call it Visionary!

Lighthouse Works Awards



In 2014 the Defense Logistics Agency (DLA) honored Lighthouse Works with its Outstanding AbilityOne Program Vendor Award. The

award recognizes those who have demonstrated outstanding efforts to partner with DLA to complete the Agency's mission to provide supplies and services to America's warfighters.

In 2013 the National Customer Service Association named 4Sight360 agent, LC Benson, their Circle of Excellence winner and in 2014 the award went to another 4Sight360 agent, Calvin Echevarria. Both LC and Calvin have worked with Lighthouse Works since its inception.



EVENTS

Lighthouse Central Florida had the privilege of hosting and benefiting from many unique and exciting events this past year leading to many success stories and a lasting impact in the Central Florida community.



Last year's event season kicked off with some fashionable flair in April when Lighthouse benefited from the SPREEview & SPREE events. This three day event was organized by the all-volunteer Women with a Vision committee, with the purpose of selling high-end clothing items at a 'pop-up' consignment store in Winter Park. All proceeds from SPREEview and SPREE went to support Lighthouse's Early Intervention program.



In May, Lighthouse convened its Dining in the Dark soiree in partnership with Second Harvest Food Bank. The event offered a unique, immersive experience into a world of smell, taste, sound and texture in total darkness. The ever-popular Orlando Police Dept. SWAT team participated as food servers outfitted in night vision goggles. What an experience! This was the first time that Lighthouse has partnered with Second Harvest and the collaboration will continue in 2015.



Lighthouse's Young Executive's Committee organized Party in the Park: Light up the Night for Sight in early June at the Winter Park Civic Center. The event exposed scores of young professionals from the tri-county area to the mission of Lighthouse and provided exceptional networking opportunities, while attendees enjoyed live music, all-you-can-eat tapas style foods from 10 local restaurants and an all-you-can-drink beer & wine bar.

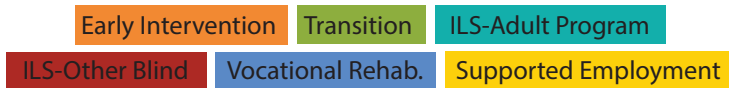
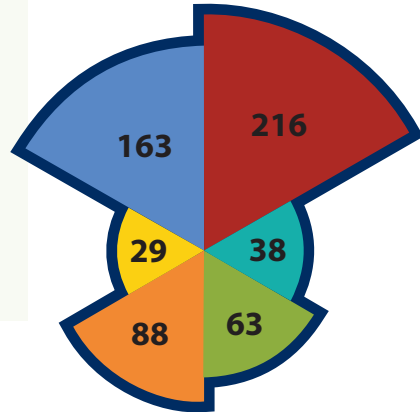


Lighthouse capped off its event season in September with its Emerging Vision Luncheon, held at the Sheraton Orlando North in Maitland. The luncheon is typically billed as Lighthouse's largest annual fundraising event and last year it was truly inspirational. The afternoon featured a check presentation by the SunTrust Foundation and speakers who highlighted and embodied both the accomplishments and success stories of Lighthouse.

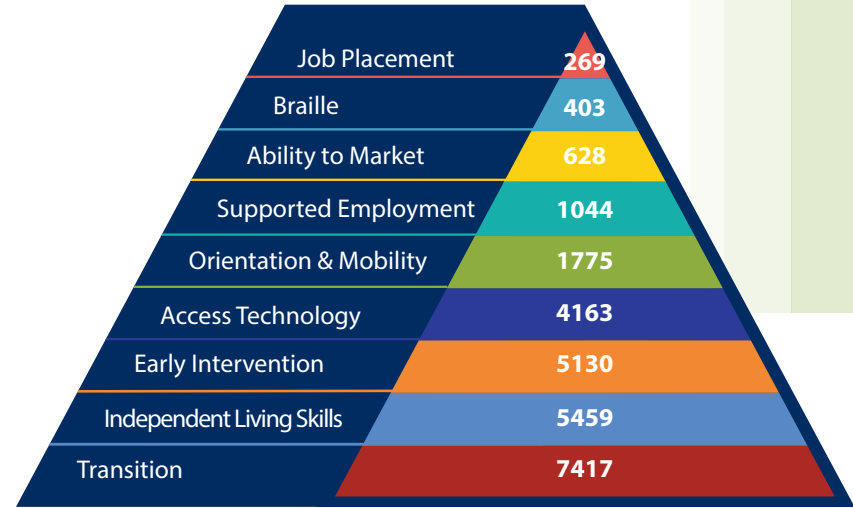


CLIENT STATISTICS

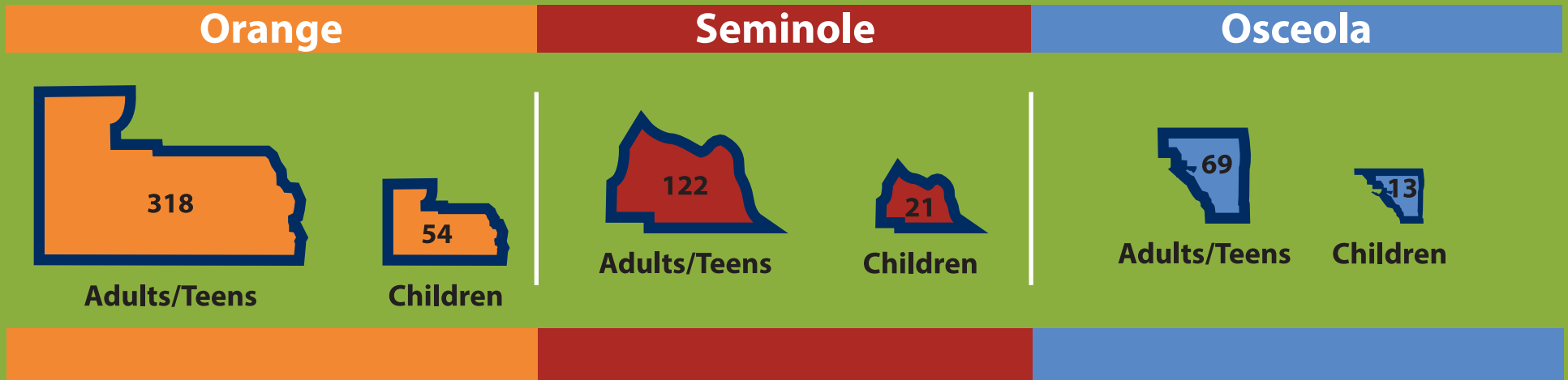
597 Total Clients Served



26,288 Total Hours of Training



Clients Served Per County



MAJOR DONORS

Individuals

\$10,000 and above

Anonymous
Jackie and Dan Devine
Patricia Devine
Paula and H.L. Eidel
Kathy Hutchings
JoEllen and Thomas Ross

\$5,000 - \$9,999

Dupree and Alex Hull
Susan and David Johnson
Meg and Paul Prewitt

\$1,000 - \$4,999

Anonymous
Roberta Bainum
Rachel Deming
William Dillard
Janet Donahue
Dr. Susan Driscoll

Jane and Phil Easterling
Dr. Chris and Donna Esbensen
Dr. Konrad and Pamela Filutowski
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Valerie and James Shapiro
David Sherard
Cynthia and Jacob Story
Dorothy W. Terry
Debra and Thomas Tschopp
Louise and I. Richard Weiner
Maura and Ben Weiner

\$500 - \$999

Joan L. Buchanan
Scott Cahill
Michael Cassidy
Nancy and Patrick Clifford
Dan Decubellis
Peggy English
Kathryn Ennis
Marcia and Louis Frey Jr.
Judy and Paul Ihrig
Candace Montoya
Pamela and Frederick Moses
Marina Nice
Michelle and Dustin Owen
Stephen Petosa
Pam Ryan
Donna Sacca-Law
Leslie and Mark Sand
Sara and Bill Segal
William Seton
Dr. Saad Shaikh
Stacy Sullivan

Bequests

Estate of Bertha Nolte



Corporate, Civic, Church

\$10,000 and above

SunTrust Bank

\$5,000 - \$9,999

Harris, Harris, Bauerle & Sharmad

\$1,000 - \$4,999

A Friends' Foundation Trust

BankUnited

Central Florida Retina

Consulate Health Care

Hutton

The Martin Andersen-Gracia

Andersen Foundation

Pinnacle, An American Services Co.

Winter Park Health Foundation

\$500 - \$999

Clemens Commercial Real Estate Inc.

Ferrell Wealth Management

Mears Transportation

St. Matthews Episcopal Church

In-Kind

Bagel King

Chapman Studios

The Coop

Florida Distributing Company

Hawkers Asian Street Fare

Inwood Consulting Engineers

Johnny's Fillin' Station

La Femme Du Fromage

Pearson's Catering

Primo

Rex Goliath

Starbucks - Winter Park Terrace

The Yum Yum Cupcake Truck

Uptown Music

Grants

The Able Trust

The Bond Foundation, Inc.

The Chatlos Foundation

The Chesley G. Magruder Foundation, Inc.

City of Altamonte Springs

Coldwell Banker Real Estate

The Commonwealth Foundation

The Community Foundation for the

National Capital Region

Dr. Harry J. Heeb Foundation

Edward E. Haddock Jr. Family Foundation

Elizabeth Morse Genius Foundation

Harry P. Leu Foundation

The John R. Gurtler and Ruth W. Gurtler Foundation

The Martin Andersen-Gracia Andersen Foundation

The Moses Family Fund

Rotary Club of East Orange County

Rotary Club of Winter Park

The Ryan Foundation

Walt Disney World

Warren & Augusta Hume Foundation

West Orange Committee of 101

William and Helen Thomas Charitable Trust



SUMMARY OF FINANCIAL DATA

REVENUE AND OTHER SUPPORT 2013 -14 2012 -13

Florida Department of Education	\$1,924,114	2,076,813
Local government grants	94,400	96,084
Foundations	314,200	136,778
United Way	116,970	39,025
United Way - Designations	27,711	35,143
Contributions	466,456	256,148
Fund raising	83,827	185,953
Client fees and contracts	22,951	18,515
Lighthouse Works product and service sales	1,741,331	2,858,317
Investment income	129,766	139,833
Total Revenues & Other Support	4,921,726	5,842,609

EXPENSES

Program Services:

Adult and Family Services	1,293,460	1,022,839
Children and Family Services	982,338	872,823
Employment Services	2,045,967	430,861
Lighthouse Works!, Inc.	-	3,056,229
Total Program Services	4,321,765	5,382,752

Supporting Services:

Management and general	171,960	117,116
Fund raising	426,416	328,524
Total Supporting Services	598,376	445,640
Total Expenses	4,920,141	5,828,392

Change in Net assets	1,585	14,217
Beginning Net Assets	3,794,705	3,780,488
Ending Net Assets	\$3,796,290	3,794,705

ASSETS 2013 -14 2012 -13

Current Assets:

Cash and cash equivalents	\$468,550	442,512
Investments	1,597,216	1,496,786
Accounts receivable	96,088	152,653
Grant and other receivables	196,353	355,969
Pledges receivable	35,792	56,280
Prepaid expenses	542	4,344
Inventory	13,422	6,881
Total Current Assets	2,407,963	2,515,425

Other Assets:

Land, building and equipment (net)	3,046,831	2,019,631
Unamortized Costs	77,544	3,377
Pledges receivable	29,284	33,939
Deposits	19,485	129,287
Total Assets	5,581,107	4,701,659

Current Liabilities:

Accounts payable	79,176	127,404
Accrued expenses	230,455	181,671
Current maturities of long term debt	27,150	25,222
Total Current Liabilities	336,781	334,297

Long Term Liabilities	1,448,036	572,657
Total Liabilities	1,784,817	906,954

Net Assets:

Unrestricted	3,796,290	3,760,766
Restricted	-	33,939
Total Net Assets	3,796,290	3,794,705
Total Liabilities and Net Assets	\$5,581,107	4,701,659



BOARD OF DIRECTORS

2013 - 2014

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Lighthouse Works!

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