A Future Full of OPPORTUNITY
YOUR IMPACT  
2021-2022

LIGHTHOUSE CENTRAL FLORIDA
The only nationally accredited nonprofit provider of life-changing vision rehabilitation services in Orange, Osceola, and Seminole counties.

836 PEOPLE who are blind or visually impaired were empowered through your support.

<table>
<thead>
<tr>
<th>Region</th>
<th>Adults</th>
<th>Teens</th>
<th>Youth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orange County</td>
<td>367</td>
<td>25</td>
<td>113</td>
</tr>
<tr>
<td>Osceola County</td>
<td>99</td>
<td>14</td>
<td>27</td>
</tr>
<tr>
<td>Seminole County</td>
<td>102</td>
<td>16</td>
<td>47</td>
</tr>
<tr>
<td>Other</td>
<td>2</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

297 ADULTS received Assistive Technology and Activities of Daily Living training.

14 KIDS learned to harvest and cook through the Children’s Program.
YOUR IMPACT
2021-2022

LIGHTHOUSE WORKS
Creating competitive and integrated employment while generating net revenue to support vision rehabilitation services.

252 PEOPLE who are blind or visually impaired were employed through Lighthouse Works.

237,609 HOURS worked by employees with visual impairments.

$3.3 MILLION in gross pay to employees who are blind or visually impaired.

CONTACT CENTER
346,809 Calls Answered
2,581,478 Minutes Handled

SUPPLY CHAIN
593 Orders Fulfilled
1,774,350 Units Shipped

DIGITAL ACCESSIBILITY
274 Web Pages Audited
17 Audits Performed

CONTRACT MANAGEMENT
429 Contracts Closed
8,320 Hours Worked
ACHIEVEMENTS 2021-2022

Lighthouse Central Florida

Through the support of the Central Florida community, Lighthouse continues to improve lives beyond the restrictions of vision loss.

**Lighthouse Honored with Hope Award**

Presented by the UCF Nonprofit Management Advisory Board, the Hope Award was presented to Lighthouse Central Florida for exceptional demonstration of resiliency and creativity in the face of adversity during the COVID-19 pandemic.

**Major Gift for Kitchen Renovation**

Lighthouse received a $150,000 gift from The Hutchings Family to renovate the Instructional Kitchen where clients who are blind or visually impaired learn to cook as part of their Activities of Daily Living training.

**Grant from Seminole CARES**

Lighthouse received a $48,000 grant from Seminole CARES to support the Virtual Learning Center and purchase various technology, including iPads, portable closed-circuit televisions for magnifying print materials, braille embossers, and software.
ACHIEVEMENTS
2021-2022

LIGHTHOUSE WORKS
Fiscal Year 2021 - 2022 was a year of tremendous growth and achievement at Lighthouse Works.

LIGHTHOUSE WORKS SURPASSES 400 EMPLOYEES
In Fiscal Year 2021 - 2022, Lighthouse Works reached the milestone of employing more than 400 workers – with roughly half being individuals who are blind or visually impaired.

EMPLOYER APPRECIATION AWARD
Florida Rehab Council for the Blind and Division of Blind Services
Amid a banner year of providing life-changing career opportunities for individuals who are blind or visually impaired, Lighthouse Works was awarded the Employer Appreciation Award by Florida’s state agencies.

2022 EMPLOYMENT CENTER OF THE YEAR – SERVICES
RESPECT of Florida
RESPECT of Florida presented Lighthouse Works with this award at their annual luncheon in September. This award is given to a center that consistently provides excellent service to procuring agencies and demonstrates effective responsiveness.
SOPHIA’S STORY
From Client to Recruiter, Sophia’s journey with Lighthouse is truly inspiring.

In 2016, Sophia woke up and her world had gone dark. She had completely lost her vision. Though she was scared, she had a family to support and wouldn’t allow being blind to stop her. She pushed through a year of figuring things out on her own before her son helped her search for a support group online. This led her to Lighthouse Central Florida in 2017, where she was surprised to find a vibrant, thriving community. For Sophia, it was life-changing.

As she went through rehabilitation services at Lighthouse, Sophia’s Assistive Technology instructor mentioned that she would be a good fit for the Contact Center at Lighthouse Works. She immediately applied and began her career with the organization as a Receptionist. After honing her skills on her JAWS screen reader, Sophia started working in the Contact Center as a Customer Service Agent. Within a year, she earned a promotion to Team Lead and later went on to earn another promotion to Trainer.

While Sophia enjoyed her work in the Contact Center, she’d long held the goal of pursuing a career in Human Resources. In 2021, a position opened for a Human Resources Coordinator. Sophia’s exceptional skills as a Recruiter were quickly realized, and she officially accepted a full-time Recruiting position in 2022. Today, she enjoys giving blind or visually impaired (BVI) candidates and employees the encouragement to keep pursuing their goals.

Your support empowers adults like Sophia to live life to the fullest.
CHRISTIE’S STORY

Since she was just five months old, Christie has been engaged in Lighthouse Central Florida’s Early Intervention Program.

Christie is an energetic 21-month-old girl who loves to talk, sing, and swim. At just five months old, she joined Lighthouse Central Florida’s Early Intervention Program after being diagnosed with Leber Congenital Amaurosis, which affects her ability to detect light and color.

When an optometrist told her parents that she was “low vision,” they didn’t know what it meant or what the future held for her. But through the Early Intervention Program at Lighthouse, Christie’s parents and her mentor are learning more about the world through her eyes.

Lighthouse’s mentors help guide children living with blindness and vision loss through developmental milestones in order to become confident, life-long learners. The program’s services are critical in preventing unnecessary developmental delays due to vision impairment.

Today, Christie knows her shapes and is working on stacking and putting objects in size order. She received her first cane and started training with a Certified Orientation and Mobility Specialist to better navigate the world.

With the support of her family and skills learned through Lighthouse Central Florida’s programs, Christie has a bright future ahead of her.

Your support makes all the difference for children like Christie.
LEADERSHIP
2021-2022

BOARD OF DIRECTORS

Lighthouse Central Florida
Douglas Weiner, Chairman
Crane Holland, Treasurer
Emily Reardon, Secretary
Joseph Down
Katrina Guensch
Glenn Hitchcock
Cathy Matthews
Paul Prewitt
Dan Spoone

Lighthouse Works
Dan Devine, Chairman
Ed Buck, Vice Chair
Nancy Urbach, Treasurer
Sharon Foley, Secretary
Dave Ballesteros
Dave Johnson
Brian M. Levine
Kathy Nguyen

LEADERSHIP

Kyle Johnson
President & CEO
Kaleb Stunkard
Executive Vice President & COO
Christina Carrier
Vice President of Finance

Ryan Brown
Vice President of Operations
Noreen Levitt
Vice President of Mission Advancement

*Boards and leadership provided here reflect operations of Lighthouse Central Florida and Lighthouse Works for fiscal year October 1, 2021 through September 30, 2022.*
## Financial Data 2021-2022

### Revenue and Other Support

<table>
<thead>
<tr>
<th></th>
<th>2021-2022</th>
<th>2020-2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Florida Department of Education</td>
<td>1,519,507</td>
<td>1,740,951</td>
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<tr>
<td>Local Government Grants</td>
<td>438,763</td>
<td>262,109</td>
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<tr>
<td>Paycheck Protection Program Grant</td>
<td>-</td>
<td>438,735</td>
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<tr>
<td>Other Grants</td>
<td>218,402</td>
<td>172,793</td>
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<tr>
<td>Foundations</td>
<td>278,500</td>
<td>339,150</td>
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<td>United Way Designations</td>
<td>5,762</td>
<td>17,088</td>
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<tr>
<td>Contributions</td>
<td>269,430</td>
<td>213,229</td>
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<tr>
<td>Fundraising</td>
<td>18,614</td>
<td>49,124</td>
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<tr>
<td>Client Fees and Contracts</td>
<td>-</td>
<td>3,536</td>
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<tr>
<td>Lighthouse Works Product and Service Sales</td>
<td>15,998,882</td>
<td>5,985,184</td>
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<tr>
<td>Investment Income</td>
<td>-249,608</td>
<td>503,726</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td>18,498,252</td>
<td>9,738,493</td>
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### Program Services

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<tr>
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<th>2021-2022</th>
<th>2020-2021</th>
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</thead>
<tbody>
<tr>
<td>Adult and Family Services</td>
<td>1,505,713</td>
<td>1,209,855</td>
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<tr>
<td>Children and Family Services</td>
<td>1,290,195</td>
<td>1,309,699</td>
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<tr>
<td>Lighthouse Works Services</td>
<td>12,480,543</td>
<td>3,981,702</td>
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<tr>
<td>Lighthouse Works Products</td>
<td>2,620,481</td>
<td>2,207,338</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td>17,896,932</td>
<td>8,708,594</td>
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### Supporting Services

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<tr>
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<th>2021-2022</th>
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<tbody>
<tr>
<td>Management and General</td>
<td>430,423</td>
<td>251,727</td>
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<tr>
<td>Fundraising</td>
<td>217,897</td>
<td>211,730</td>
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<td><strong>TOTAL</strong></td>
<td>648,320</td>
<td>463,457</td>
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### Total Expenses

<table>
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<tr>
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<th>2021-2022</th>
<th>2020-2021</th>
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<tbody>
<tr>
<td><strong>TOTAL</strong></td>
<td>18,545,252</td>
<td>9,172,051</td>
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### Net Assets

<table>
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<tr>
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<th>2021-2022</th>
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<tr>
<td>Change in Net Assets</td>
<td>-47,000</td>
<td>556,442</td>
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<tr>
<td>Beginning Net Assets</td>
<td>6,493,333</td>
<td>5,936,891</td>
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<tr>
<td><strong>ENDING NET ASSETS</strong></td>
<td>6,446,333</td>
<td>6,493,333</td>
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</table>

Financials provided here reflect operations of Lighthouse Central Florida and Lighthouse Works for fiscal year October 1, 2021 through September 30, 2022.
MAJOR DONORS

Donations to Lighthouse Central Florida of $5,000 and greater listed. Complete listing available upon request.

Bainum Family Foundation  
City of Orlando  
Combined Federal Campaign  
Devine Family Foundation Inc.  
Dr. Harry J. Heeb Foundation  
Florida Retina Institute  
Harry P. Leu Foundation  
Humana Inc.  
J. Milton & Nellie E. Hoffa Memorial Foundation  
Joseph G. Markoly Foundation  
Orange County  
Osceola County  
Regions Foundation  
Seminole County  
The Chatlos Foundation, Inc.  
The Chesley G. Magruder Foundation, Inc.  
The Hutchings Family  
The Joe & Sarah Galloway Foundation  
The John R. and Ruth W. Gurtler Foundation  
The Margaret McCartney & R. Parks Williams Charitable Foundation  
The Martin Andersen-Gracia Andersen Foundation  
The Ryan Foundation  
The Warren and Augusta Hume Foundation  
Universal Orlando Foundation  
William and Helen Thomas Charitable Trust  
William C. Demetree, Jr. Foundation, Inc.

SUPPORTING PARTNERS

Thank you for your generous support!

Lighthouse Central Florida is a registered 501(c)(3) nonprofit. Our Federal Tax ID is 59-2418228 and our State Charitable Solicitations Permit Number is CH980.
Thank you for your partnership!

Lighthouse Works is a registered 501(c)(3) nonprofit. Our Federal Tax ID is 27-4598398 and our State Charitable Solicitations Permit Number is CH37374.
View the Impact Report Online:

Give Now: