# LIGHTHOUSE
## FOR THE BLIND AND VISUALLY IMPAIRED

# 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.

# ANNUAL REPORT | 2020

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

# MISSION

, LightHouse for the Blind and Visually Impaired
lependence, equality and self-reliance of people
have low vision.

# VISION

ss skills training and relevant services such as
ment, education, technology, information,
portation and the environment. We also pursue
of new technology, encourage innovation, and
s of blind individuals around the world.

# VALUES

acy **equality**
**collaboration** literacy
education
nent **independence**
**innovation** 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

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 description 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 poolhouse opening at EHC

It was Enchanted Hills Camp'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 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 poolhouse, 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 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, 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.

LightHouse's Madlab 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 is now fully online, serving customers all over the globe.

The three 2019 Holman prize for blind ambition winners, Mona Minkara (created travel documentaries about public transit around the world), Alieu Jaiteh (provided training for blind adults in rural Gambia) and 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 (pioneering an app for fitness for people who are blind or have low vision), Dr. Birendra Raj Sharma Pokharel (training blind women in Nepal in early detection of breast cancer) and 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

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

# 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 SIRKIN CENTER** – 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

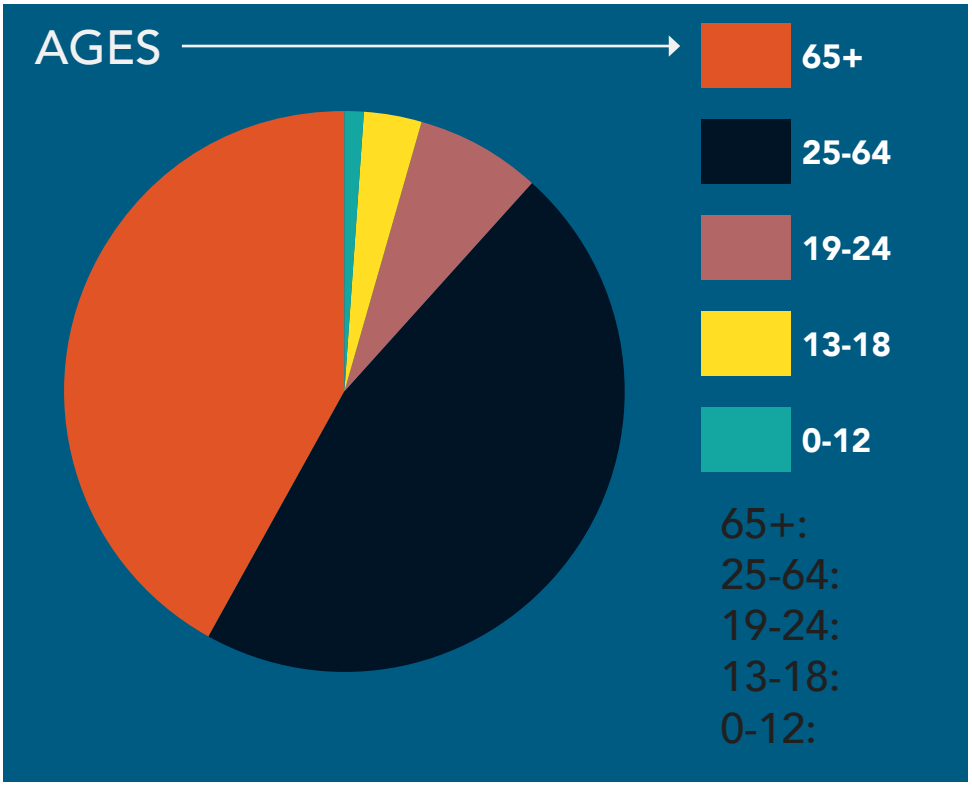
## BLIND STUDENTS:

# 1,624

# 24,390 hours

## CARE CALLS DURING COVID:

# 1,277




## PROGRAM HOURS

**3,972**
adults & seniors

**3,221**
youth

**3,767**
orientation & mobility

**899**
braille

**514**
psychological services and counseling

**875**
Blind and Low Vision Skills

**2,755**
employment immersion

**1,777**
student support

**3,851**
access technology

**1,581**
Deaf-blind

**Grand Total:**
**24,390 hours**

CHARITY NAVIGATOR
Four Star Charity

GUIDESTAR PLATINUM SEAL OF TRANSPARENCY
2020

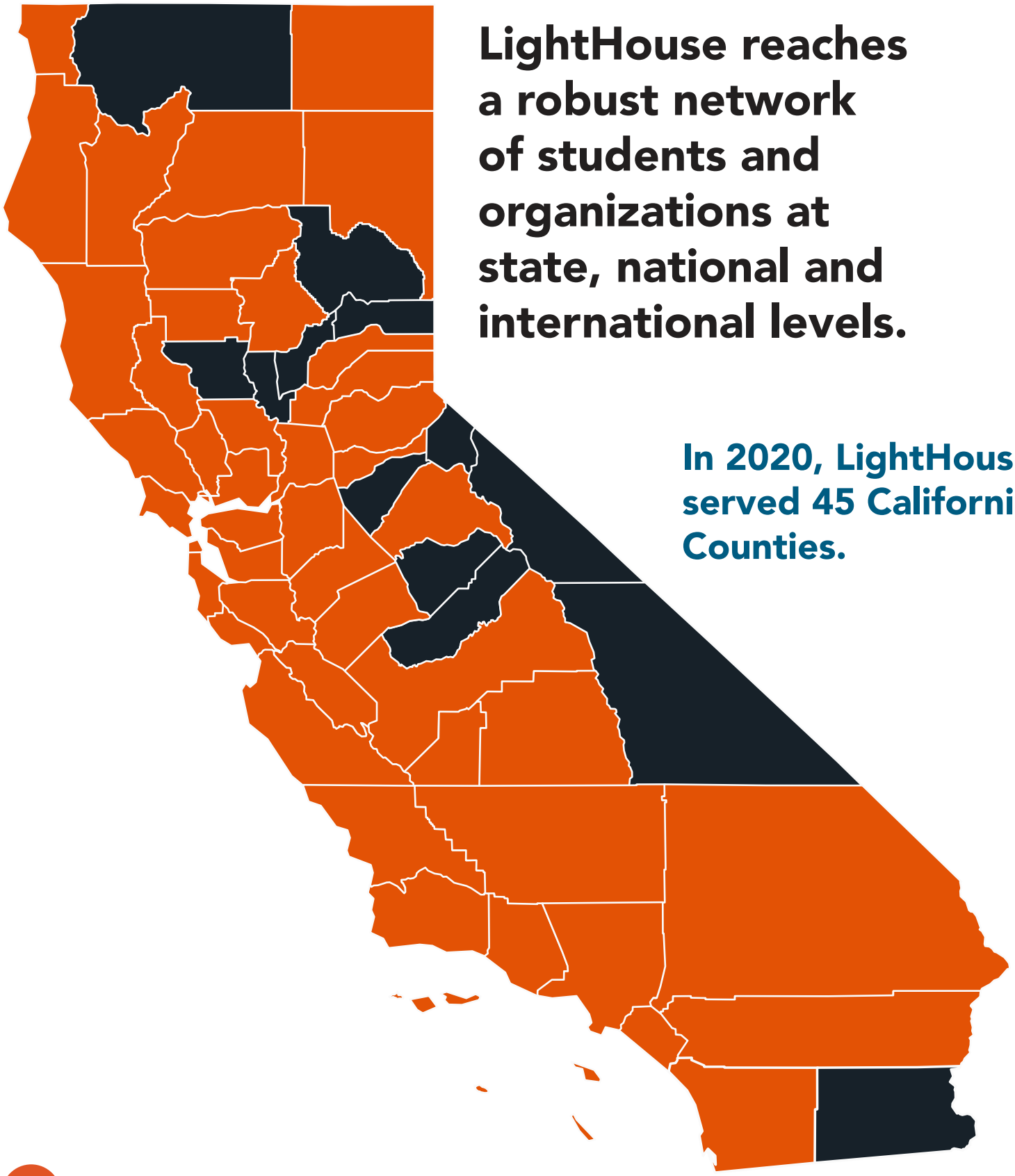
**Photo caption:** Four star Charity Navigator and Platinum Guide Star logos above.

## VOLUNTEERS

**8,326**
hours

**242**
people

# 2020 OUTREACH CALIFORNIA



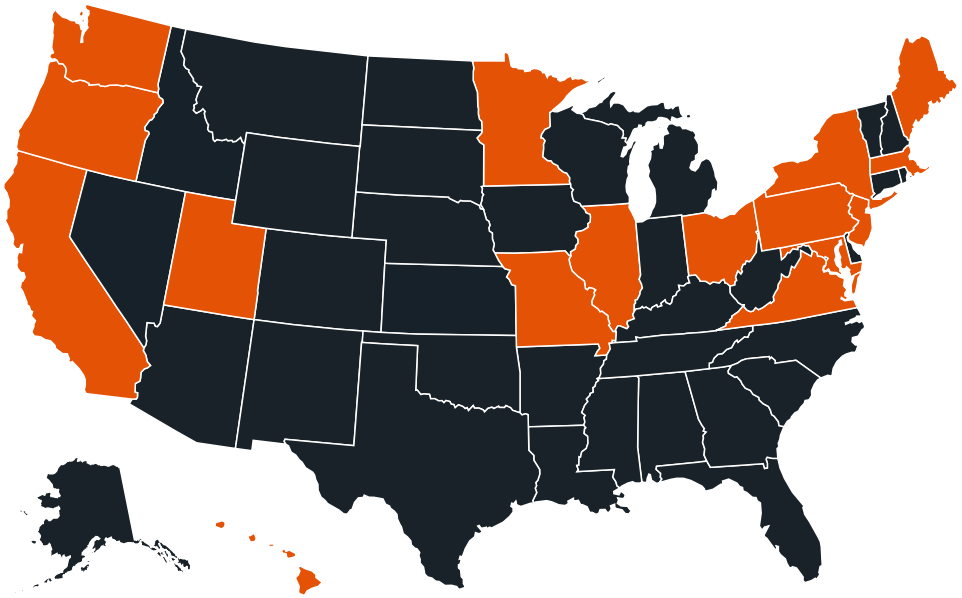
**LightHouse reaches a robust network of students and organizations at state, national and international levels.**

**In 2020, LightHouse served 45 California Counties.**

**Orange Counties: Served by LightHouse**

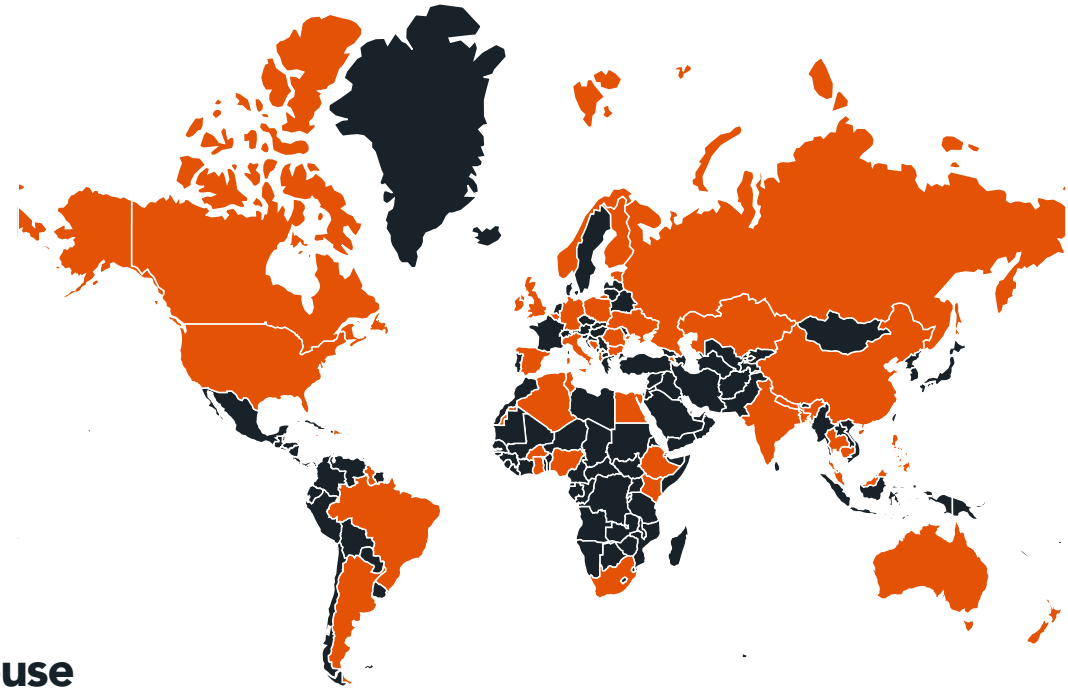
# 2020 NATIONAL AND INTERNATIONAL OUTREACH

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



**Orange States:**
**Served by LightHouse**

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



**Orange Countries:**
**Served by LightHouse**

**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.

Enchanted Hills
Camp for the Blind

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

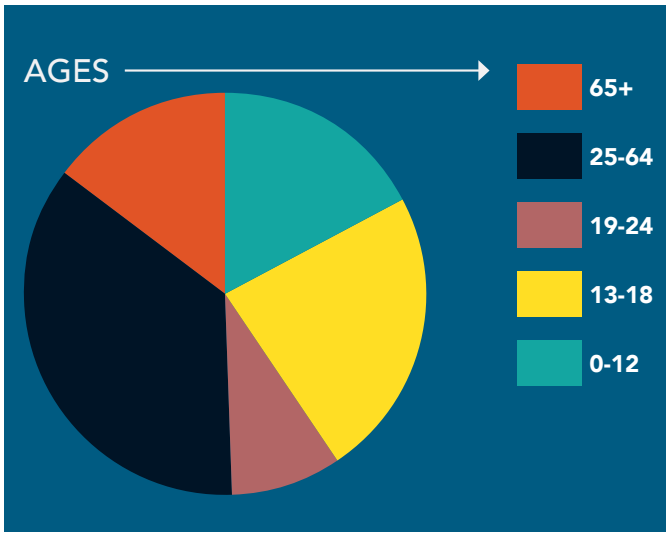
**2020 was our 70th year of EHC, but we were not able to be together in person due to the pandemic. We ran these programs remotely:**

- 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 in 2020




BLIND CAMPERS: **155**

EHC Virtual Holiday Concert audience

**2,200**

Total reach for EHC concert series on Facebook
Live and virtual campfire sessions

**32,000**

**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 2020 Virtual Programs:

- Adult Session
- Youth Camp
- Teen Camp
- Music Camp

**1,485**

**camper hours**

# EHC Camper Profile

**Meet Monse, a blind 16-year-old student, currently in her junior year of high school in California.**

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

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 Winners

**Tiffany Brar, India:** 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:** 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:** 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.

**Photo captions left to right: Image 1** – Close up of Tiffany Brar smiling. **Image 2** – Close up of Tyler Merren. **Image 3** – Close up of Dr. Sharma Pokharel.

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

# 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 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.

# MEDIA AND ACCESSIBLE DESIGN LAB (MAD Lab)

**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**

I27 approval letters certifying 2,968 signs as 2010 ADA & 2020 CBC compliant

**Braille Translation**

21,786 pages

**Braille Business Cards**

5,162 cards

**Audio Recordings**

20 recordings

**TMAPs distributed by MAD Lab**

1,561

# MEDIA AND ACCESSIBLE DESIGN LAB (MAD Lab)

**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

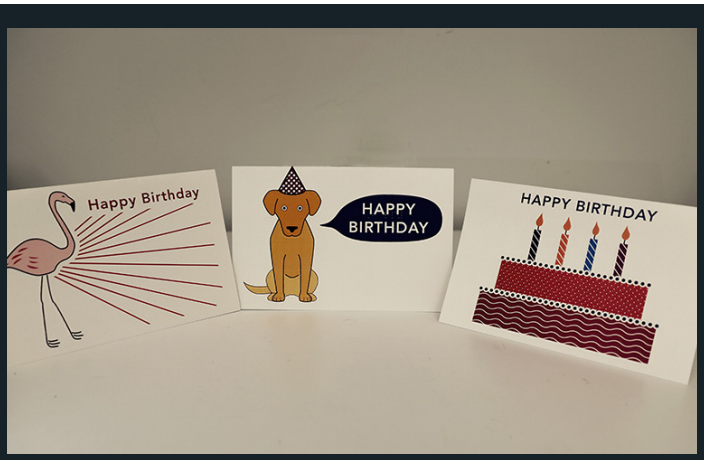



**Photo caption:** Three birthday cards, one with a flamingo, one with a dog in a birthday hat, and the third showing a birthday cake with Happy Birthday written in text and braille.

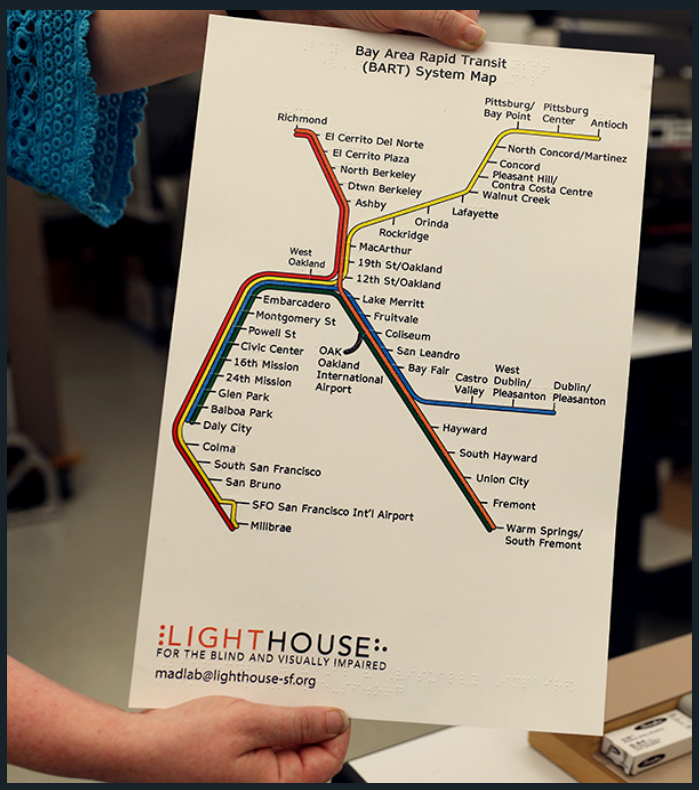



**Photo caption:** A TMAP showing the Bay Area Rapid Transit (BART) System Map with LightHouse logo on the bottom.

# ADAPTATIONS BLIND TECHNOLOGY STORE

Adaptations 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 |
| **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 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 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. The Sirkin Center also produces Skilcraft Glass and PURE All-Purpose Cleaners and PURE Bioscience Hard Surface Disinfectants 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.

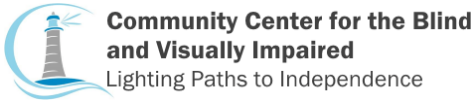
**Photo captions:**
**Image 1** – Masked LightHouse Production Assistant Valentino Benelli bottles cleaning product at Sirkin Center. **Image 2** – A cardboard box used to ship product, labeled with the words "Produced by blind workers at LightHouse for the Blind and Visually Impaired." **Image 3** – 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.

We are featured on In Touch

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



# WHO WE REACH

MMCBD

Mount Veeder Fire Safe Council

NAPA County Regional Park & Open Space District

NFB National Federation of the Blind

NIB National Industries for the Blind

nicole lee consulting

CAOMS

Northern California Association of Deaf Blind NCADB EST 1963

PRIDE INDUSTRIES POWER OF PURPOSE

City & County of San Francisco Mayor's Office on Disability

San Francisco State University 1899

SF TECH COUNCIL

San Francisco Water Power Sewer Services of the San Francisco Public Utilities Commission

SENIOR & DISABILITY ACTION

VisionServe Alliance LEADING TO A BETTER WORLD FOR PEOPLE WITH VISION LOSS

TRE LEGAL

USA:A UNITED STATES ASSOCIATION OF BLIND ATHLETES

VZ SF VISION ZERO SF

VISTA CENTER

WAYMO

The World According To Sound

World Blind Union

WID WORLD INSTITUTE on DISABILITY Disability Research, Policy, & Consulting

ACCESSIBILITY: We consulted and worked on tech and accessibility with companies all over the world, including:

Google LinkedIn amazon McGraw Hill Education

LEVEL access AnswerLab® AUTOMATTIC

Blackbird nest™ VOLKSWAGEN GROUP

## SUPPORT AND REVENUE

| | $ |
|---|---|
| Government contracts & 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)** |

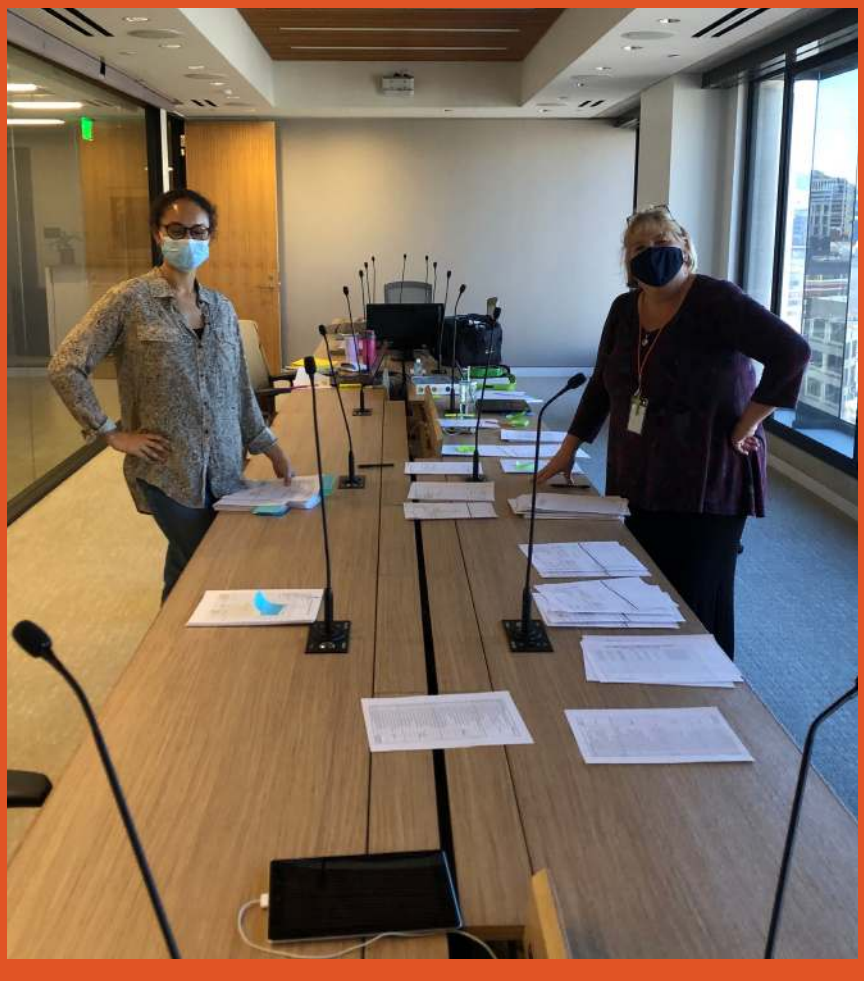


**Photo captions left to right: Image 1** – Former Board member Jerry Kuns holds a white cane and waves to Development Director Jennifer Sachs, who is wearing a mask. **Image 2** – San Francisco Mayor London Breed holds up a TMAP of the Civic Center that she received on White Cane Day, 2019 at the LightHouse. **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. I**mage 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 Headquaters in San Francisco on White Cane Day. Photo by Sarika Dagar

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To learn more about how you can invest in the LightHouse and Enchanted Hills, please contact our Director of Development Jennifer Sachs at **415.694.7333** or **giving@lighthouse-sf.org.**

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