ANNUAL REPORT
2019-2020
As you read through our annual report it is important to note how we measured our success. While empirical data adds value, this year we elected to focus on qualitative not quantitative measurements. As Maya Angelou said “People will forget what you said, people will forget what you did, but people will never forget how you made them feel.” Our clients feeling supported, connected, and safe verified the success of our services in 2020. Due to COVID our service level numbers may be lower than prior years, but we are confident our impact has never been greater.

Please note, some pictures may have be taken before COVID-19. Safety first!
Dear Friends and Supporters:

Over the past 70 years BCABVI has been through some tough times. Our experiences have taught us the importance of organizational stability and financial preparedness in times of crisis. Using what we learned, we built a solid framework for our organization that could withstand temporary setbacks and ensure long-term sustainability.

When the pandemic hit, our agency was on solid ground. The leadership team quickly focused on the immediate impact on our clients. We prioritized in-home support services and ensured access to basic needs such as food and medical care. We adapted our programs to be delivered virtually, and we gave our clients the technology and training needed to stay connected. We saw the emotional effect of the pandemic on our clients. Virtual yoga, mindfulness, additional support groups and a modified healthy living initiative emerged.

As restrictions began to ease, we modified our delivery methods for services that could not be done virtually. Services in the low vision clinic and preschool vision screenings resumed with new equipment and safety protocols. Transportation was limited to one client and one staff per vehicle. Caseworkers conducted new client intakes outdoors. For every challenge, we found a solution.

While BCABVI has made great progress, we recognize the pandemic is not over. Our work is not done. We remain prepared to provide rapid, fluid responses to our clients’ emerging needs. Based on client feedback, our first steps will include:

- Engaging more clients through hybrid programs offering in person and virtual options
- Increased individual transportation services supported by smaller, cost effective vehicles
- Exploring safe, innovative ways to combat social isolation and maintain connections within the community

These changes require additional resources, so we need the help of our partners, donors and volunteers to take full advantage of the opportunities that lie ahead. Our future impact is contingent on your support today. In this time of need, we truly appreciate you and your shared commitment to our mission. Thank you!

Stay safe and be well.

Anne Marie Hyer, MPA, MS
Executive Director

Marc Winokur
Board President
We all want to feel safe and have a sense of control over our lives and well-being. Due to the pandemic, 32% of our clients expressed new concerns about basic needs including food, medical care and financial security.

BCABVI’s dedicated staff brought groceries to our clients’ homes or arranged for non-contact delivery services with local stores for vulnerable individuals. We coordinated doctor’s appointments for necessary medical treatments, provided personal transportation services, and helped navigate new safety procedures at the doctor’s office. Our caseworkers completed financial assistance applications and aided clients with the payment of their bills.

Knowing their basic needs were being met and BCABVI would be there to support them, our clients were safe and their future felt more secure.

“I was so nervous wondering how I would get to my doctor appointments, go grocery shopping and handle paperwork, but with BCABVI’s assistance a huge weight was lifted off my shoulders.”

Rosanne V., Warrington, PA

BCABVI provided our clients with 701 hours of in-home support services and 2,466 rides to community destinations. Together with our community partners, Miranda’s Mission and the United Way of Bucks County, we gave our clients over $1,000 in gift cards and donations of personal care products to reduce financial stress.
In comparison to the general population, people who are blind and visually impaired are twice as likely to suffer from depression and experience loneliness. The added stress of the pandemic resulted in 53% of our clients reporting increased feelings of social isolation, depression and anxiety. Our clients needed a way to access emotional support from home, so we made our programs virtual.

Online support groups offered our clients the opportunity to share common concerns, frustrations and stories with friends; and find solutions to vision related-difficulties. We taught tools for stress management including virtual mindfulness practices, yoga classes and in-chair exercise groups. Monthly zoom sessions provided a safe forum for clients to ask questions, get answers and hear agency updates directly from BCABVI’s leadership team. Virtual trivia games generated comradery through some fun, lighthearted competition.

With the introduction of virtual programs, our clients felt less anxious and alone as they reconnected with friends and accessed the support systems available at BCABVI.

I have always suffered from anxiety, but with COVID I fell more into a depression. Hearing from other people helped me regain a sense of being and gave me the emotional support I needed during a difficult time.

Merilee A., Newtown, PA

BCABVI provided 3,446 hours of support groups, life skill sessions and recreational activities to promote our clients’ emotional health and well being.
Technology plays a key role in maintaining personal relationships and reducing feelings of isolation during times of social distancing. To make sure we stayed connected with our clients, BCABVI provided iPads and individualized training on Zoom software to access our virtual programs. As a result, 68% of our clients now actively use technology compared to only 13% in the prior year.

Client volunteers provide one-on-one technology training to their peers, teaching more advanced skills. Screen reader programs like VoiceOver allow users with vision loss to hear what’s happening on screen and navigate between elements, pages, and apps using simple gestures. Each new skill learned represents another opportunity for our clients to interact with the world around them.

Virtual one-on-one tech class has not only been helpful, it’s been convenient. I am able to talk to my instructor directly, schedule class on my own time and participate comfortably from my own home.

Janice N., Warrington, PA

Our clients participated in 502 hours of technology training to stay personally connected and informed.
Independence is central to BCABVI’s mission. We strive to maximize our clients’ ability to meet life’s daily challenges and realize their continued self-worth and value to our community. The team of doctors at BCABVI’s Low Vision Clinic offer specialized evaluations that focus on patients’ functional vision and the tasks that are difficult due to their vision loss. Recommendations including low vision aids, technology, and home adaptations energize our patients to complete daily living tasks and pursue interests with confidence.

We temporarily suspended operations at our Low Vision Clinic in March to protect the health of vulnerable patients. Over the following two months, we developed enhanced safety procedures, increased cleaning protocols and secured the necessary PPE to provide the highest quality of care.

When the clinic reopened, we were overwhelmed by patients whose needs had become amplified during the pandemic. We expanded our team of doctors to meet the demand. Dr. Denise T. Wilcox and Dr. Diane Catania were joined by Dr. Dana Mignogna. Our clinic operations increased to four days per week.

96% of our patients would recommend BCABVI’s Low Vision Clinic to family or friends. They found comfort in the support and range of options offered to meet their individual needs. Our patients felt empowered to be more independent, resulting in increased self-esteem during uncertain times.

At first, I thought tactile dots were all I needed until the doctor mentioned low vision aids. I’ve been spending a lot more time at home, so to be safe and stay independent those devices will be a huge help.

Dolores S., Warminster, PA

Our clinic provided 238 low vision evaluations, follow-up appointments, and low vision therapy training sessions. We distributed 212 low vision aids and loaned an additional 26 devices to low income patients through our lending library.
For over 20 years, BCABVI has partnered with preschools throughout Bucks County to identify potential vision problems in children 3-5 years of age. Our preschool vision screening services focus on early intervention and treatment to maximize each child’s visual potential and encourage their success in school.

While preschool directors recognized the importance of vision screenings for their students, 61% expressed some hesitation to use our services this year due to the pandemic. Knowing uncorrected vision issues can impair child development, interfere with learning and even lead to permanent vision loss, we were determined to find a safe solution.

We adapted our traditional screening methods to minimize potential health risks. We replaced our existing software with Welch-Allyn SPOT Vision Screening Instruments designed to accurately identify vision problems within a 30 second period and from a distance of three feet. Using the SPOT screeners, we implemented non-contact screening procedures and further alleviated our partners' concerns by requiring masks and hand sanitation by our employees between screenings.

With the new safety protocols in place, our preschool partners felt safe working with BCABVI to achieve our common goal - to ensure Bucks County children begin school with the best possible sight.

"In the past I have been hands on while doing vision screenings. Our new SPOT screeners give fast results while maintaining a safe distance from the kids. That makes us all more comfortable!"

Erin M., Preschooler Vision Screener

We screened 1,635 children at 68 community based preschool sites throughout Bucks County while following the National Center for Children’s Vision and Eye Health safety guidelines.
Second Look is not just a thrift shop. It is a community of generous people, each of whom contributes to the store’s success and impact.

For our donors, Second Look offers a way to confidently part with meaningful items that are no longer needed while feeling confident they will be respected and enjoyed by their new owner. Customers can hunt through our treasures and find high quality items at modest prices. With the help of dedicated volunteers, our employees coordinate store operations and provide a seamless process to manage the flow and sale of donated merchandise.

Second Look faced a series of challenges during the pandemic; a three month closure, new safety requirements and revised inventory management plans. The Second Look community came together as the store reopened and began to thrive again because of their support.

Last year, Second Look generated $344,918 from the sale of donated goods which BCABVI used to provide essential services for people with vision loss. As the Second Look community continues to grow, so will our collective impact on the lives of people who are blind and visually impaired.

For 35 years Second Look has allowed me to combine my two loves - shopping and family. Both my parents had vision loss, so when I shop at Second Look I feel good knowing each item I buy helps people just like my parents.

Judy T., Newtown, PA

The annual income from sales at Second Look increased by 41% in the past ten years. This unrestricted revenue allows BCABVI to provide uninterrupted, flexible services for our clients.
Business Support
1000-4999
Bristol Meyers Squibb Foundation Matching Gift ~ Courtesy of Mr. Edmund Orcutt
Exchange Club of Newtown
First National Bank & Trust of Newtown
Jester Pool Services
Prudential Matching Gift ~ Courtesy of Mr. & Mrs. Thomas Beresford

500-499
Bucks Montgomery Optometric Society
Eye Associates LLC

100-499
Campbell Soup Foundation
Thursday Enterprises, LLC
Tiff Advisory Services, INC

0-99
Aunt Judy’s Family Restaurant LLC
Center Square Towers
SRS Marketing Company, INC

Foundation Support
5000+
Bookin’ for Lookin’ Foundation
Frank + Rena Priolo Foundation

1000-4999
CarMax Foundation
Ethel Bowen Charitable Fund
Malmark, Inc. Charitable Fund

Memoriums - Total of $4,637 donated
In Memory of Mr. Albert Harrington
Ms. Karen Christian

In Memory of Ms. Ann T. Wolfe
Mr. & Mrs. Harold Becker
Mr. & Mrs. Bruce Stoneback
Ms. Denise Lunoe
Ms. Wanda Thompson
SRS Marketing Company, INC.

In Memory of Ms. Eleanor Solomon
Mr. & Mrs. Alan Dilliplane

In Memory of Ms. Evelyn Edelman
Mr. & Mrs. LeRoy Tabb

Community Organization Support
5000+
Warrington Lions Club

1000-4999
Doylestown Lions Club
Exchange Club of Newtown
Langhorne Lions Club
Pennsbury Lions Club

100-499
Bensalem Lioness Club
Bristol Lioness Club
Chalfont Lions Club
Middletown Township Lions Club
Montessori Community School of Newtown
Perkasie Leo Club
Perkasie Lions Club
United Way of Greater Philadelphia & Southern New Jersey

0-99
Yardley Singles Club

In Honor Of - Total of $550 donated
In Honor of Dr. Rebecca Walker
Mr. Gary Carriero
Mr. Gerhard Krause

In Honor of Mr. Duane Buck
Ms. Mary Ruth Rozzi

In Memory of Mr. Fran Sandler
Mr. & Mrs. Edward Cohen

In Memory of Ms. Geuera Buzzelli
Mr. & Mrs. Robert Seewald

In Memory of Mr. James Corcoran
Mr. Drew Sujet
Mr. William Corcoran
Mr. & Mrs. Thomas Crop
Ms. Lorraine Corsi
Ms. Nancy Gunn
Ms. Suzanne Meyers
Ms. Evelyn Totten
Ms. Margaret Mayers
In Memory of Ms. Jane Verduci
Mr. William Dougherty
Mr. John Slakoper
Mr. & Mrs. Arnold Conoline
Tiff Advisory Services, INC.

In Memory of Mr. Joe McManus
Jester Pool Services

In Memory of Ms. Joy Ellis
Mr. & Mrs. Allen Cifelli
Mr. & Mrs. Raymond Ellis Jr.
Mr. & Mrs. Robert Moser
Ms. Sharon Lynn
Ms. Anne Evans
Ms. Nancy Rankin

In Memory of Ms. June Snover
Mr. Samuel Kline

In Memory of Ms. Mary Ann Cook
Ms. Helen Stein

In Memory of Ms. Mary G. Cuorato
Mr. Thomas Caramanico
Mr. & Mrs. David James
Mr. & Mrs. George LaTella
Mr. & Mrs. Martin Lock
Ms. Liz Vibber
Ms. Linda Ferraro
Ms. Jodie Milkman
Thursday Enterprises, LLC

In Memory of Ms. Mary McPeak
Dr. Katie McPeak

In Memory of Ms. Rita C. Christian
Mr. Dennis Christian

In Memory of Mr. Robert N. Sands
Mr. & Mrs. Randall Sands

Individual Supporters
* = Donors of BCABVI for 5+ years

1000-4999
Drs. David & Denise Wilcox*
Mr. & Mrs. Duane Buck*
Mr. Edmund J. Orcutt*
Mr. & Mrs. Charles Quattrone*

Mr. & Mrs. Rob Brown*
Mr. & Mrs. Thomas Beresford*
Ms. Karen Christian
Ms. Kathleen M. Pries*
Ms. Mary Hodgkinson

500-999
Mr. E. Kyle St. Claire Jr. *
Mr. Michael Hrabowski
Mr. & Mrs. Barry Pflueger Jr. *
Mr. & Mrs. Glenn Beasley*
Mr. & Mrs. Rande Whitham*
Ms. Karin Surkin
Ms. Nancy Mullholland*

100-499
Dr. Katie McPeak*
Mr. Ashok Kapoor
Mr. Barry Lynn*
Mr. Brian Study*
Mr. Daniel Naylor*
Mr. Donald Hamnett*
Mr. Douglas W. Weber*
Mr. Drew Sujet
Mr. Edward Sherwood
Mr. Frank Genieser*
Mr. Franklyn Featherman*
Mr. Gary Carriero
Mr. Gerhard Krause
Mr. Howard Benson*
Mr. Jay W. White*
Mr. John Kuchinsky Sr.
Mr. John Parry*
Mr. John Slakoper
Mr. Joseph Carugati*
Mr. Matteo L. Giammario*
Mr. Max E. Rose*
Mr. Ralph J. Rogers*
Mr. Rodger C. Bushnell*
Mr. Sandip Patel
Mr. Thomas Caramanico
Mr. Timothy Stezzi
Mr. W. Thomas Oram*
Mr. William Pit Hartzell*
Mr. & Mrs. Barry McCabe*
Mr. & Mrs. Bill Hardin*
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Mr. & Mrs. David Hankins
Mr. & Mrs. Francis Petrus*

Mr. & Mrs. Franklin Bullock*
Mr. & Mrs. Gary Savrin*
Mr. & Mrs. George Wajda*
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Mr. & Mrs. Michael DelViscio*
Mr. & Mrs. Otto Schneider*
Mr. & Mrs. Peter J. Segal*
Mr. & Mrs. Randall Sands*
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Mr. & Mrs. Roger Cook*
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Mr. & Mrs. Walter H. Jamison*
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Ms. Gaye L. Vile*
Ms. Helen Stein
Ms. Joan Thompson*
Ms. Joan S. Skurnowicz*
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Ms. Kathleen Brown*
Ms. Linda Ferraro
Ms. Margret Hamann*
Ms. Marianne Lang*
Ms. Mary Ruth Rozzi*
Ms. Nancy Tanchak
Ms. Nancy Rankin
Ms. Nina L. Heitz*
Ms. Sue Davidson*
Ms. Tina Davis

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Dr. & Mrs. Hooshang Sadiky*
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Mr. Alan M. Rubenstein*
Mr. Alan H. Schwartz*
Mr. Anthony Aravich Jr.*
Mr. Arthur C. Ivins Jr.*
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Mr. & Mrs. Joseph Grohowski*
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Mrs. Julia Woldorf*
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Mrs. Leslie Keers*
Mrs. Marjorie Craven*
Mrs. Marjorie Evans
Mrs. Marjorie Kratz
Mrs. Martha Flaherty
Mrs. Mary Ann Janson*
Mrs. Merilee Arbitell
Mrs. Nancy Gunn
Mrs. Natalie Arnold*
Ms. Phyllis Holtzworth*
Ms. Priscilla McDonald*
Ms. Rosalyn Steiner
Ms. Sharon Lynn
Ms. Sheila Voltz*
Ms. Shirley Apeldorn*
Ms. Susan Weiner
Ms. Susan Halstrick
Ms. Susan Vettori
Ms. Suzanne Meyers
Ms. Terry Brown*
Ms. Virginia Stefanoni*
Ms. Virginia Rapino
Ms. Wanda Thompson

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Mr. Eugene A. Macur*
Mr. Fred W. Schultz
Mr. Gerald Gill
Mr. Gerald Rigney*
Mr. Harry Verdier*
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Mr. Ronald Frasier
Mr. Samuel Kline
Mr. Thomas Koper*
Mr. Thomas DiRienzo
Mr. Thomas Fuoco*
Mr. Toby Weitzman
Mr. Varun Sharma
Mr. Wallace Koch
Mr. William Corcoran
Mr. William Dougherty
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Mr. & Mrs. Charles Reese Jr.*
Mr. & Mrs. Charles A. Kurkut
Mr. & Mrs. Charles L. Boyle*
Mr. & Mrs. Chester Gursky*
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Ms. Jeanette F. Landis
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Ms. Kathleen G. Zingaro*
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Ms. Susan Vettori
Ms. Suzanne Meyers
Ms. Terry Brown*
Ms. Virginia Stefanoni*
Ms. Virginia Rapino
Ms. Wanda Thompson
# Statement of Financial Position

## ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Cash Equivalent</td>
<td>383,686</td>
</tr>
<tr>
<td>A/R &amp; Other Receivables</td>
<td>535,559</td>
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<tr>
<td>Investment - Current Portion</td>
<td>4,000,987</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>$4,920,232</strong></td>
</tr>
<tr>
<td>Property, Plant &amp; Equipment</td>
<td>1,878,497</td>
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<tr>
<td>Less: Accumulated Depreciation</td>
<td>(782,770)</td>
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<tr>
<td>Beneficial Interest in Perpetual Trust</td>
<td>1,698,813</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$7,714,772</strong></td>
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</table>

## LIABILITIES & NET ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
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<tr>
<td>Account Payable</td>
<td>20,260</td>
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<tr>
<td>BMT PPP Loan Payable*</td>
<td>115,700</td>
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<tr>
<td>Accrued Vacations</td>
<td>25,571</td>
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<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>$161,531</strong></td>
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<tr>
<td>Unrestricted Assets</td>
<td>5,437,335</td>
</tr>
<tr>
<td>Permanently Restricted Assets</td>
<td>2,115,906</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td><strong>$7,714,772</strong></td>
</tr>
</tbody>
</table>

## Financial Notes:

- Investment-Current Portion does not include the value of BCABVI's perpetual interest in Louis Spring Trust
- $413,776 of bequest revenue was invested according to established fiscal policies designed to generate unrestricted funds for programs and create long term financial security for the organization.
- Full forgiveness of the $115,700 Paycheck Protection Loan is expected in 2021.
BCABVI ended the year with a balanced budget with our expenses of $912,399 equaling our revenue.

**Revenue**

- **Private Gift**: 47%
- **Thrift Shop**: 26%
- **Investments**: 15%
- **Public Support**: 8%
- **Vision Services**: 3%
- **Program Support**: 1%

Only **8%** of our total revenue came from any government source.

**Expenses**

- **Program Services**: 84%
- **Management & Administration**: 14%
- **Fundraising**: 2%

**84%** of our funds provided direct client services.

To review BCABVI's Audited Financial Statements or Privacy Policy, please visit our website at www.bucksblind.org or call us at 215-968-9400.
2019-2020
Bucks County Association for the Blind & Visually Impaired

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Marc Winokur - President
Glenn Beasley - Vice President
Gloria Katsiff - Secretary
Barry L. Pflueger Jr. - Treasurer

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Bonnie Butler
Joanne Hutchins
Marianne Lang
Mark McCowan
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Robert Rahl
Ed Sherwood
Amy VanDenburgh
Laurie Wajda
Rebecca Walker
Rande Whitham

Executive Director, Anne Marie Hyer, MPA, MS

Advisory Board

Thomas Bogia
Duane Buck
Eileen DelViscio
Dennis Fittipaldi
Ken Moore
Arthur Siegel
As we look ahead to 2021, we have identified four key target areas where we can make an impact:

**HYBRID PROGRAMS**
Engage more clients through hybrid programs offering in-person and virtual options.

**TRANSPORTATION SERVICES**
Increase individual transportation services supported by smaller, cost effective vehicles.

**MAINTAIN CONNECTIONS**
Explore safe, innovative ways to combat social isolation and maintain connections within the community.

**CENTRALIZED LOCATION**
Improve access to low vision services by securing a more centralized location for our second clinic in the Doylestown area.

We need your help to take advantage of the opportunities that lie ahead.

Donate today at www.bucksblind.org