Right now, there are over 15,000 people with visual impairments or blindness living in Bucks County.

The National Eye Institute projects that the number of people with legal blindness will increase by 21 percent each decade. Likewise, best-corrected visual impairment will grow by 25 percent each decade, doubling by 2050.*

Last year, we responded to over 2,700 calls asking for information and resources. We can do more.

With your support we can increase our impact and continue leading the way.

* Source: https://nei.nih.gov/news/pressrelease/visual_impairment_cases_2050
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Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
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</thead>
<tbody>
<tr>
<td>Glenn Beasley</td>
<td>President</td>
</tr>
<tr>
<td>Marc Winokur</td>
<td>Vice President</td>
</tr>
<tr>
<td>Barry Pfleuger Jr.</td>
<td>Treasurer</td>
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<tr>
<td>Gloria Katsiff</td>
<td>Secretary</td>
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Advisory Board

<table>
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<tr>
<th>Name</th>
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<tbody>
<tr>
<td>Sheena Bediako Esq.</td>
<td></td>
</tr>
<tr>
<td>Eileen DelViscio</td>
<td></td>
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<tr>
<td>Thomas Bogia</td>
<td></td>
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<tr>
<td>Larry Kalker, M.S., D.P.M., P.C.</td>
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<tr>
<td>Dennis Fittipaldi</td>
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<tr>
<td>Laurie Wajda</td>
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</tbody>
</table>

Memorials - Total of $3,128

In Memory of Anna Heintzelman
Ms. Patricia DelVicino
Ms. Marilyn Karp

In Memory of Beatie Russup
Ms. Joy Ellis

In Memory of Betty Rockafellow
Mr. & Mrs. Stephen Ridran
Ms. Phyllis Weir

In Memory of Elizabeth Jackson
Mrs. Linda Krause

In Memory of Emily O’Hara
Mr. & Mrs. Howard Oakes Jr.
Ms. Judith Gentile
Ms. Margaret Sproat

In Memory of Frank S. Speding
Mr. & Mrs. Francis Petrus

In Memory of Herb Solfad
Mr. & Mrs. Edward Cohen

In Memory of Jack Singer
Mr. Joseph Singer

In Memory of Linda Jock
Mr Irvin Breber
Mr. & Mrs. Albert Hall
Mr. & Mrs. Donald Shalady
Ms. Joy Ellis
Ms. Christine Knopf
Ms. Joan Swajkowski
BCABVI Clients

In Memory of Margaret J. Martin
Mr. & Mrs. Robert Leonetti

In Memory of Mark Borhek
Ms. Frances Duritsa

In Memory of Mary McPeak
Mr. Marc Edgington
Mr. & Mrs. Russell Littell
Ms. Ann Danford
Ms. Frances Duritsa
Ms. Ashley Goodman
Ms. Linda Jacob
Ms. Charlene Lindsey
Mr. & Mrs. Stephen Ridran
Ms. Kathy Schmidt
Ms. Kelley Tapia
ADCO
Anonymous
Balduzzi Insurance Agency Inc.
BCABVI Lions Club

In Memory of Sandra Herbst
Mr. Kyle Davis
Mr. Arthur Samel
Mr. & Mrs. George Lawrence
Mr. & Mrs. Edward McGilloway
Ms. Joy Ellis
Ms. Deb Leif
Ms. Martha Marshall
Ms. Annie Meehan
Ms. Marilyn Montagna
Ms. Celeste Senser
Ms. Judith Thode
Ms. Lottie Wajda

In Memory of Sheri
Mr. & Mrs. Edward Cohen

In Memory of Theresa Pomper
Mr. Gerald Agnew
Mr. Thomas Ulrich
Ms. Donald Shalady
Ms. Clare Cozensz
Ms. Barbara Miller
Ms. Patricia Weber

In Memory of Wanda Comfort
Mr. & Mrs. William Gorodetzker

In Memory of Victoria Goldberg
Harold Berman

Ms. Stephanie Sager
Ms. Patricia Savini
Ms. Sonia Sommers
Ms. Veronica Spindel
Ms. Peggy Staskel
Ms. Virginia Stefanoni
Ms. Corrine Stuehning
Ms. Elizabeth Taylor
Ms. Doris Ursic
Ms. Suzanne Watson-Mangold
Ms. Margaret L. Webster
Ms. Dawn Wyatt
Ms. Ann T. Wolfe
Ms. Kathleen G. Zirgano

In Honor Of – Total of $665

In Honor of Dr. Kolber & Dr. Zeigen
Ms. Jennine Reiter

In Honor of Ann DeMatto
Ms. Teresa Oakes

In Honor of Duane & Joyce Buck
Ms. Mary Ruth Rozzi

In Honor of Ellen Dwzonar
Ms. Joy Ellis

In Honor of Lottie Wajda
Mr. Wayne Raichle

In Honor of Patricia Danner
Mr. & Mrs. John Becker
Mr. & Mrs. Gary Gallagher
Mr. & Mrs. Robert Slotterback
Ms. Marguerite Brown
Ms. Lisa Danner
Ms. Cynthia Gannon
Ms. Linda Marston
Ms. Deborah McClennen
Ms. Jennifer Ritter

In Honor of Richard Lambert
Ms. Patricia Montgomery

In Honor of Robert Ford
Ms. Joanne Ford

In Honor of Shelley Ketterer
Ms. Joy Ellis
At BCABVI, leadership takes many forms. Some of our leaders are extroverts who motivate groups with their charisma and enthusiasm. Others are introverted, quietly inspiring peers with their personal achievements. Whether our leaders arise organically or are in formal positions of authority, they all are working towards the same goal of encouraging rich, vibrant and independent lives for people who are blind and visually impaired.

We have created an environment at BCABVI that supports personal growth, encourages continual learning and expects the best from ourselves and our community. We don’t just measure our success by how many low vision aids we provided or the number of transportation trips we coordinated. We look at the individual, organizational and community impact we created as a result of the services we offered.

This past year, our clients took on new leadership roles at BCABVI. Group leaders taught technology skills, coordinated agency events, conducted skills training sessions and coordinated activity clubs. Peer mentors guided people recently experiencing vision loss through the adjustment period while offering hope and support.

Individual expertise was harnessed into working groups where more leaders emerged. We combined our expertise with additional knowledge learned from professionals both within and outside the vision field to develop new programs and improve agency operations.

We educated our local community about vision loss and its impact. Every person in our organization from our Board of Directors to our Kids Unlimited members became ambassadors for BCABVI sharing information through formal presentations or personal interactions.

We reached beyond Bucks County working with organizations across Pennsylvania to increase our capacity for effective advocacy and to generate support for services.

2017-2018 has been about helping other people rise to their full potential while accomplishing the mission and goals of our organization. That is our definition of good leadership.

Behind each of these accomplishments, there is a story of a leader who has made an impact.

At BCABVI, our services are designed not to put greatness into people, but to elicit it, because we believe the greatness is there already. We share our stories with you to demonstrate the power of your engagement with BCABVI. With your support, we can continue leading the way and inspiring future generations of leaders.
"I did a presentation myself in two classes and asked BCABVI to help explain my visual impairment to the whole school."

**When Alex started fifth grade at Poquessing Middle School he did not want to be different because of his white cane. Alex tackled his concerns head on by making presentations to educate his classmates about blindness and visual impairments. Alex needed help to reach more students, so he contacted BCABVI. He coordinated client mentors to speak with students about assistive devices, white cane training, and how to best help someone with a visual impairment. Through his actions, Alex brought awareness to 215 students and paved the way for future students with visual impairments.**

### Thank You to our Donors for the Period of 7/1/2017 – 6/30/2018

**Foundation Supports**

<table>
<thead>
<tr>
<th>Amount</th>
<th>Description</th>
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<tr>
<td>5,000+</td>
<td>Bookin’ for Lookin’ Foundation</td>
</tr>
<tr>
<td>1,000-4,999</td>
<td>Campbell Soup Foundation on behalf of Laurie Wajda</td>
</tr>
<tr>
<td>100-499</td>
<td>Bristol Meyers Squibb Foundation matching gift courtesy of Mr. Edmund Orcutt Eye Associates LLC</td>
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<tr>
<td>500-999</td>
<td>First National Bank and Trust Company of Newtown Jester Pool Service</td>
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<tr>
<td>100-499</td>
<td>Vanda Pharmaceuticals Inc. Corporate Visions matching gift courtesy of Ms. Sonia Sommers Cosmetic and Family Dentistry of Perkasie, PC</td>
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<tr>
<td>99 and under</td>
<td>Harold Beck &amp; Sons</td>
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<tr>
<td>5,000+</td>
<td>Lions of Pennsylvania Foundation</td>
</tr>
<tr>
<td>1,000-4,999</td>
<td>Becasium Lions Club Bucks County Lions All Star Football Doylestown Lions Club Exchange Club of Newtown Warrington Lions Club Yardley-Makefield Lions</td>
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<tr>
<td>100-499</td>
<td>BCABVI Lions Club Dublin Lions Club Newtown Lions Club</td>
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<td>Perkasie Lea Club Perkasie Lions Club Quakertown Lions Club Richlandtown Lions Club Solebury Lions Club Woman’s Club of Perkasie</td>
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<tr>
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<td>Committee to Elect Joseph DiGiarlomo Yardley Singles Club Tomlinson for State Senate</td>
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**Business Supporters**

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<td>1,000-4,999</td>
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**Community Organizations Support**

**Individual Supporters**

<table>
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<tr>
<th>Amount</th>
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<tr>
<td>100-499</td>
<td>Drs. David &amp; Denise Wilcox Mr. Edmund Orcutt Mr. &amp; Mrs. Robert Brown Mr. &amp; Mrs. Thomas Beresford Mr. &amp; Mrs. Glenn Beasley Ms. Gloria Katcuff Ms. Barbara Williams</td>
</tr>
<tr>
<td>500-999</td>
<td>Mr. Stephen W. George Mr. &amp; Mrs. Duane Buck Mr. &amp; Mrs. Francis Champine Ms. Louise Carey Ms. Chandni Dani Ms. Margret Hamann</td>
</tr>
<tr>
<td>100-499</td>
<td>Dr. Edward Marshaleck Dr. Katie McPeak Mr. Thomas Boggs Mr. Rodger C. Bushnell Mr. Joseph Carugati Mr. Eugene DiGiarlamo Mr. Raymond Fangbuner Mr. Franklin Featherman Mr. Paul Fontstater Mr. Stephen W. George</td>
</tr>
<tr>
<td>100-499 cont.</td>
<td>Mr. Joseph M. Gilardi Mr. William Pitt Hartzell Mr. Michael Hrabowski Mr. Harry L. Hughes Mr. John Kuchinsky Mr. David Landis Mr. Patrick McTeigue Mr. Martin Mersky Mr. David M. Miller Mr. W. Thomas Oram Mr. John Puzan Mr. Max E. Rose Mr. Robert Seeler Mr. Timothy Stezzi Mr. Jay W. White Mr. &amp; Mrs. John E. Ahlum Mr. &amp; Mrs. Franklin Bullock Mr. &amp; Mrs. Roger Cook Mr. &amp; Mrs. Michael DelVicario Mr. &amp; Mrs. Merrill Detweiler Mr. &amp; Mrs. Jerry W. Faust Mr. &amp; Mrs. Stuart Fellman Mr. &amp; Mrs. Robert Fowler Mr. &amp; Mrs. Donald Hammett Mr. &amp; Mrs. David Hankins Mr. &amp; Mrs. Bill Harlin Mr. &amp; Mrs. Venard Haubert</td>
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<tr>
<td>100-499 cont.</td>
<td>Mr. &amp; Mrs. Walter H. Jamison Mr. &amp; Mrs. Burton Lampa Mr. &amp; Mrs. D. Malinger Mr. &amp; Mrs. Barry McCabe Mr. &amp; Mrs. Robert McCliskey Mr. &amp; Mrs. James McNally Mr. &amp; Mrs. Gino Mule Mr. &amp; Mrs. Jonathan Myers Mr. &amp; Mrs. Barry L. Pfueger Jr. Mr. &amp; Mrs. Raymond B. Reinhart Mr. &amp; Mrs. Randall Sands Mr. &amp; Mrs. Gary Savrin Mr. &amp; Mrs. Robert Scheithauer Mr. &amp; Mrs. Otto Schneider Mr. &amp; Mrs. Peter J. Segal Mr. &amp; Mrs. Florence Sinclair Mr. &amp; Mrs. George Wajda Mr. &amp; Mrs. Randle Whitham Ms. Anna M. Bachman Ms. Kathleen Brown Ms. Dorothy W. Detwiler Ms. Edna Fleer Ms. Ann Gunberg Ms. Nina L. Heitz Ms. Rita Jobs Ms. Carol Kant Ms. Diane Knights Ms. Dorothy Liebold</td>
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</table>
OUR FUTURE

We are proud of what we have accomplished this year at BCABVI and remain committed to ongoing work in advocacy, public education and the creation of new opportunities for leadership within our organization. At the same time, we keep an eye on emerging issues and trends that may impact our clients and services. Using our past successes as a foundation for future growth, we have identified three key areas to focus on in the upcoming year:

Transition Services
Our Kids Unlimited members are growing up and thinking about the next step after high school. Using feedback from our families, we are actively developing a new transition program that encourages young adults to dream big, teaches them to be strong advocates for their needs and exposes them to a wide range of educational and career choices.

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We broadened our perspective to include the whole person, integrating aspects of health and well being into our services. Our clients actively engaged in the practice of Mindfulness, reminiscing activities and chair exercise programs to improve wellness. An accessible walking path on BCABVI’s property would offer another opportunity for clients to pursue a healthy lifestyle.

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Donate to Second Look Newtown Thrift Shop.
37% of BCABVI’s operating budget comes from online and in store sales of donated goods. At Second Look you can donate, shop and have an impact. www.secondlookthrift.com

Follow us on facebook and Instagram.
Share our posts with your friends. With one click you can encourage others to support BCABVI’s mission.

Contribute your skills as an individual or as part of a group day of service. Your time is valuable, so spend it doing something meaningful at BCABVI.
JOANNE

"I have an interest in technology and how it can benefit people with visual impairments. I enjoy volunteering my time and experience to help BCABVI remain ahead of the curve."

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OUR SERVICES

Low Vision Clinic

344 Patients accessed low vision services
377 Patients received low vision aids and training
30 Local eye doctors referred patients to the Clinic

I went to a low vision doctor in Philadelphia, but am much happier with BCABVI.

Information & Referrals

2718 Community members turned to BCABVI for help

Children Services

2264 Preschool kids in Bucks County were screened for vision problems
12 Families became members of Kids Unlimited

Training & Support Programs

879 Hours of life skills education
715 Hours of support groups
276 Hours of in-home support
128 Hours of peer technology training

I think BCABVI is a great facility that meets my needs.

Volunteer

1913 Hours of donated by clients and community members

Additional services include: Transportation Services, Social Activities and Recreational Clubs

DENNIS

"I used humor to get through hard times I and wanted to give my friends a chance to laugh and remind them to have fun everyday."

Dennis is a true extrovert. Give him a microphone and he will perform for any crowd. Dennis first shared his amazing sense of humor in BCABVI support groups. He saw how making jokes helped his peers manage the stress of vision loss, so Dennis found a way to encourage more fun activities and laughter. He took the initiative to start a game day. Dennis is the official organizer and host of his own version of Family Feud and the Match Game. With his microphone in hand, Dennis works the room adding some needed joy and laughter to everyones’ day.
**2017 - 2018 FINANCES**

**INCOME**

BCABVI generated a total income of $915,284 through a combination of thrift shop sales, careful stewardship of our investments and community support.

Our financial self-sufficiency allowed us to be innovative, offering programs and opportunities that matched our clients’ evolving needs while empowering them to become fully engaged in our community.

**STATEMENT OF FINANCIAL POSITION**

**ASSETS**

- Cash and Cash Equivalent: 213,687
- A/R & Other Receivables: 149,265
- Investment - Current Portion: 3,824,514
- Total Current Asset: 4,187,466
- Property, Plant and Equipment: 1,881,949
- Less: Accumulated Depreciation: (758,077)
- Beneficial Interest in Perpetual Trust: 1,342,870
- Total Asset: 6,654,208

**LIABILITIES & NET ASSETS**

- Accounts Payable: 18,826
- Accrued Vacations: 22,487
- Total Current Liabilities: 41,313
- Unrestricted Assets: 5,206,845
- Permanently Restricted Assets: 1,406,050
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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

**OUR YEAR IN REVIEW**

**EXPENSES**

- Fundraising: 75%
- Management and Administration: 0%
- Programs and Opportunities: 25%

**KEY ACCOMPLISHMENTS**

**Statewide Impact**

Led the team restructuring the Pennsylvania Association for the Blind to increase its capacity for advocacy and support of services for blind and visually impaired people across Pennsylvania

**Generating Resources**

Introduced online shopping as part of our new website for Second Look Newtown Thrift Shop. Increased sales generated more unrestricted income available for program development and operations.

**Incorporating Ideas**

Created new programs incorporating ideas from other fields including mindfulness practices, leadership opportunities and exercise programs to promote well being

**Access for All**

Created programs for patients with limited resources to access clinic services and devices

**Equipment Loaner Program**

allowing patients to borrow recommended low vision devices

**Listening to Families**

Refined Kids Unlimited in its second year to reflect feedback from families. Introduced more speakers, composed information blasts on requested topics and focused on strengthening family connections.

**Highly Recommended**

96% of our clients and 98% of our low vision clinic patients would recommend us to a family member or friend.

“My only disappointment is that I didn’t know about BCABVI sooner!”

BCABVI had a budget of $915,284 used for specialized clinic services, training and education, children’s services, individual supports and prevention of blindness programs.

83% of our funds supported programs and opportunities that promote personal growth and confidence for our clients

15% went towards building and retaining a strong infrastructure

2% invested in fundraising resulted in over $150,000 in donations, bequests and grants
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3. Follow us on Facebook and Instagram.
Share our posts with your friends. With one click you can encourage others to support BCABVI’s mission.

4. Get involved.
Contribute your skills as an individual or as part of a group day of service. Your time is valuable, so spend it doing something meaningful at BCABVI.

GLENDA

“When I learned about BCABVI’s plan to develop transition services, I knew instantly where I could fit in. I want to use my personal experience and professional background to help kids be better prepared for the future.”

When Glenda was a young adult with a visual impairment, she did not have role models in the work place. She relied on her own determination to achieve a successful career as a Director at Lighthouse International. Glenda’s experience with developing successful programs for the blind and visually impaired coupled with her own experience as a young adult made her a perfect match for BCABVI’s new initiative: Successful Transition and Readiness for Independence in Vocations and Education (STRIVE). Together, we are developing a program to connect students with inspirational role models and empower students with the knowledge they need to succeed in achieving their educational and vocational dreams.
ALEX

"I did a presentation myself in two classes and asked BCABVI to help explain my visual impairment to the whole school."

When Alex started fifth grade at Poquessing Middle School he did not want to be different because of his white cane. Alex tackled his concerns head on by making presentations to educate his classmates about blindness and visual impairments. Alex needed help to reach more students, so he contacted BCABVI. He coordinated client mentors to speak with students about assistive devices, white cane training, and how to best help someone with a visual impairment. Through his actions, Alex brought awareness to 215 students and paved the way for future students with visual impairments.
Behind each of these accomplishments, there is a story of a leader who has made an impact.

At BCABVI, our services are designed not to put greatness into people, but to elicit it, because we believe the greatness is there already. We share our stories with you to demonstrate the power of your engagement with BCABVI. With your support, we can continue leading the way and inspiring future generations of leaders.

Glen Bealessy
BCABVI Board President

Anne Marie Hyer
Executive Director
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Ms. Marilyn Karp

In Memory of Beatrice Russup
Ms. Joy Ellis

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Mr. & Mrs. Stephen Riodan
Ms. Phyllis Weir

In Memory of Elizabeth Jackson
Mrs. Linda Krause

In Memory of Emily O’Hara
Mr. & Mrs. Howard Oakes Jr.
Ms. Judith Gentile
Ms. Margery Sproat

In Memory of Frank S. Spedding
Mr. & Mrs. Francis Petrul

In Memory of Herb Soffard
Mr. & Mrs. Edward Cohen

In Memory of Jack Singer
Mr. Joseph Singer

In Memory of Linda Jock
Mr. Irvin Breber
Mr. & Mrs. Albert Hall
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In Memory of Margaret J. Martin
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In Memory of Mark Borhek
Ms. Frances Duritsa

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Ms. Martha Marshallack
Ms. Annie Mehan
Ms. Marilyn Montagna
Ms. Celeste Sensare
Ms. Judith Thode
Ms. Lottie Wajda

In Memory of W.C. Bird
June Glendenning

In Honor of –
Total of $665

In Honor of Dr. Kolber & Dr. Zeigen
Ms. Jennine Reitter

In Honor of Ann DeMatto
Ms. Teresa Oakes

In Honor of Duane & Joyce Buck
Mr. Mary Ruth Rozzi

In Honor of Ellen Dzvonar
Ms. Joy Ellis

In Honor of Lottie Wajda
Mr. Wayne Raichle

In Honor of Patricia Dannerth
Mr. & Mrs. John Becker
Mr. & Mrs. Gary Gallagher
Mr. & Mrs. Robert Slaterback
Ms. Marquetae Brown
Ms. Lisa Danneth
Ms. Cynthia Gannon
Ms. Linda Marston
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Ms. Jennifer Ritter

In Honor of Richard Lambeth
Ms. Patricia Montgomery

In Honor of Robert Ford
Ms. Joanne Ford

In Honor of Shelley Ketterer
Ms. Joay Ellis
Right now, there are over 15,000 people with visual impairments or blindness living in Bucks County.

The National Eye Institute projects that the number of people with legal blindness will increase by 21 percent each decade. Likewise, best-corrected visual impairment will grow by 25 percent each decade, doubling by 2050. *

Last year, we responded to over 2,700 calls asking for information and resources. We can do more.

With your support we can increase our impact and continue leading the way.

* Source: https://nei.nih.gov/news/pressrelease/visual_impairment_cases_2050