



BUCKS COUNTY ASSOCIATION FOR
THE BLIND AND VISUALLY IMPAIRED

2020-2021 Annual Report

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2020-2021 BOARD OF DIRECTORS

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MESSAGE FROM LEADERSHIP

“You have to listen to understand.” Michelle Tillis Lederman

As a local nonprofit that has been actively engaged with our community for over 76 years, we know Bucks County. We know its unique attributes, its demographics, and most importantly we know its people.

The people in our community drive our success. We regularly develop and maintain partnerships with members of community organizations, professionals, supporters, and our clients. The relationships with these partners who live and work across Bucks County give us continual insight into unmet needs, share resources, and provide the feedback that shapes our services.

We are grateful our partners trust us with their valuable input. In response, we follow three core principles that are fundamental for our organization:

- **Listen with curiosity**
We want to understand the diverse perspectives and experiences of our partners
- **Speak with honesty**
We strive for transparency to earn the confidence of our partners
- **Act with integrity**
Our actions reflect our mission and the collective values shared by our partners

We can't thank all our partners enough for sharing their stories, knowledge and support with us over the past year. Because of you we have a deeper understanding of our community and what our clients need.

Throughout this report you will see data, feedback from our partners, and your impact on BCABVI's plan for 2022. Key focus areas include: expanding rehabilitation services, creating more healthy living programs, increasing our communications, and generating additional resources.

We are confident we are on the right path for the next year and we will continue to listen.



Anne Marie Hyer

Anne Marie Hyer, MPA, MS
Executive Director



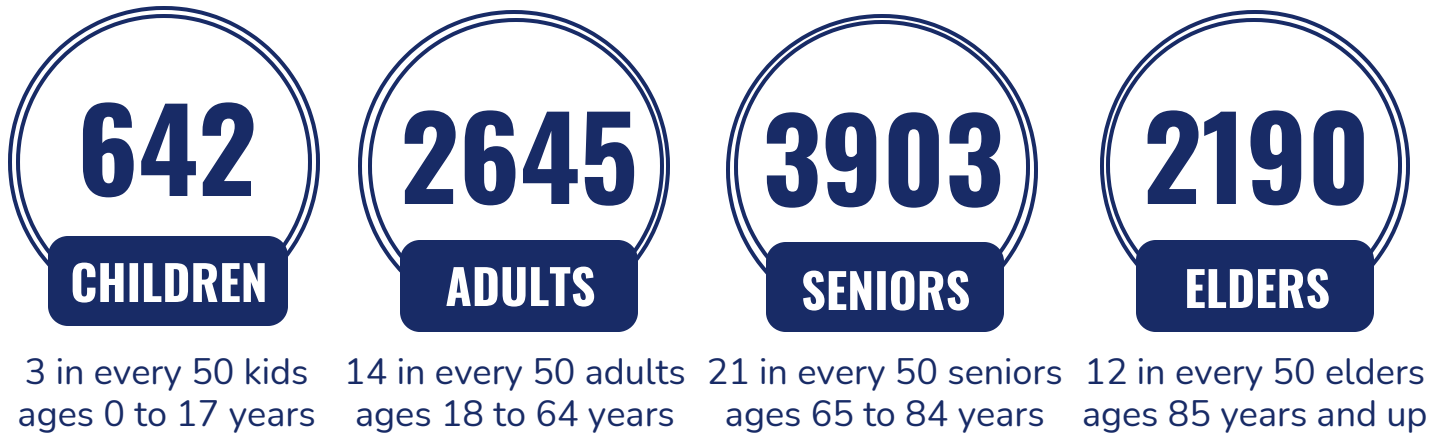
Marc Winokur

Marc Winokur
Board President

WE LISTEN TO

DATA

Prevalence of Vision Loss in Bucks County



Where Our Clients Live








55% of our clients live in these six communities.
The other 45% are spread throughout Bucks County.

Vision loss affects **9,380** Bucks County residents

Adults & Vision Loss

TOP 5 Causes of Vision Loss:

-  Refractive Errors
-  Cataracts
-  Diabetic Retinopathy
-  Macular Degeneration
-  Glaucoma

Potential Impact of Vision Loss:



Reduced independence, mobility and quality of life



Increased range of physical and mental health comorbidities






Higher rates of depression and anxiety



Limitations in their ability to socialize

Children & Vision Loss

TOP 3 Causes of Vision Loss:

-  Amblyopia
-  Strabismus
-  Refractive Errors

Potential Impact of Vision Loss:



Restricted participation in social, physical and educational opportunities



Profoundly impacts a child's development



If amblyopia is left untreated, it could lead to permanent vision loss in one or both eyes



Loss of a variety of experiences that facilitate learning

WE LISTEN TO OUR

PARTNERS



"One of my dialysis clients with limited vision needed assistance with managing important paperwork related to his medical care. This was not something we could help with. BCABVI's staff agreed to meet with him regularly at his home and help him go through his mail. Together we were able to coordinate the highest quality of care for our client."

— **Rebecca Cowan, MSW, Davita Franklin Commons**

"As a practicing ophthalmologist for over 30 years, I am interested in comprehensive eye care that provides the best potential vision for my patients. When their vision loss cannot be corrected, I refer my patients to Dr. Wilcox at BCABVI's Low Vision Clinic for help using their remaining vision effectively. The combination of both of our expertise gives each patient the highest quality of care and superior results."

— **Dr. William Brown, MD, Total Eye Care Centers**



"United Way of Bucks County knows that we can solve problems more efficiently when we work together. We collaborate with many community partners to ensure access to high-quality Pre-K education for 3- and 4-year-olds county-wide. Good health -- including good vision -- is critical for our young learners. The vision screenings provided through our partnership with BCABVI contributes to our goal of helping kids thrive in Pre-K -- and enter Kindergarten ready to succeed."

— **Marissa Christie, United Way of Bucks County**

WE LISTEN TO OUR

CLIENTS

"My caseworker Sheryl was such a great listener and reached out with such care and promptness. That is important to me as a client and donor."

— **Richard H., Yardley, PA**



Rich has been part of the Bucks County community his whole life. He grew up in Fairless Hills, married his Pennsbury High School sweetheart, and raised his family in Yardley. His two children are now thriving in college while Rich focuses on his work as a senior financial analyst at Educational Testing Services (ETS).

Rich has Retinitis Pigmentosa (RP), a group of inherited vision disorders that involve the eye's retina. Currently there are no treatments for RP. Rich has already experienced significant peripheral vision loss and sensitivity to light. He knew his vision would decline further over time.

As an avid runner, independent travel and mobility were priorities for Rich. He explored a guide dog through The Seeing Eye to get ahead of the progression of his eye disease. The staff there recommended Rich contact BCABVI for additional support.

BCABVI's caseworker Sheryl met Rich at his home to discuss his personal goals. When Rich shared his primary goal of independence, Sheryl listened and offered Orientation and Mobility (O+M) Training as a first step.

Under the direction of Jennifer, BCABVI's Certified O+M Specialist, Rich was introduced to the correct type of white cane and tip and proper cane use techniques. He was quickly able to travel in a straight line without looking down at the ground.

"I went to visit my daughter in Baltimore and used the techniques Jennifer taught me. On other trips, I had to walk a few steps behind my family so they could clear a path for me and it didn't feel like I was part of the family. Now I can look up and enjoy the surroundings with my family."

Rich is just at the beginning of his relationship with BCABVI. He has an upcoming appointment at our Low Vision Clinic for an evaluation and to explore options for assistive technology. He is considering joining one of BCABVI's support groups to connect with other people with visual impairment.

"What is incredible about this organization is the fact that it is local. You don't know how much it is needed until you are in this position. People who have disabilities are spread out, so to find a support group close to home and meet people in our community is wonderful."

Rich's experience with BCABVI prompted him to become a donor. According to Rich, **"There is life to be lived. I plan to remain independent, pursue my career and enjoy my retirement."** Together, Rich and BCABVI will make sure he continues his rich, vibrant and independent life in Bucks County.

WE LISTEN TO

FEEDBACK

Rehabilitation Services

Help clients **maintain** their independence



31.5 HOURS of Orientation + Mobility Training (O+M)

14 PATIENTS received in home Occupational Therapy Services (OT)

155 HOURS of Assistive Technology Training (AT)

6 out of every 10 CLIENTS reported a need for AT Training

We received **1-2 REQUESTS PER WEEK** for O+M and OT services

Rehabilitation services address the greatest unmet need for our clients, making the expansion of this department and increased availability of services a priority for 2022.

Low Vision Clinics

Help clients **maximize** their functional vision



275 APPOINTMENTS with our specially trained doctors

337 LOW VISION DEVICES

88% OF PATIENTS would recommend clinic services to a friend or family member

The satisfaction rate with clinic services was slightly lower than in past years (93% in 2019, 96% in 2020). Our patient surveys revealed that limited appointments during COVID caused frustration.

With the clinic in full operation and a second clinic opening in 2022, this issue will be resolved. Patients will have full access to needed evaluations and devices that encourage independence in daily activities.

Preschool Screenings

Help children **begin** their education with the best possible sight



583 FREE VISION SCREENINGS for children 3-5

58 REFERRALS for treatment and follow up

90% OF PRESCHOOLS reported the staff did a "superior" job in explaining the new vision screening procedures and **100% OF PRESCHOOLS** would "definitely" schedule screenings next year.

Many preschools were not open during the pandemic or had safety concerns associated with the screening process. The introduction of a contact free vision screening instrument eliminated safety issues while improving the accuracy of our results. As preschools reopen we can operate safely and efficiently to help identify undiagnosed vision problems for even more Bucks County kids.

Support Services

Help clients **stay connected**



1416 HOURS of virtual support groups

1246 HOURS of social programs and activities

92% OF CLIENTS report our support services help improve or maintain their positive outlook on life.

We had success with virtual programs in the past year, but in-person interaction remains a need for many of our clients:

58% OF CLIENTS prefer in-person groups

35% OF CLIENTS prefer virtual meetings

7% OF CLIENTS prefer both options

Support services reduce feelings of isolation and depression. Using multiple service delivery options, we can engage even more clients, strengthen their individual networks and increase personal connections.

In-Home Services

Help clients **remain safely in their homes**



867 HOURS of in-home services (grocery shopping, mail reading, escorting to doctor's appointment)

567 HOURS of individual transportation services

100% OF CLIENTS report they are better able to manage daily living tasks at home and in the community with our help

Many seniors with vision loss are forced to leave their homes and move to an assisted living facility at a cost of \$66,600 per year.

We can increase the number of blind and visually impaired seniors who can age safely in their own home using our cost effective, personalized services.

Healthy Living Programs

Help clients **achieve maximum wellness**



540 HOURS of mindfulness classes

690 HOURS of yoga and in-chair exercise classes

492 HOURS of healthy living courses

92% OF CLIENTS report healthy living programs help or improve their overall quality of life.

Quality of life issues associated with vision loss cover a range of physical, social and emotional needs. A holistic approach is necessary to encourage our clients' overall well-being. Feedback from our healthy living course clearly supports our clients' desire for more opportunities to learn information and explore tools to use on their journey towards personal wellness. This is a focus area for 2022.

WE LISTEN TO OUR

DONORS

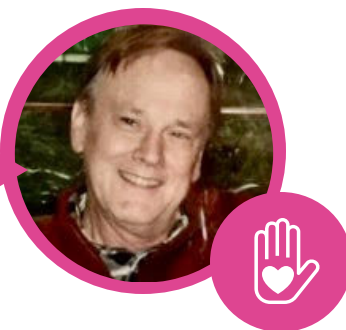


"We donate to the organization for many reasons. As a board member for the past 10 years, I know first-hand that BCABVI is extremely well-run and I know how careful and diligent the organization is to use the donated money in the best possible way to help the community it serves. There are no intermediaries—all the donated money goes directly to those in need. As an eye doctor, I also have first-hand knowledge of how difficult and challenging life can be for those who are visually impaired. I feel any contribution I can make to help is critically important."

— **Dr. Rebecca Walker**, Ophthalmologist & BCABVI Board Member

"I know firsthand of the psychological, physical and developmental problems of not seeing well as a school child and adult. I need to be careful of how I use my limited discretionary money, but personally I can't think of a better worthy cause to support as I have "skin in this game".

— **Rev. E. Kyle St. Claire Jr.**, Furlong, PA



"BCABVI is a local organization that focuses solely on helping blind and visually impaired people. As a person with a progressive visual impairment, this is a mission that is near and dear to my heart. I am thankful and grateful for the services I received, so I started my foundation as a way to give back to the community. The funds we raise through our annual 5k race goes to provide vision services for people who really need them."

— **Mark McCowan**, Founder & President of Bookin' 4 Lookin' Foundation

THANK YOU TO OUR DONORS

Business Support

1000-4999

Bristol Meyers Squibb Foundation ~
Courtesy of Mr. Edmund Orcutt
Citizens Bank Wealth Management ~
Courtesy of Mr. John Fitzgerald
Campbell Soup Foundation ~
Courtesy of Ms. Laurie Wajda
J. McLaughlin
Jester Pool Services
Prudential Matching Gift ~
Courtesy of Mr. & Mrs. Thomas Beresford

500-999

Boscov's Store
Crystal Findings, Inc.
Harold Beck & Sons

In Honor Of - Total of \$5,409.79

In Honor of Duane Buck

Ms. Mary Ruth Rozzi

In Honor of Laurie Wajda

The Campbell Soup Foundation

In Honor of Dr. Rebecca Walker

Mr. Gary Carriero

Memoriums - Total of \$866.00

In Memory of Anita Sigal

Ms. Wendy Sosky

In Memory of Ethel B. Brown

Mr. Rande Whitham

Community Support

1000-4999

Bucks Montgomery Optometric Society
Doylestown Lions Club
Exchange Club of Newtown
Langhorne Lions Club
Newtown Lions Club
Northampton Township Lions Club
Quakertown Lions Club
United Way of Bucks County
United Way of Greater Philadelphia &
Southern New Jersey

500-999

Crystal Findings, Inc.
Philadelphia Law Enforcement Lions Club

In Honor of John Fitzgerald

Citizens Bank Wealth Management

In Honor of Oma, Lina Dreifuss

Ms. Carol Gerson

In Honor of Michael McManus

Jester Pool Service

In Memory of Evelyn Edelman

Mr. & Mrs. Edward Cohen

In Memory of Grace M. Lindner

Ms. Grace Wetzel

Ms. Louise Fiore

In Memory of Herbert W. Whitham

Mr. Rande Whitham

In Memory of James Corcoran

Mr. William Corcoran

In Memory of Joy Ellis

Mr. & Mrs. J. Yerkes

In Memory of Mary McPeak

Dr. Katie McPeak

In Memory of Robert N. Sands

Mr. & Mrs. Randall Sands

Individual Supporters

*** = Donors of BCABVI for 5+ Years**

1000-4999

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Mr. & Mrs. Charles Quattrone*
Mr. & Mrs. Duane Buck*
Mr. & Mrs. James McNally*
Mr. & Mrs. Rob Brown*
Mr. & Mrs. Thomas Beresford*
Ms. Barbara Felice

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Mr. & Mrs. Francis Champagne*
Mr. & Mrs. Glenn Beasley*
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100-499

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0-99

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Mr. & Mrs. Robert Fowler*
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Ms. Grace Wetzel
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Ms. Jean Rounsavill
Ms. Jeanette Carlstedt
Ms. JoAnn Clementi
Ms. Joyce Bigley
Ms. Lois Carbone
Ms. Lottie Wajda
Ms. Louise Fiore
Ms. Margaret L. Weber
Ms. Marilyn Mullen
Ms. Mary Godown
Ms. Mary Ann Janson*
Ms. Nancy Smith
Ms. Patricia Varano
Ms. Phyllis Holtzworth*
Ms. Priscilla McDonald*
Ms. Rosalyn Steiner
Ms. Roxann L. Bentz
Ms. Sheila Voltz*
Ms. Susan Weiner
Ms. Terry Brown*
Ms. Wendy Sosky

STATEMENT OF FINANCIAL POSITION

ASSETS

Cash & Cash Equivalent	457,585
A/R & Other Receivables	107,713
Investment - Current Portion	<u>5,378,717</u>
Total Current Assets	<u>\$5,944,015</u>

Property, Plant & Equipment	1,823,082
Less: Accumulated Depreciation	(792,545)
Beneficial Interest in Perpetual Trust	<u>2,080,804</u>
Total Assets	<u>\$9,055,356</u>

LIABILITIES & NET ASSETS

Accounts Payable	22,388
BMT PPP Loan Payable*	118,340
Accrued Vacations	<u>25,327</u>
Total Current Liabilities	<u>\$166,055</u>

Unrestricted Assets	5,821,715
Permanently Restricted Assets	<u>3,067,585</u>
Total Liabilities & Net Assets	<u>\$9,055,356</u>

Financial Notes:

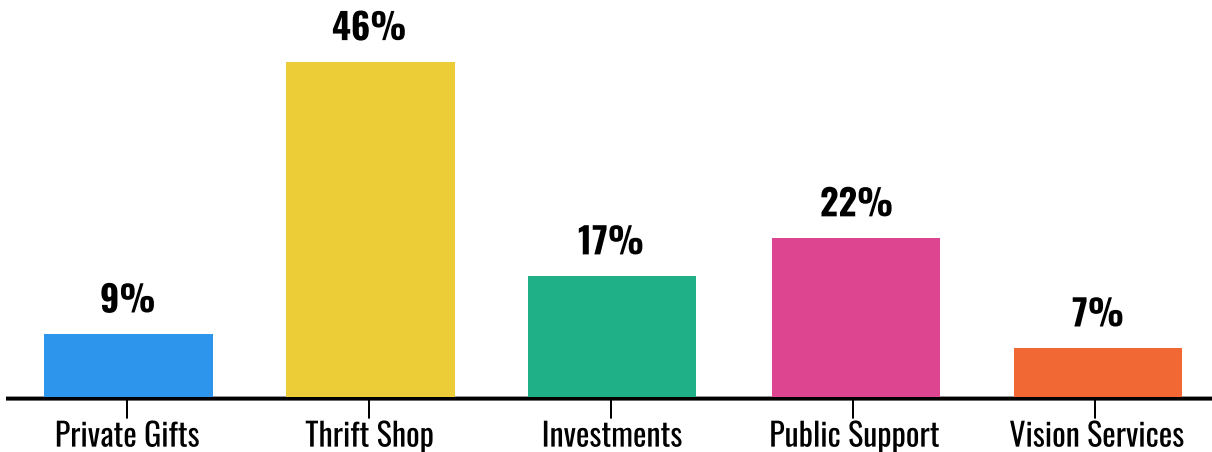
- Investment-Current Portion does not include the value of BCABVI's perpetual interest in Louis Spring Trust
- Full forgiveness of first Paycheck Protection Program (PPP) Loan of \$115,700 was received and an additional \$118,340 for 2nd PPP Loan is expected in 2022.
- Increase in investments is due to higher valuation due market fluctuations.

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

2020-2021

REVENUE & EXPENSES

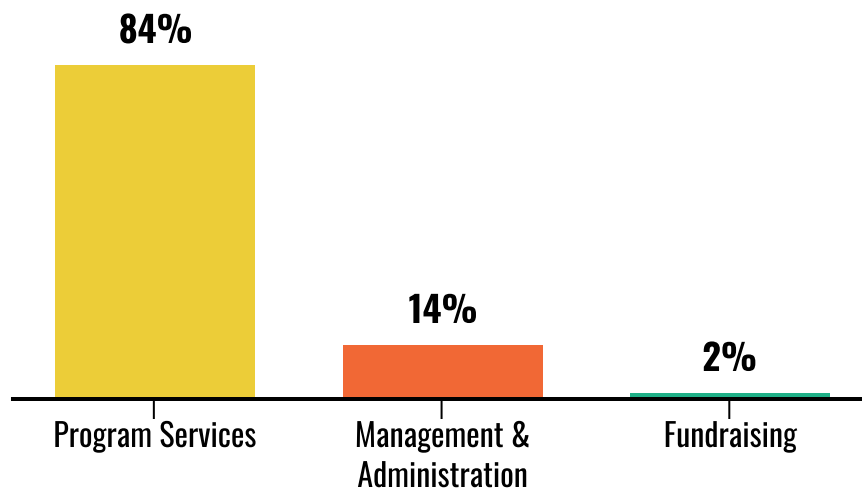
Revenue



Second Look Newtown Thrift Shop thrived as a source of unrestricted income, generating **46%** of our annual operating budget

Public support increased **14%** due to government backed PPP Loan

Expenses



84% of expenses were used for direct client services

We raised **\$4** for every **\$1** spent for fundraising

USING WHAT WE HEARD
WE PLAN FOR THE

FUTURE

A combination of data and feedback from our clients, partners and donors were used to create four focus areas for 2022:



Expanded Rehabilitation Services

Rehabilitation services teach our clients the skills they need to thrive and be independent.

- **Assistive Technology Training** explores tools and devices that allow for the completion of tasks
- **Orientation and Mobility Training** teaches safe travel skills at home and in the community
- **Occupational Therapy** offers new strategies and ways to complete daily living activities

We heard this unmet need from our clients and are dedicating significant resources to **increase the availability of these essential services** in Bucks County.



Healthy Living and Wellness Programs

Vision loss can affect all aspects of our clients' lives and impact their overall health. We are building on our current series of classes and **creating more healthy living programs** that support our clients along their personal journey towards comprehensive wellness.



Increased Communication

BCABVI values input from our community. We are developing a **multi-channel communications plan** that shares timely, relevant information that benefits our stakeholders and encourages their ongoing engagement with the organization.



Additional Resources

Second Look Thrift Shop customers, local foundations, and individual donors provide **valuable financial support** for our continually evolving services. As the BCABVI community grows, we can do even more to positively impact the lives of people who are blind and visually impaired.

**Keep your support local.
Give in Bucks County.**



Donate today at www.bucksblind.org