



BUCKS COUNTY ASSOCIATION FOR  
THE BLIND AND VISUALLY IMPAIRED

## Annual Report 2017-2018

# LEADING *the way* →



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**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.

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.

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.



Glenn Beasley  
BCABVI Board President



Anne Marie Hyer  
Executive Director



# 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.

# GLEND A

"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.



# 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."

Joanne's professional experience in operating an access technology business has taught her the importance of good leadership.

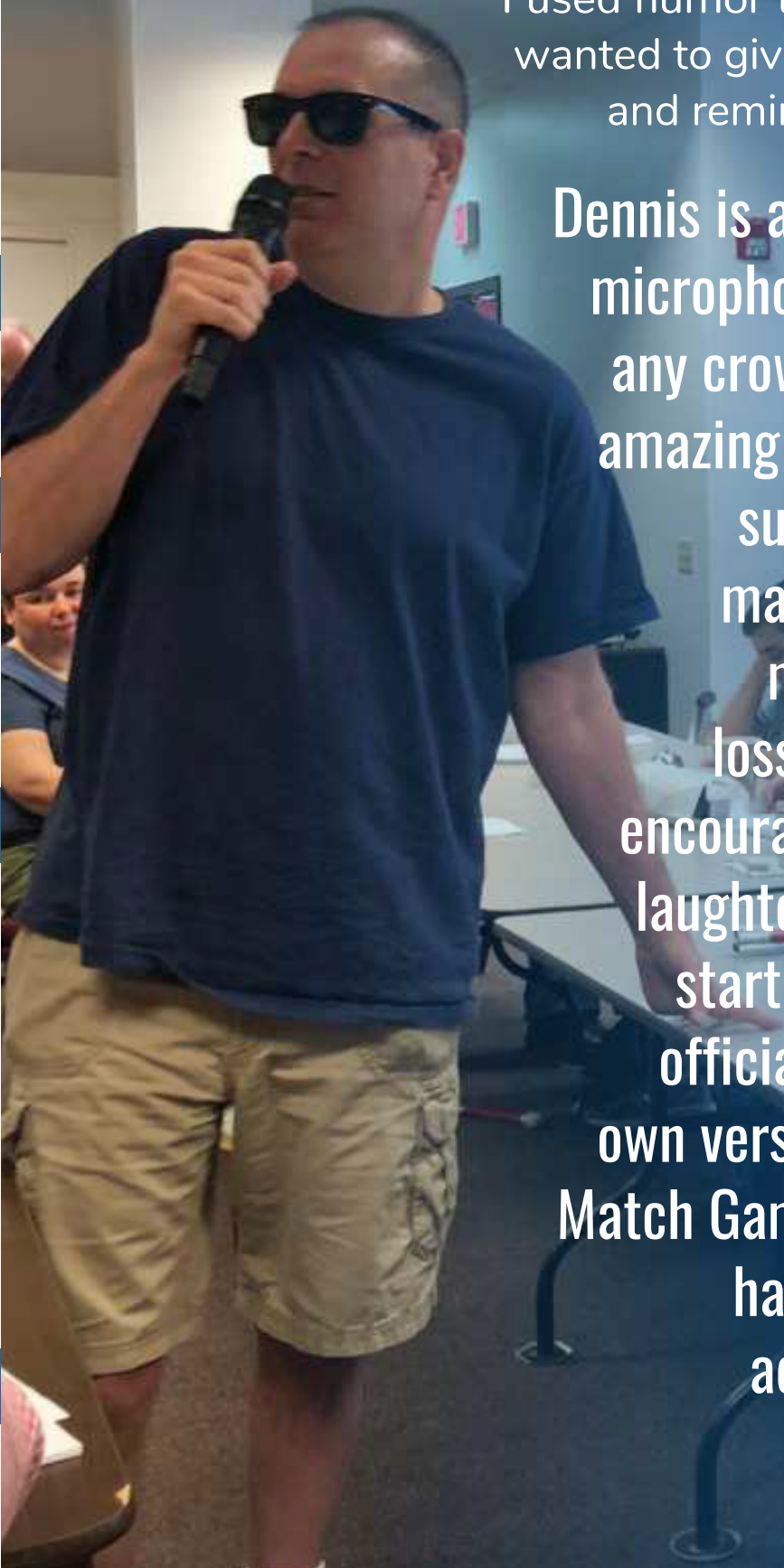
As part of BCABVI's Board of Directors, Joanne helps the agency stay focused on its mission while strategically preparing BCABVI for the future. Joanne's personal experience with vision loss makes her a strong advocate for the visually impaired community. Her knowledge and ongoing commitment to the effective governance of BCABVI makes her a respected board member.



# 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 everyone's day.



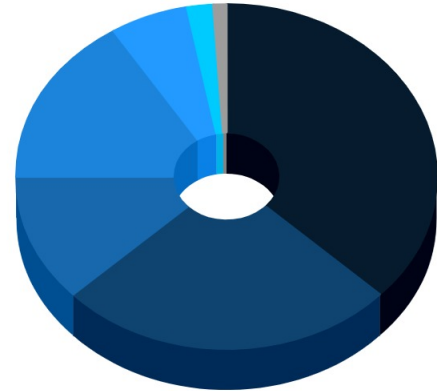
# 2017 - 2018 FINANCES



## 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.



● Thrift Shop 37% ● Investments 26%  
● Public Support 12% ● Private Gifts 16%  
● Vision Services 6% ● Program Support 2%  
● Events 1%



## STATEMENT OF FINANCIAL POSITION

### ASSETS

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

### LIABILITIES & NET ASSETS

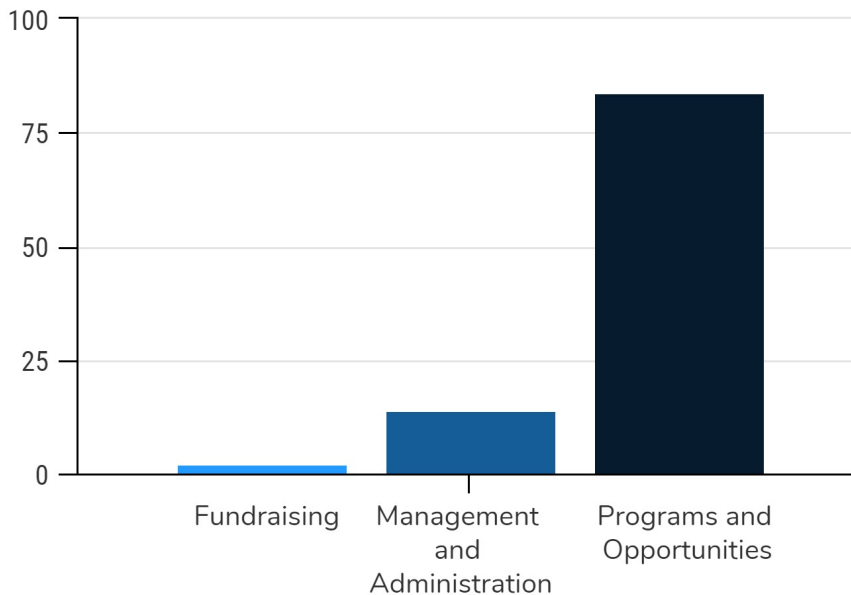
Accounts Payable	18,826
Accrued Vacations	<u>22,487</u>
Total Current Liabilities	<u>41,313</u>
Unrestricted Assets	5,206,845
Permanently Restricted Assets	<u>1,406,050</u>
Total Liabilities & Net Assets	<u>6,654,208</u>

To review BCABVI's Audited Financial Statements or Privacy Policy  
please visit our website at [www.bucksblind.org](http://www.bucksblind.org) or call us at 215.968.9400

# OUR YEAR IN REVIEW



## EXPENSES



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

## 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  
**Resource Assistance Program** assuring no patient is denied services due to an inability to pay



### 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!"**

# 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.

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



## Volunteer

- 1913 Hours donated by clients and community members

# Four Ways to Give

## Give now



Put your gift to work immediately by using our secure donation page at [www.bucksblind.org](http://www.bucksblind.org). You can also use the enclosed envelope to mail your meaningful gift to BCABVI.

## Give monthly



A little bit each month adds up! Choose the recurring monthly giving option on our secure donation page to support the development of BCABVI leaders throughout the year.

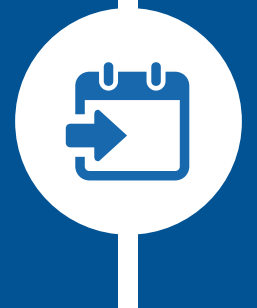
## Give annually



If you are 70 ½ or older, the **IRA Charitable Rollover** permits you to roll over up to \$100,000 from your IRA to BCABVI. An IRA rollover gift will qualify for your required minimum distribution, permitting you to lower your income and taxes for this year.

A **gift of stock** or other long-term appreciated securities can be made directly to BCABVI. You may be able to automatically increase your gift and your tax deduction while offering ongoing support for programs at BCABVI.

## Give in the future



Create a lasting legacy with a gift in your will to BCABVI. Gifts received from supporters like Louise, a retired social worker, help guarantee BCABVI will always be here for future generations of leaders.

For more information about giving options, please contact us at 215-968-9400

# 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.

## Increasing Needs

Bucks County, like the rest of the country, is experiencing historic growth in the 65+ population. Age-related eye diseases are impacting more seniors each year as they live longer and more active lives. We made our Low Vision Services more accessible for seniors with limited resources with the introduction of our Resource Assistance and Equipment Loaner programs. Going forward, we know our clinics will need additional resources to meet the growing need for Low Vision Services and are exploring **innovative ways to build capacity**.

## Health and Well Being

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.

# HOW YOU CAN HELP

1

## Get to know us.

Watch a short introductory video or read personal stories at **[www.bucksblind.org](http://www.bucksblind.org)**. Learn about the wide range of services and resources BCABVI offers to help overcome the challenges of vision loss.

## 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](http://www.secondlookthrift.com)**

2

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.

## 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.

4

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

## Foundation Supports

### 5,000+

Bookin' for Lookin' Foundation

### 1,000-4,999

Campbell Soup Foundation on  
behalf of Laurie Wajda  
The Ethel Bowen Charitable Fund  
Foundations Community Partnership  
Malmark, Inc. Charitable Fund

### 100-499

Exelon Corporation Employee Giving  
Campaign on behalf of Donald Lenz

## Business Supporters

### 1000-4999

Bristol Meyers Squibb Foundation  
matching gift courtesy of  
Mr. Edmund Orcutt  
Eye Associates LLC  
First National Bank and  
Trust Company of Newtown  
Jester Pool Service

### 500-999

Vanda Pharmaceuticals Inc.

### 100-499

Corporate Visions matching gift  
courtesy of Ms. Sonia Sommers  
Cosmetic and Family Dentistry  
of Perkasio, PC  
Harold Beck & Sons

### 99 and under

Crystal Findings, Inc.  
Custom Industries  
Daddypops  
Tuition Solutions, Inc.  
Upper Bucks Foot & Ankle

## Community Organizations Support

### 5000+

Lions of Pennsylvania Foundation

### 1000-4999

Bensalem Lioness Club  
Bucks County Lions All Star Football  
Doylestown Lions Club  
Exchange Club of Newtown  
Warrington Lions Club  
Yardley-Makefield Lions

### 500-999

Bristol Lioness Club  
Bucks Montgomery Optometric  
Society  
Newtown Rotary Foundation  
Springfield Township Lions Club  
United Way of Greater Philadelphia  
& Southern New Jersey

### 100-499

BCABVI Lions Club  
Dublin Lions Club  
Newtown Lions Club

### 100-499 cont.

Perkasie Leo Club  
Perkasie Lions Club  
Quakertown Lions Club  
Richlandtown Lions Club  
Solebury Lions Club  
Woman's Club of Perkasie

### 0-99

Committee to Elect  
Joseph DiGirolamo  
Yardley Singles Club  
Tomlinson for State Senate

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## **Memoriams - Total of \$3,128**

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Ms. Patricia DeLacy  
Ms. Marilyn Karp

### **In Memory of Beatrice Russup**

Ms. Joy Ellis

### **In Memory of Betty Rockafellow**

Mr. & Mrs. Stephen Riordan  
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 Petrus

### **In Memory of Herb Sollod**

Mr. & Mrs. Edward Cohen

### **In Memory of Jack Singer**

Mr. Joseph Singer

### **In Memory of Linda Jock**

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Mr. & Mrs. Albert Hall  
Mr. & Mrs. Donald Shilady  
Ms. Joy Ellis  
Ms. Christine Knopf  
Ms. Joan Swajkowski  
BCABVI Clients  
BCBAVI Lions Club

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Mr. & Mrs. Robert Leonetti

### **In Memory of Mark Borhek**

Ms. Frances Duritsa

### **In Memory of Mary McPeak**

Mr. Marc Edgington  
Mr. & Mrs. Russell Littell  
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Mr. Arthur Samel  
Mr. & Mrs. George Lawrence  
Mr. & Mrs. Edward McGilloway  
Ms. Joy Ellis  
Ms. Deb Leif  
Ms. Martha Marshaleck  
Ms. Annie Meehan  
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Ms. Celeste Senneur  
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. Patricia Benner  
Ms. Clare Cosenza  
Ms. Barbara Miller  
Ms. Patricia Weber

### **In Memory of Wanda Comfort**

Mr. & Mrs. William Gorodetzer

### **In Memory of Victoria Goldberg**

Harold Berman

### **In Memory of W.C. Bird**

June Glendenning

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## **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**

Ms. Mary Ruth Rozzi

### **In Honor of Ellen Dwzoner**

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 Slotterback  
Ms. Marguerite Brown  
Ms. Lisa Dannerth  
Ms. Cynthia Gannon  
Ms. Linda Marston  
Ms. Deborah McCledden  
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

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](https://nei.nih.gov/news/pressrelease/visual_impairment_cases_2050)