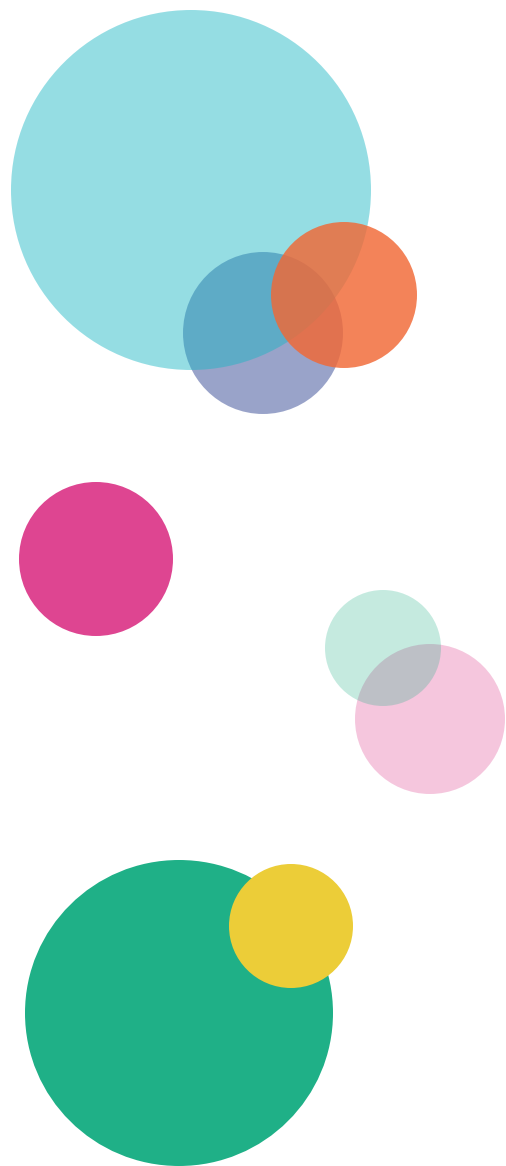




# Bucks County Association for the Blind & Visually Impaired

ANNUAL REPORT 2018-2019

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# Message from our Leadership

Dear Friends and Supporters,

What do educators, recycling advocates, yoga instructors, and occupational therapists have in common? They are all BCABVI community partners who contribute their individual expertise to help us tackle complex problems impacting people who are blind and visually impaired. Each person's role is distinct but our collective impact is greater than we could ever have alone.

With their help, last year we successfully created programs that went beyond basic vision services to address the bigger issues of aging in place, emotional wellness and youth empowerment. Together we insured every donation served a specific purpose in support of our larger vision. Used eyeglasses collected locally were shared among other communities with financial needs; textiles and metals we couldn't sell in our thrift shop were recycled to preserve the environment; and funds raised helped increase public awareness both in Bucks County and across Pennsylvania.

BCABVI exists to provide resources, answers and support for people with blindness or other visual impairment that maximize their ability to meet life's daily challenges and realize their continued self-worth and value to our community. By engaging partners we trust, who share our values, and offer new competencies that complement the expertise found within our organization we discover new ways to implement our mission on a larger scale.

Throughout this report, we celebrate what we have accomplished with our current partnerships and introduce opportunities for new ones as part of our upcoming strategic plan. We encourage you to review our 2020 target areas and engage in conversation with us about how you can contribute to our future success.



*Anne Marie Hyer*

Anne Marie Hyer, MPA, MS  
Executive Director



A handwritten signature in black ink, reading "Marc Winokur".

Marc Winokur  
Board President



“ As a nurse and educator, promoting wellness and healthy living has been a main focus of my career. I initially became involved with BCABVI when my employer, Jefferson University Hospital and their Department of Mindfulness was seeking opportunities to use their Development Fund to facilitate teaching mindfulness practices to underserved populations. Living in Newtown and aware of BCABVI through their thrift shop I suggested we offer classes to the clients there. While working with BCABVI, I discovered an organization that shared my same philosophy of supporting people to maximize their potential. My experience with BCABVI made me want to be a part of the agency and I recently became a member of the Board of Directors.

”

Bonnie M. Butler RN, BSN, MA

Volunteers provided **1,843** hours of service with an in-kind value of \$45,964.

In a smaller organization, volunteers have even more of an impact because we simply wouldn't have the manpower to do everything we want to do for our clients and community without their help. We believe volunteers don't get paid, not because they're worthless, but because they're priceless.

“ At FOX Rehabilitation, a core pillar of our mission is to believe in the strength of people to achieve what they once thought impossible. Through a model of geriatric physical, occupational and speech therapy housecalls, we give our patients the tools that they need to be safe and independent as they age in place. It has been wonderful to work with BCABVI because they mirror our passion for service and the delivery of painstakingly excellent clinical care. They are a tremendous ally and resource to our practice and our community.

”

Rory English PT, DPT, GCS Senior  
Regional Director of Operations FOX  
Rehabilitation



Our clinics provided **441** low vision evaluations, follow-up appointments and low vision therapy training sessions. We distributed **398** low vision aids and loaned an additional 50 devices to low income patients through our lending library.

People need to be able to use what they learn in our clinics in their home. The additional training and support provided by organizations like Fox Rehab will further encourage independence and patient success in their everyday environment.



“ I was surprised the first time I walked down the street and overheard comments about my white cane. People didn't know what it was for. The second time it happened I knew I had to do something about it. As part of the foundation, I started the Bookin' for Lookin' 5K Race event as a way to raise awareness about people with blindness and visual impairments and to raise money for non-profit organizations that help them. I chose BCABVI as one of the two nonprofits the foundation supports because it is a phenomenal place to get services. The updated facility and clinic mean I don't have to travel to Philadelphia to access expertise and technology. Over the past six years I have seen what BCABVI has done and believe it will have continued success in the future. In addition to the financial support provided by my foundation, I now have joined BCABVI's Board of Directors as a way to make an even bigger impact on my local community. ”

Mark McCowan, Founder/President of the Bookin' for Lookin' Foundation

We conducted **21** community presentations, **12** adult and **7** children's education programs, participated in **3** health fairs, and **1** local cable program interview last year to raise awareness and educate our community.

Our diverse audiences included nursing students, business association professionals, senior citizen groups, 3rd grade students, medical staff, community organizations, foundations, potential clients and the general public. When these varied audiences advocate within their individual peer groups, increased awareness reaches all parts of our community.



“ The purpose of the New Jersey Lions Eyeglass Recycling Center (NJLERC) as an organization is to collect, clean, neutralize, and designate the prescription of used eyeglasses and to store and package them for distribution to needy groups and individuals throughout the world. BCABVI is a centralized collection site where local Lions Clubs can drop off glasses collected from across Bucks County. By using a centralized location, it reduces the resources needed for collection and makes the program more efficient.”

”

Alan Brewer, President of the NJ Lions Eyeglass Recycling Center



BCABVI partnered with 20 local Lions Clubs throughout Bucks County to collect **40,569** pairs of used eyeglasses to be recycled for groups and individuals in need.



“ The dedicated members of the Middletown Lions Club volunteer their time to collect used eyeglasses because we are committed to helping the visually impaired community. Being able to drop off all the donated eyeglasses at BCABVI gives us more time for additional service activities, which is what our club is all about. ”

Kate Sutter, Middletown Lions Club



“ BCABVI has this positive energy that draws people in. You feel it everytime you walk in the door. It is a place where I can connect with people, be vulnerable, and don't feel alone. Through my low vision support group, my confidence has grown. I am grateful and want to give back to the community of people who were there for me when I needed it. That is why I am a donor and volunteer yoga instructor at BCABVI. ”

Karin Surkin, Yoga Instructor

BCABVI provided **5,700** hours of support groups, life skills sessions, and social/recreational activities at our Newtown facility and community sites throughout Bucks County.

A visual impairment can limit people's ability to perform everyday tasks, affect their quality of life, and to interact with the surrounding world. Feeling understood and socially connected to others who share similar experiences reduces the stress and anxiety that often accompanies vision loss and replaces them with feelings of confidence and hope for the future.



“ By recycling scrap metal, 611 Metals takes what could be considered as waste and changes it into a resource which can be continuously re-used to preserve the environment. At the same time we help provide funds in support of programs for people who are blind and visually impaired. Any great partnership benefits everyone involved and that is what we have found with BCABVI.

”

Michael Carr, 611 Metals



Second Look Newtown Thrift Shop has recycled over **100,000 lbs** of metal and textiles creating value from every donation while protecting our environment

Everything generously donated to our thrift shop from community members is used in some way. Whether it is sold in the store, online, or recycled it contributes to the unrestricted income available to support our programs and services. Last year Second Look Newtown Thrift Shop generated income equal to 40% of our annual operating budget with sales increasing by 11% from the prior year.

# Donors for Period of 7/1/2018 - 6/30/2019

## Business Support 1000-4999

Bristol Meyers Squibb Foundation Matching Gift  
-Courtesy of Mr. Edmund Orcutt  
Eye Associates LLC  
First National Bank & Trust Company of Newtown  
Janney Montgomery Scott LLC  
Jester Pool Service  
The Charter Foundation

## 100-499

AstraZeneca Pharmaceuticals Matching Gift -  
Courtesy of Mr. David Landis  
Harold Beck & Sons  
Steak 38 Café  
Crystal Findings, Inc  
Upper Bucks Foot & Ankle

## 0-99

Aunt Judy's Family Restaurant LLC  
Crystal Findings, Inc.  
Upper Bucks Foot & Ankle

## Foundation Support 1000-4999

Bookin' for Lookin' Foundation  
The Ethel Bowen Charitable Fund  
Malmark Inc. Charitable Fund

## Community Organization Support 1000-4999

Bensalem Lioness Club  
Bensalem Lions Club  
Exchange Club of Newtown  
Northampton Township Lions Club  
Langhorne Lions Club  
Springfield Township Lions Club  
Trumbauersville Lions Club  
Warrington Lions Club  
United Way of Greater Philadelphia  
& Southern New Jersey

## 100-499

Centennial Station Board of Directors  
Committee to Elect Joseph DiGirolamo  
Yardley Singles Club

## 0-99

Fred Beans Charitable Fund

## 100-499

Bristol Lioness Club  
Bucks Montgomery Optometric Society  
Chalfont Lions Club  
Dublin Lions Club  
Low Vision Group - Southampton Estates  
Newtown Lions Club  
Perkasie Lions Club  
Philadelphia Law Enforcement Lions Club  
Plumstead Lions Club  
Quakertown Lions Club  
Richlandtown Lions Club  
The Woman's Club of Perkasie

## Memoriums - Total of \$3,611 donated

### In Memory of Albert F. Harrington

Mr. Mark Sims  
Mr. & Mrs. Walter Dowling  
Ms. Cathy Overmeyer  
Ms. Linda Ciccotelli  
Ms. Maria Erling

### In Memory of Martha Marshaleck

BCABVI Lions Club  
Dr. Edward Marshaleck  
Ms. Lottie Wajda  
Ms. Joy Ellis

### In Memory of Dorothy Maykuth & Thomas Weber

Ewing High School Sun Fund

### In Memory of Ann C. Piccinotti

Mr. Frank Rizzo  
Mr. Michael Schulz  
Mr. Richard Shaginaw  
Mr. Michael Schulz  
Mr. Timothy White  
Mr. & Mrs. Alexander Cartwright  
Mr. & Mrs. J.R. Gerhart  
Mr. & Mrs. Paul Doerflein  
Mr. & Mrs. Charles Cocuzza  
Ms. Barbara Snedeker  
Ms. Denise Hopkins  
Ms. Carol Young

### In Memory of Ellen Daeson

Ms. Rita Jobs

### In Memory of Gloria Field

Mr. Randee Slutzky  
Mr. & Mrs. B. Cohen  
Mr. & Mrs. Carl Ravitch  
Mr. & Mrs. D. Malinger  
Ms. Cathy Holzer  
Ms. Helene Gabriele  
Ms. Joan Blattner  
Ms. Lauren Schor  
Ms. Mary Lou Ruffin  
Ms. Regina Cesario  
Sidney & Eunice Saltz

### In Memory of Rose Gold

Mr. & Mrs. Edward Cohen

### In Memory of Martha Marshaleck

BCABVI Lions Club  
Dr. Edward Marshaleck  
Ms. Lottie Wajda  
Ms. Joy Ellis

### In Memory of Eleanor Maffei

Dr. & Mrs. Gerald Gares  
Mr. & Mrs. Adolf Reichenbacher  
Mr. & Mrs. Charles Szabo  
Mr. & Mrs. Robert Krist  
Ms. Dianne Viselli  
N. Halpin

### In Memory of Bobbi Scharf

Mr. & Mrs. Edward Cohen

In Memory of Margaret Alters  
Mr. & Mrs. Joseph Deegan  
Ms. Diane Tevis  
Ms. Dorothy Vernon

In Memory of Robert Sands  
Ms. Eleanor S. Sands

In Memory of Anna Heintzelman  
Mr. Earl Bennett

In Memory of Alberta Werner  
BCABVI Lions Club

In Memory of Walter Bowles  
Mr. & Mrs. Martin Kuper

#### In Honor Of - Total of \$1,528 donated

In Honor of Mary Francis Barr  
Mr. Gary Carriero  
Mr. & Mrs. Robert Seewald  
United Way of Bucks County

In Honor of Duane Buck's Birthday  
Ms. Mary Ruth Rozzi

In Honor of Bill Hawkins  
The CarMax Foundation

In Honor of Gretchen Skinner  
Mr. Allen H. Schwartz

#### Individual Supports

\* = Donors of BCABVI for 5+ years

##### 1000-4999

Drs. David & Denise Wilcox\*  
Mr. Edmund Orcutt  
Mr. John Yardley  
Mr. & Mrs. Duane Buck\*  
Mr. & Mrs. Glenn Beasley\*  
Mr. & Mrs. Thomas Beresford\*  
Ms. Anne Kasprinski\*  
Ms. Nancy Mulholland

Mr. Max E. Rose\*  
Mr. Michael Hrabowski\*  
Mr. Pankaj Kapoor  
Mr. Paul Forstater\*  
Mr. Ralph J. Rogers\*  
Mr. Raymond F. Fangboner\*  
Mr. Rodger C. Bushnell\*  
Mr. Thomas Bogia\*  
Mr. Thomas Lafisca\*  
Mr. Timothy Stezzi\*  
Mr. W. Thomas Oram\*

Mr. & Mrs. Rande Whitham\*  
Mr. & Mrs. Raymond B. Reinhart\*  
Mr. & Mrs. Richard Edwards  
Mr. & Mrs. Robert Scheithauer\*  
Mr. & Mrs. Robert Fowler\*  
Mr. & Mrs. Robert H. Werthman\*  
Mr. & Mrs. Roger Cook\*  
Mr. & Mrs. Ronald Larson  
Mr. & Mrs. Stuart Fellman\*  
Mr. & Mrs. Bill Achenbach\*  
Mr. & Mrs. Venard Haubert\*  
Mr. & Mrs. William Donald Bolig\*

Ms. Karin Surkin  
Ms. Kathleen Brown  
Ms. Kim Authenrieth  
Ms. Margret Hamann\*  
Ms. Mary Ruth Rozzi\*  
Ms. Maureen E. Pugh\*  
Ms. Nina L. Heitz\*  
Ms. Patricia Montgomery  
Ms. Sharon Stephens  
Ms. Sonia Sommers\*

##### 500-999

Mr. Edward Sherwood  
Mr. & Mrs. Barry L. Pflueger\*  
Mr. & Mrs. Charles Quattrone\*  
Ms. Kathleen M. Pries

Mr. Wallace Koch  
Mr. William Pitt Hartzell\*  
Mr. & Mrs. Albert Daidone  
Mr. & Mrs. Barry McCabe\*  
Mr. & Mrs. Bill Hardin\*  
Mr. & Mrs. Charles Ketterer  
Mr. & Mrs. Donald Hamnett\*  
Mr. & Mrs. Douglas Smith\*  
Mr. & Mrs. Francis Petrus\*  
Mr. & Mrs. Francis Champagne\*  
Mr. & Mrs. Franklin Bullock\*  
Mr. & Mrs. Gary Savrin\*  
Mr. & Mrs. James McNally\*  
Mr. & Mrs. Marc Steiner  
Mr. & Mrs. Michael DelViscio  
Mr. & Mrs. Paul Gormisky  
Mr. & Mrs. Peter J. Segal\*  
Mr. & Mrs. Randall Sands

Mr. & Mrs. Otto Schneider  
Mr. & Mrs. Ted Zajac  
Mrs. Marlene Bookbinder  
Ms. Allena Satterfield  
Ms. Amy Vandenburg\*  
Ms. Ann Gunberg\*  
Ms. Anna M. Bachman  
Ms. Beatrice Radosin\*  
Ms. Diane Knights\*  
Ms. Dorothy W. Detwiler\*  
Ms. Emily Hill  
Ms. Gaye L. Vile-Elborne\*  
Ms. Gloria Katsiff  
Ms. Joan Thompson  
Ms. Joan S. Skurnowicz  
Ms. Joanna Sipple\*  
Ms. Julia Froman

##### 0-99

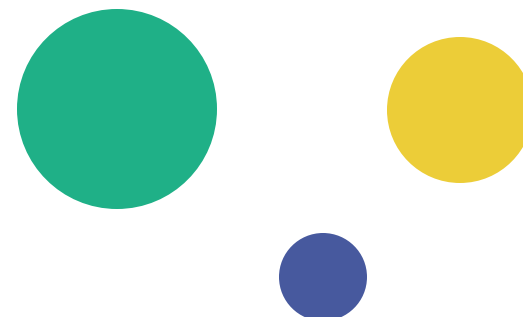
Dr. & Mrs. Hooshang Sadiky  
Dr. & Mrs. Jeffrey L. Pollock\*  
Mr. Alan Liss\*  
Mr. Alan M. Rubenstein\*  
Mr. Allen F. Beans\*  
Mr. Arthur Dameron\*  
Mr. Arthur C. Ivins\*  
Mr. Ashol Kapoor  
Mr. Barry Lynn\*  
Mr. Charles McAdams\*  
Mr. Charles J. Strauss\*  
Mr. Christopher Morath  
Mr. Cody Spadaccino  
Mr. David M. Miller\*  
Mr. Denton Kanouff\*  
Mr. Donald Stewart  
Mr. Fred W. Schultz\*

Mr. Gerald Rigney\*  
Mr. Gerald Gill  
Mr. James Walakonis\*  
Mr. James E. Pitra\*  
Mr. John Timson  
Mr. John Grossi\*  
Mr. John Van Dam  
Mr. John Kuchinsky  
Mr. John Moyer\*  
Mr. John W. Chin\*  
Mr. Joseph Gantz\*  
Mr. Joseph Appleyard  
Mr. Joseph P. Stenson\*  
Mr. Kenneth Gahman\*  
Mr. Kenneth Holzerman\*  
Mr. Klaus Dauter\*  
Mr. Marc Byer  
Mr. Michael Koretsky\*  
Mr. Patrick Donovan\*  
Mr. Ray Marcucci  
Mr. Richard L. Keiser\*  
Mr. Robert Coll\*  
Mr. Robert Seeler\*  
Mr. Ronald Frasier\*  
Mr. Stanley Hallman\*  
Mr. Stanley M. Trzaska  
Mr. Stephen E. Biedka\*  
Mr. Thomas Fuoco\*  
Mr. Thomas DiRenzo  
Mr. Thomas Kopera\*  
Mr. Thomas Kilian  
Mr. Toby Weitzman  
Mr. Tom Spence  
Mr. & Mrs. Albert D. Jones\*  
Mr. & Mrs. Aloysius J. Ambrose\*  
Mr. & Mrs. Alvin Blazik  
Mr. & Mrs. Anthony Manno\*  
Mr. & Mrs. Bert M. Soltoff  
Mr. & Mrs. Charles Reese  
Mr. & Mrs. Charles A. Karkut\*  
Mr. & Mrs. Charles L. Boyle\*  
Mr. & Mrs. Charles M. Weber\*  
Mr. & Mrs. Chester Orzechowski\*  
Mr. & Mrs. David Allen\*  
Mr. & Mrs. Donald Weidman\*

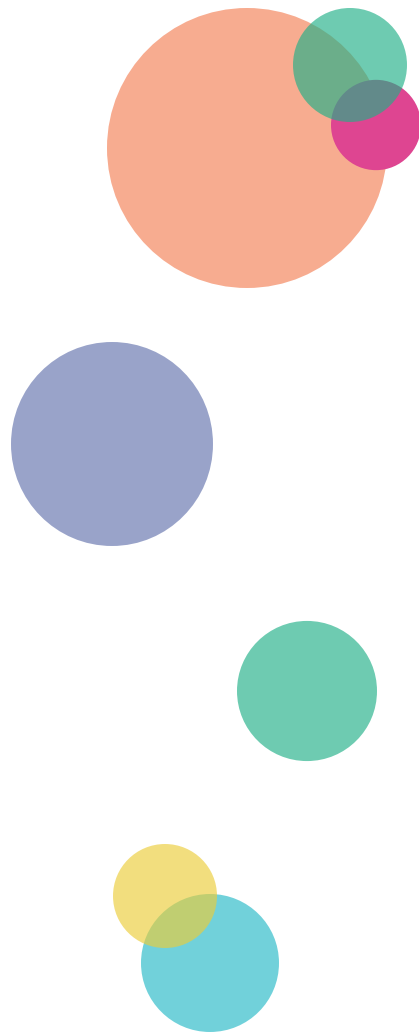
Mr. & Mrs. Donald E. Seip\*  
Mr. & Mrs. Dwight P. Davis\*  
Mrs. Edward Chaleff  
Mr. & Mrs. Edward Cohen\*  
Mr. & Mrs. Ernest White\*  
Mr. & Mrs. Frank Caruso\*  
Mr. & Mrs. Frank Brulenski  
Mr. & Mrs. Frank Dietz  
Mr. & Mrs. Gary Tepel\*  
Mr. & Mrs. Gregory Lopata\*  
Mr. & Mrs. Harvey Lindenmuth\*  
Mr. & Mrs. Herbert Vichnin  
Mr. & Mrs. Jac Mathews\*  
Mr. & Mrs. James Pickands  
Mr. & Mrs. James W. Dripps\*  
Mr. & Mrs. Jeffrey Wolfe\*  
Mr. & Mrs. John Rosania  
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Mr. & Mrs. John Zubyk  
Mr. & Mrs. John A. Mariano\*  
Mr. & Mrs. John E. Ahlum\*  
Mr. & Mrs. John E. Carpenter\*  
Mr. & Mrs. Jon R. Oliver\*  
Mr. & Mrs. Joseph Baldwin  
Mr. & Mrs. Joseph Fabiano\*  
Mr. & Mrs. Joseph Heaney\*  
Mr. & Mrs. Keith Crawford  
Mr. & Mrs. Keith Gormisky  
Mr. & Mrs. Larry Breeden\*  
Mr. & Mrs. Lawrence Blanck  
Mr. & Mrs. Leonard Crooke\*  
Mr. & Mrs. Leonard Varacallo\*  
Mr. & Mrs. Louis Flöge\*  
Mr. & Mrs. Maurice Oaks\*  
Mr. & Mrs. Merrill Detweiler\*  
Mr. & Mrs. Michael Kovalycsik  
Mr. & Mrs. Peter Cattie  
Mr. & Mrs. Phil Miele\*  
Mr. & Mrs. Philip Barbell  
Mr. & Mrs. Ralph Neff  
Mr. & Mrs. Raymond Ayoub\*  
Mr. & Mrs. Raymond Gillespie\*  
Mr. & Mrs. Richard Rodeghiero\*  
Mr. & Mrs. Richard Feinstein\*

Mr. & Mrs. Richard Hahn\*  
Mr. & Mrs. Richard T. Price  
Mr. & Mrs. Robert Scheer\*  
Mr. & Mrs. Robert Dolceamore\*  
Mr. & Mrs. Robert L. Cole\*  
Mr. & Mrs. Ronald Kutsmeda\*  
Mr. & Mrs. Roy J. Baum\*  
Mr. & Mrs. Samuel Friedman  
Mr. & Mrs. Simon George  
Mr. & Mrs. Sol Choen  
Mr. & Mrs. Stephen J. Streng\*  
Mr. & Mrs. Steven Pollack\*  
Mr. & Mrs. Walter Leip\*  
Mr. & Mrs. Willard Derstine\*  
Mr. & Mrs. William Ream\*  
Mr. & Mrs. William Bartholomew\*  
Mr. & Mrs. William F. McElroy\*  
Mr. & Mrs. William J. Happ\*  
Mr. & Mrs. William K. Arnold\*  
Mrs. Bettie Wilson  
Mrs. Julia Woldorf\*  
Mrs. June Cressman\*  
Mrs. Leslie Keers\*  
Mrs. Marjorie Craven\*  
Mrs. Merilee Arbitell  
Mrs. Virginia Stefanoni  
Ms. Alberta Werner  
Ms. Ann Gana\*  
Ms. Anna Samsel  
Ms. Audrey Carper  
Ms. Beverly Furness  
Ms. Bronagh Boyle-Zadnik  
Ms. Carol A. Lerch\*  
Ms. Carole Milligan  
Ms. Catherine E. Lyden  
Ms. Cathryn M. Quinn\*  
Ms. Charlotte Wilkins  
Ms. Christine Bold  
Ms. Cynthia M. Glass\*  
Ms. Diane Cannon\*  
Ms. Doris Ursic\*  
Ms. Elaine Miller\*  
Ms. Eleanor Durie\*  
Ms. Eleanor H. Graeber\*  
Ms. Ellen Roeder\*

Ms. Florence Sinclair\*  
Ms. Gina Pisuts  
Ms. Gloria Durchsprung\*  
Ms. Henrietta Pero  
Ms. Jane Verduci  
Ms. Jean E. Abel\*  
Ms. Jeanette F. Landis\*  
Ms. Joanne Hutchins  
Ms. Joy Ellis\*  
Ms. Joyce Shay  
Ms. Joyce Bigley\*  
Ms. Kathleen G. Zingaro\*  
Ms. Lottie Wajda\*  
Ms. Margaret L. Weber\*  
Ms. Marilyn Riley  
Ms. Marjorie Evans  
Ms. Mary Ann Janson\*  
Ms. Nancy Parry\*  
Ms. Natalie Arnold\*  
Ms. Naureen Schnee  
Ms. Phyllis Holtzworth\*  
Ms. Priscilla McDonald\*  
Ms. Rosalyn Steiner  
Ms. Roxann L. Bentz\*  
Ms. Sandra Olsen  
Ms. Sheila Voltz\*  
Ms. Shirley Castaldi\*  
Ms. Shirley Apeldorn\*  
Ms. Sophia Rauscher  
Ms. Susan Davidson  
Ms. Susan Weiner  
Ms. Susan L. Smith\*  
Ms. Terry Brown\*  
Ms. Veronica R. Aigner\*  
Ms. Virginia Rapino  
Ms. Vivian Descant



# Statement of Financial Position



## ASSETS

Cash & Cash Equivalent	219,197
A/R & Other Receivables	131,428
Investment - Current Portion	<u>3,936,211</u>
Total Current Assets	<u>\$4,286,836</u>
Property, Plant & Equipment	1,870,172
Less: Accumulated Depreciation	(733,710)
Beneficial Interest in Perpetual Trust	<u>1,781,160</u>
Total Assets	<u>\$7,204,458</u>

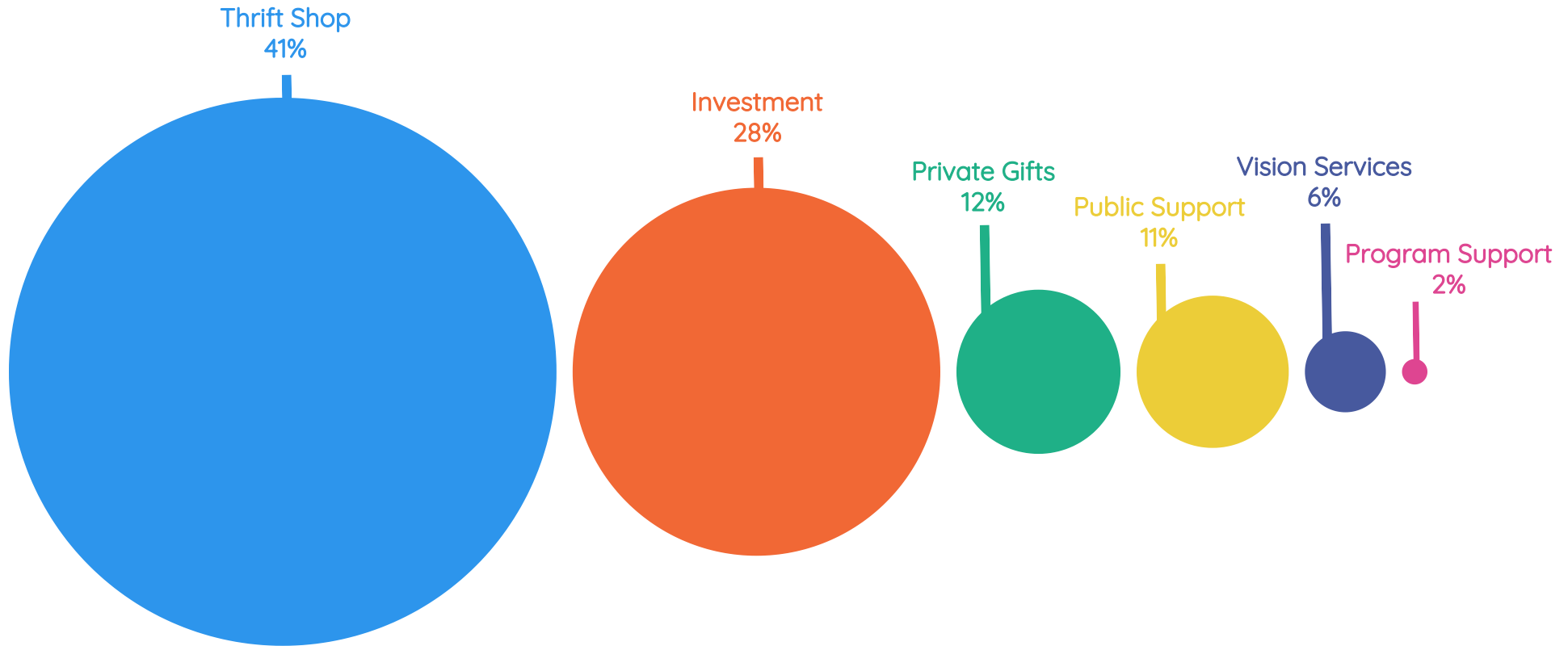
## LIABILITIES & NET ASSETS

Accounts Payable	12,170
Accrued Vacations	<u>23,429</u>
Total Current Liabilities	<u>\$35,599</u>
Unrestricted Assets	5,324,519
Permanently Restricted Assets	<u>1,844,340</u>
Total Liabilities & Net Assets	<u>\$7,204,458</u>

BCABVI ended fiscal year 2018/2019 in a strong financial position having sufficient liquid assets in reserve to cover **4.5** years of operating expenses.

# 2018-2019

## Revenue

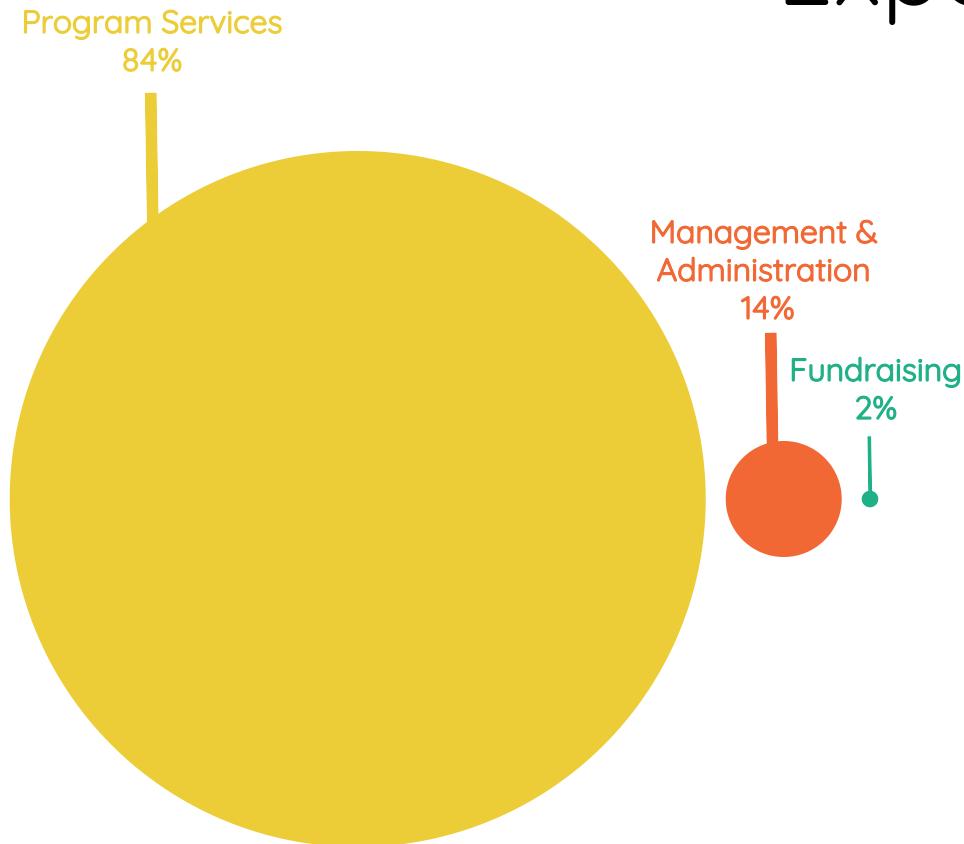


BCABVI generated total revenue of **\$941,148** with only 11% coming from any government source. Our self-reliance for funding enables us to offer innovative programs that are flexible and relevant to our clients' current needs.



# Finances

## Expenses



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

**14%** went towards building and retaining a strong infrastructure.

**2%** invested in fundraising resulted in over \$115,000 in private donations, grants, and bequests.

BCABVI ended the year with a balanced budget with our expenses of  
**\$941,148** equaling our revenue.

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.

# 2020 Strategic Plan

## Client Services: Changing Lives

A solid pink circle containing the text "Healthy Living".

### Healthy Living

#### THE BIGGER PICTURE

Healthy living includes physical, mental and emotional well being. Vision loss has the potential to impact every aspect of a healthy lifestyle. We are expanding our current services to incorporate new programs that focus on the whole person and encourage comprehensive wellness.

A solid blue circle containing the text "Low Vision Clinic".

### Low Vision Clinic

#### BRIDGING THE GAP

Our clinics encourage independence for patients in their everyday lives. Training provided on low vision aids needs to translate into the home setting to be effective. By enhancing training options to include in-home support, we can facilitate a seamless transition of skills from clinic to home and achieve the best outcomes for our patients.

A solid orange circle containing the text "Children's Services".

### Children's Services

#### ADVANCING EDUCATION

We help identify potential vision problems through our preschool screening program, but parents often do not know resources available to maximize their child's visual potential. The ongoing development of informational sessions will provide families with the tools needed to empower their children and encourage their success in both the classroom and life.

# Target Areas

## Support Services: Information and Finance

A green circle containing the text "Develop Resources" in white.

### Develop Resources

#### BUILDING RELATIONSHIPS

People are the core of our business. By engaging community members who share a passion for our cause, we can generate resources needed to grow the organization and further our mission.

A yellow circle containing the text "Improve Data" in white.

### Improve Data

#### INFORMED DECISIONS

Informed choices and strategic decisions require good data. By enhancing our information collection systems we can gather more meaningful data that better measures the impact of our services and helps drive organizational change.

A blue circle containing the text "Thrift Shop" in white.

### Thrift Shop

#### MANAGING GROWTH

Last year's closing of several thrift stores in Bucks County created new opportunities for expansion and some operational challenges. Sales increased by 12% and donations surged. Issues of space and workflow require evaluation to encourage controlled growth and continued success.

# 2018-2019

## Bucks County Association of the Blind & Visually Impaired

### Board of Directors

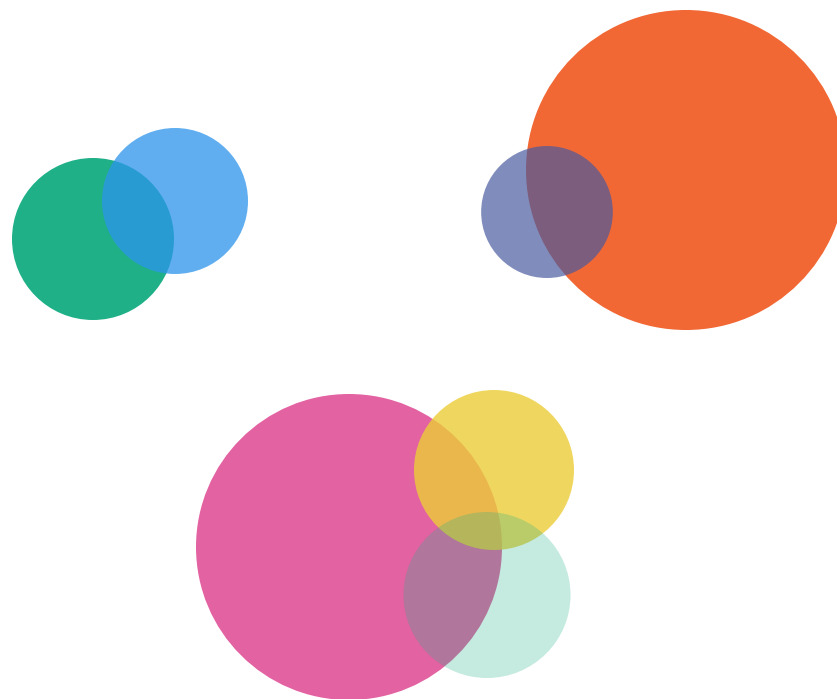
Glenn Beasley - President  
Marc Winokur - Vice President  
Gloria Katsiff - Secretary  
Barry L. Pflueger Jr. - Treasurer

Sue Beresford  
Duane Buck  
Joanne Hutchins  
Marianne Lang  
Ken Moore, PDG  
Charles Quattrone Jr.  
Arthur Siegel, OD  
Amy VenDenburgh  
Susan Von Rohr  
Rebecca Walker, MD  
Rande Whitham

Executive Director, Anne Marie Hyer, MPA, MS

### Advisory Board

Sheena A. Bediako Esq.  
Thomas Bogia  
Eileen DelViscio  
Dennis Fittipaldi  
Larry Kalker, MS, DPM, PC  
Laurie Wajda





“

We have a strong understanding of early childhood development and offer a curriculum designed to address the intellectual, social, physical, and emotional growth of every child in our preschool. The vision screenings offered by BCABVI provide a critical service to our families and have identified specific children of our preschool who were in need of assistance. By identifying potential vision problems that could affect their child's development the BCABVI offers parents the resources to help when needed. Working together, we make sure every child can be successful and meet their full potential.

”

Karen Borghi, Director of Doylestown  
United Methodist Church Preschool

We partnered with **87** preschools to connect with **1486** children throughout Bucks County who received free vision screenings to encourage their educational success.

Approximately 80 percent of what a child learns in their early years is learned visually. Early detection and treatment of vision disorders are important to maximize a child's visual potential. The longer eye conditions are left untreated, the more likely they are to worsen, affecting the social and academic readiness skills that are of utmost importance for their success in school.

Our goal is to raise **\$15,000** for two SPOT Vision Screeners so we can increase our preschool vision screenings by **15%** in 2020.

Be our partner as we give Bucks County children a head start in their education.  
[Donate today at www.bucksblind.org](http://www.bucksblind.org).



#### Welch Allyn Spot™ Vision Screener

- Easy to use
- Simple Pass/Refer Results
- Increases accuracy of referrals
- More efficient process