

SHINING ON

2012 - 2013 ANNUAL REPORT



Lighthouse Core Values

Lighthouse Central Florida's Core Values guide how we fulfill our obligations to those we serve, to our donors, our partners and all others who help make our mission possible. These Core Values form the very foundation on which we operate – they drive our strategy and tactics, and shape our approach to service each and every day.

Dignity and Empowerment are inseparable. We believe that dignity is essential to one's ability to live an active and fulfilling life. With that recognition, we remain committed to empowering individuals and families so that they have access to the essential basics of life – education, healthcare, housing, employment, and self-determination.

Diversity and Inclusion are two halves of a whole. Diversity embraces a wide range of abilities, perspectives, and experiences to achieve greater insight in planning, problem solving, and service. These benefits are left unattained without the spirit of inclusion. The fulfillment of our mission demands our unbending commitment to both.

Leadership and Synergy work hand-in-hand to move Lighthouse forward. Leadership is a valuable asset - our treasure - at Lighthouse and synergy is the energy in which those assets are enabled to work at full efficiency and effectiveness. Through synergy, we identify, refine, and utilize that treasure to benefit the Central Florida community.

When **Excellence and Innovation** work together they result in effective solutions for potential barriers to success. These values work together to achieve results, even when faced with limited resources. Excellence and innovation drive Lighthouse to new approaches, techniques, and optimal results.

Stewardship and Enterprise are the backbone of any sustainable nonprofit and social enterprise. Every aspect of Lighthouse's operations must embody these values. Our commitment to both affords the opportunity to continue our efforts today, while better assuring our ability to continue teaching, supporting, employing and empowering individuals and families into and through the future.

Letter from the President and CEO

Dear Friends,

Aristotle said, “Hope is a waking dream.” Lighthouse is evidence that Central Floridians living with blindness and impaired sight are fulfilling their hopes to be successful, productive, and fully engaged in their community with friends and family. Our organization’s mission, “Charting a Course for Living, Learning, and Earning with Vision Loss,” enables our clients to not only be hopeful but also useful, which Helen Keller referred to as perhaps man’s greatest joy.

The third leg of this course, “earning”, remains a challenge for the majority of working age adults who are blind or severely visually impaired. The worst general population unemployment rate in US history was 23.6% in 1932. As bad as it was, it only lasted on year and affected about one in four adults. Today seven out of ten adults who are blind or visually impaired are unemployed. Shocking as that is, it has been that way for decades.

While there is a lot we still do not fully understand or are yet capable of addressing about this unacceptable situation, what we do know is that people who are blind as a disability group enjoy one of the highest rates of education and, in combination with professional vision rehabilitation and accessible technology, competitive meaningful careers are possible.

Armed with this knowledge, Lighthouse Central Florida stakeholders set about creating a nonprofit company staffed primarily by people who are blind and visually impaired. Following several years of research and development, Lighthouse Works (LW) was born. Now beginning its second year of operations, we have a growing commercial contact (call) center with highly skilled customer service agents who are blind or have low vision, providing state-of-the-art business solutions for a variety of very satisfied paying customers. We also provide sourcing and fulfillment services. So far this year, LW has packaged and shipped \$2.7 million worth of medical products that make up the Combat Lifesaver Kit for the Department of Defense. LW currently employs about 30 amazing and talented people, 22 of whom are blind or visually impaired. These business lines generate net revenue to support the vision rehabilitation services providing by Lighthouse.

This is only the beginning. The coming fiscal year looks even brighter, filled with new and growing business opportunities. Thanks to a \$900,000 CDBG (Community Development Block Grant) award from Orange County and a \$300,000 CDBG award from the City of Orlando we will have a larger and more appropriate facility with a warehouse located at 2500 Kunze Avenue in the SODO area of Orlando – please watch for information about the grand opening of our new digs sometime in early summer.

By 2020, our goal is that Lighthouse Works will employ at least 375 people with blindness and severe vision impairment, have annual gross revenues of at least \$15.5 million, and generate at least \$2 million in net revenues annually to be reinvested in vision rehabilitation for Central Floridians.

That brings us full circle; back to training the blind workforce who will not only support Lighthouse Works business efforts but those of the broader Central Florida community. The Lighthouse Works’ circle of wins is the embodiment of what Helen Keller meant when she asserted, “Many persons have the wrong idea of what constitutes true happiness. It is not attained through self-gratification but through fidelity to a worthy purpose.” We invite you to read a few more of the success stories shared here – the impact you have contributed to. Thank you for joining us in the pursuit of our worthy purpose and for helping us bring our vision for sight impaired Central Floridians full circle.



Lee Nasehi, President and CEO

Lighthouse Central Florida - Lighthouse Works!



HANNAH

Hannah is a beautiful little girl born with a primary eye condition called septo-optic dysplasia, which is characterized by underdeveloped optic nerves and hormonal deficiencies. As a result, Hannah is completely blind, with no hope of sight restoration.

Knowing that Hannah would have to learn how to adapt to a life without sight, her mother registered her for Early Intervention (EI) services at Lighthouse. Hannah is always eager to learn, play, and share with her EI Mentor and her peers in the program. One of Hannah's challenges is to learn adaptive ways to acquire daily living skills and achieve academic success. Doing this will help her maintain an age-appropriate learning pace so that she can keep up with her sighted friends.

Hannah is learning how to move around her home independently and safely. She's learning to match and identify textures and developing Braille recognition skills. She is also applying her hearing to identify people and objects and shows a great capacity for memorizing these trained skills. Hannah has great support from her family, who incorporate many of these skills into her daily routines. Her mother is taking an online Braille course as well and reads with Hannah daily.

With loving, supportive parents and Lighthouse's EI services in her corner, Hannah has a bright future ahead of her.

Did you know that...

Approximately 80 percent of early learning takes place through vision.

and...

There are approximately 59,000 children who are legally blind in the U.S.

(Source: American Foundation for the Blind)



NATHAN

Nathan is an affectionate little boy who captures the hearts of everyone he meets. His attentive and self-directing attitude is aiding his success in Lighthouse's Early Intervention (EI) program.

Nathan's developmental growth is at risk due to being born with oculotaneous albinism and nystagmus. Working with a Lighthouse EI Mentor, Nathan is on course to reach the age-appropriate benchmarks he will need to achieve major developmental milestones, like starting school. He has shown consistent improvement in reaching for objects close to him and in matching shapes. A pleasant and unexpected bonus was the discovery of his talent for language acquisition, receptively and expressively, in both English and in Spanish.

Nathan is showing steady and encouraging improvement. Despite his visual impairments, he is thriving and on track to achieve a happy, independent, and fulfilling life.

"With the help the EI program has provided my son, I can see him doing better in his development which will grow into his future in school. It has helped him to do things a normal child can do without having any developmental issues. I thank God every day for putting Lighthouse in our lives because if it was not for them and their wonderful programs I don't know where my son would be with his development."

- Zamira Portillo





LIGHTHOUSE
CENTRAL FLORIDA
course for living, learning, & earning with vision loss



Did you know that...

Over the past 3 years 90% of the Transition students have participated in work experience during the summer program which has led to 20% of the Transition students being offered part time work during the year by their supervisors.

MADELINE

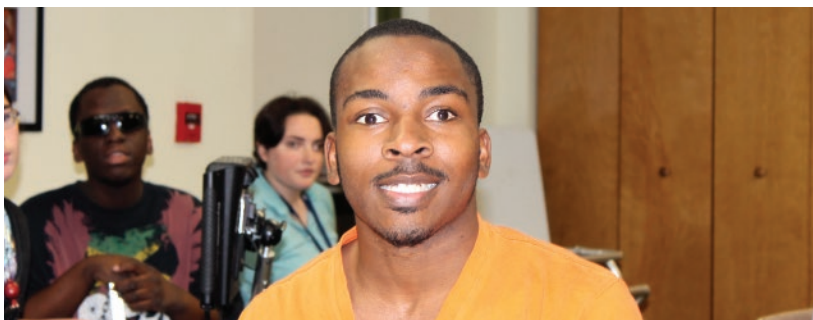
When Madeline was introduced to Lighthouse's Transition program she was shy and had difficulty asking for assistance when she needed help. This apprehension left her vulnerable to missing opportunities to gain the support she deserved, and to participate in activities she wanted to be a part of. During her time in the program she learned the importance of strong self-advocacy – a valuable skill necessary for success in any career, social group, and education setting.

As Madeline progressed in the Transition program, those who worked with her observed steady and encouraging progress. In only a few short years she went from being afraid to introduce herself to a group of peers, to becoming a leader among her peers. Madeline became a Transition Officer and served as an ambassador for the program. This experience helped Madeline earn and maintain a job with Publix Supermarkets, Inc. Madeline's fulfilling transformation is one of many Transition stories we celebrate each year.

QUAVIS

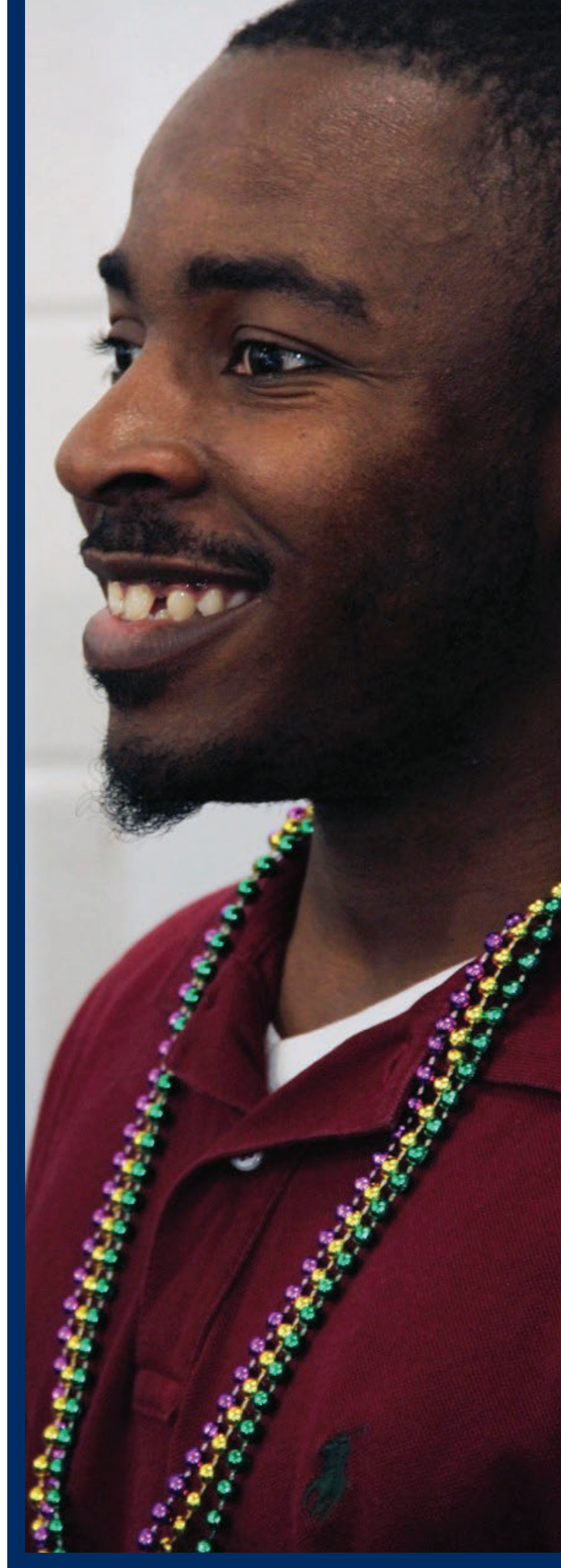
Success comes in many different forms. For one of Lighthouse's recent Transition students, Quavis, success was learning how to do things on his own despite vision loss caused by a traumatic brain injury. Quavis had several needs when he enrolled in the program. Since enrolling, he has learned how to perform everyday tasks that are often taken for granted, such as keeping track of his own belongings, cleaning up after himself, and preparing his own meals.

Quavis has also learned how to advocate for himself by asking for assistance during different activities or tasks, and to use assistive devices to help him in the kitchen or other areas relating to independent living. Now that Quavis has completed the program, he is able to do things for himself and is eager to help others as well. This past summer Quavis gained valuable work experience at Goodwill Industries. There, he fulfilled duties assigned to him, assisted others in various responsibilities, prepared his own snacks, and completed his own timesheet. Hard work in Lighthouse's Transition program has equipped Quavis with skills he can build upon as he looks to the future.



Did you know that...

In the last five years 80% of graduating Transition program students have successfully moved on to higher education or have obtained employment while independently living on their own.





BILL

Guerllmo “Bill” Baez has lived and worked in the Orlando area for twenty years. As a father of six children, he loves his family, his cars, and his motorcycles. A few years ago, Bill rapidly lost his vision due to diabetic retinopathy – an irreversible condition of blindness caused by severe diabetes – leaving him unable to work, support his family, and enjoy the simple things in life he had grown accustomed to.

“Losing my vision was the hardest thing to adapt to especially when it came to providing for my family. I worried how my family would survive.”

Despite this personal catastrophe, Bill was determined to work hard and take back control of his life and the fate of his family. With the help of his iPhone’s voice recognition application (Suri), he discovered Lighthouse’s Independent Living Skills (ILS) class and registered immediately.

Bill found that although he had lost his vision, he didn't have to lose the quality and enjoyment of his life. He learned techniques to help him manage his daily responsibilities: caring for his children, preparing meals, and performing basic household chores. Lighthouse’s ILS class not only created opportunities he never believed possible, the program also introduced him to the many other services available to him, such as Access Technology training, iDevice training, and Braille instruction.

Armed with new skills and restored confidence, Bill is planning his return to employment and is able to resume his interest in cars and motorcycles. Most importantly, he is capable of contributing to his household and enjoying his family.



“Losing my vision was the hardest thing to adapt to especially when it came to providing for my family. I worried how my family would survive.”

- Bill Biaz



WENDY

Losing vision in her right eye didn't stop Wendy Townsend from living her life, working at her job or being an active parent in her child's life; however, when she woke up one morning to blurring vision in her left eye, everything changed. Losing vision in both eyes due to retinal detachments left her legally blind and unable to continue the life she had known for more than 40 years.

Initially, I was depressed and mourned the loss of my vision.” said Wendy. “However, I have a fighting spirit and I didn't allow myself much time to mourn before I started looking for answers.”

She desperately sought to regain her independence and the active life she loved so much. She contacted the Division of Blind Services and they introduced her to Lighthouse and the many services available to her.

“Through Lighthouse, I found Wendy again,” she exclaimed. “I regained my confidence and found the road back toward my goals of finishing my psychology degree, going back to work and just being me again.”

Wendy participated in Access Technology and iDevice training to learn how to use adaptive technology for computers and mobile devices – a skill she needed in order to return to work and school. She also surprised herself by learning the fundamentals of braille, which has become a new passion of hers. By acquiring new, critical skills, Wendy has reawakened dreams thought destroyed by progressive vision loss.

“As an adult, the risk of being blind was furthest from my mind and I cannot imagine where I would be if it weren't for the special people and services of Lighthouse.”



Did you know that...

Seven out of ten working-age blind/visually impaired Americans are unemployed

and...

Women are more likely than men to suffer from vision loss or blindness.

(Source: National Federation of the Blind)



CALVIN

Calvin is a loving husband and father who used to spend his days supporting his family, playing with his children, and enjoying the new home he had built for them. Calvin worked hard managing a construction tool store by day and driving a FedEx transport truck in the evenings. Calvin deeply believed that his dedication to work and family was their lifeline. This would all change for Calvin and his family within a 6-month period. During this short span, he rapidly lost vision in both eyes due to retinal detachment caused by diabetes. Despite surgeries to save his vision, Calvin faced the reality that he would no longer see. Everything he had worked hard to protect was now threatened.

“This was devastating to me and my family. Everything went down the drain with my blindness as I had to quit both my jobs. We needed to sell our home because we could no longer afford it and my family fell into a depression wondering how we would survive. I felt that my family was out there on their own and alone.”

Calvin and his immediate family moved to Connecticut to receive help from family members. With this support he was able to enroll in an Independent Living Skills (ILS) class. Taking ILS helped restore a bit of his confidence and nourished his hope of moving his family back to Florida. After some time Calvin and his family returned to Florida. With the help of the Division of Blind Services, Calvin found Lighthouse and quickly engaged in the Access Technology training and Ability to Market programs. He soon discovered new abilities and he began planning his return to the workforce. He was eager to get back to taking care of his family.



Calvin excelled in the curriculum and was ultimately offered a job as a customer service representative in Lighthouse’s subsidiary nonprofit business enterprise – Lighthouse Works. Today, Calvin has regained his identity as a husband and a father providing for his family. His children have learned valuable lessons through this process – to never give up in the face of adversity, to always believe in themselves, and to find faith and strength in family.

Calvin was named Lighthouse Central Florida’s Employee of the Year for 2013, which puts him in the running for the National Industries for the Blind (NIB) Employee of the Year. Along with the other employees of Lighthouse Works, Calvin’s hard work creates revenue to help fund many of the services that helped him get where he is today – fulfilling the cycle of teaching, supporting, empowering and employing people living beyond the restrictions once promised by vision loss.

Did you know that...

The Lighthouse Works Call Center migrated to a virtual platform that will open the doors to “at home” agents.

and...

The Lighthouse Works Call Center is currently participating with four other agencies within the National Industries for the Blind to service a global quality monitoring program.

Lighthouse Central Florida had the privilege of hosting and benefiting from many unique and exciting events this past year leading to many success stories and a lasting impact in the Central Florida community.

To kick off an extremely vibrant year, Lighthouse Central Florida was the beneficiary of the Davey Johnson Celebrity Golf Invitational. This powerhouse event was wildly successful and **helped to fund 31 children and their families in Lighthouse Central Florida's Early Intervention program for one year.** These resources helped three children transition into mainstream kindergartens, one child transition into private kindergarten, one child transition into Princeton Elementary School's Visually Impaired classroom, and helped four children transition into special education programs.



To make 2013 even more special, Lighthouse Central Florida established its first Young Executive Committee. In April, this diverse group of talented, motivated young professionals hosted a first time event named Party in the Park; Light up the Night for Sight. This event helped to grow Lighthouse Central Florida's Early Intervention program even more by helping to provide Lighthouse the opportunity to serve **four more children and their families for one year.**



If one new committee to support Lighthouse Central Florida's mission and initiatives was not enough, Lighthouse had the privilege to welcome a devoted and clever group of women named Women with a Vision in 2013. Lead by Lighthouse Central Florida's Chairperson of the Board, Susan Johnson, this inspiring group of women introduced Fabulous Fashion with a Focus (now SPREE) to the Central Florida community. This event, a designer pop – up consignment shop, helped Lighthouse Central Florida's Early Intervention program **provide services for five new children** while also supporting many essential portions of this program, such as family small groups, festivals, and educational field trips.





**2013 Eye-Opener Breakfast
Empowerment Through Employment**

The successes made possible by loyal Lighthouse Central Florida supporters and donors were truly brought into the spotlight at the annual Eye – Opener Breakfast. The 2013 Eye – Opener showcased Lighthouse Works, a business extension of Lighthouse Central Florida. Lighthouse Works is an employer providing job opportunities in services and light manufacturing industries for people who are blind or visually impaired. Brimming with heartfelt testimonials and inspiration, the Eye – Opener Breakfast helped to solidify future growth of both Lighthouse Works and Lighthouse Central Florida.

As the year came to an end Lighthouse Central Florida had the pleasure of reviving the annual Sight & Sole Walk to host it for the 25th time. This annual family friendly and electrifying morning event brought together teams from local companies, schools, families, and organization team members all to support the essential programs offered at Lighthouse Central Florida. After the six week fundraising period came to an end, it was magnificent to bask in the light of a year full of wins.

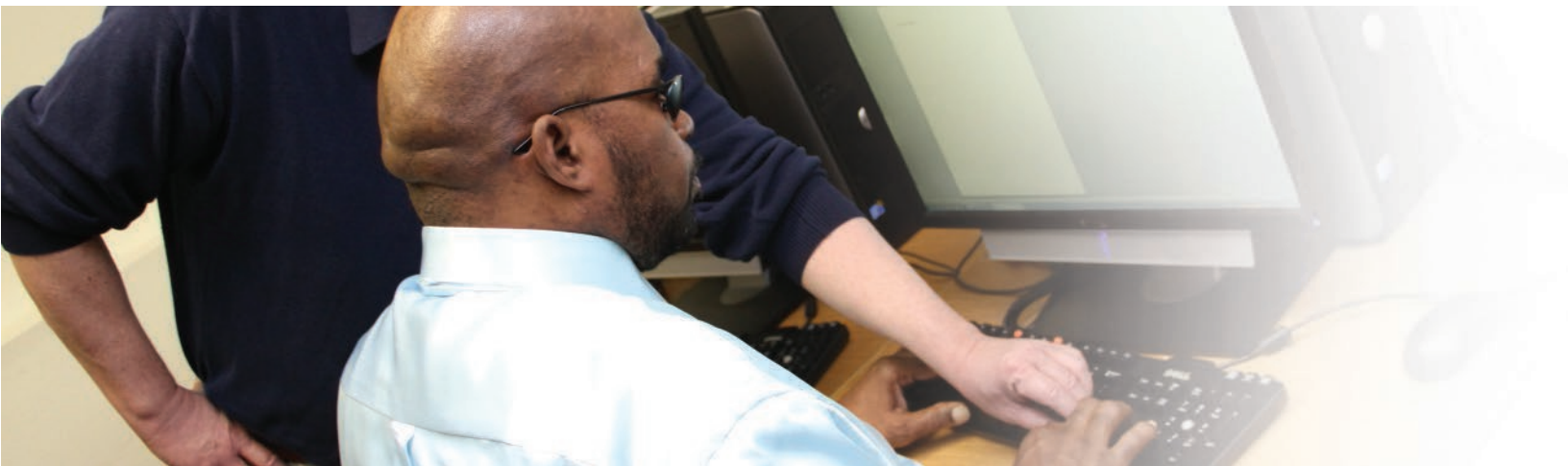
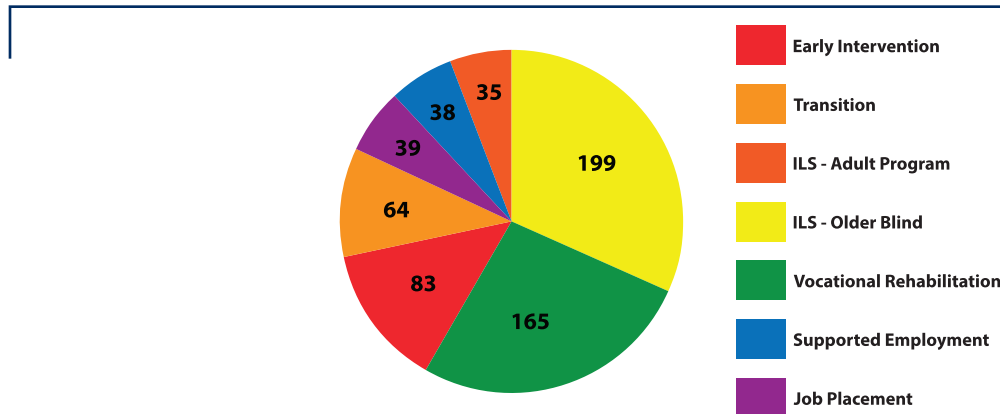


Sight & Sole
2013 Sunday Sept. 22 @ Lake Eola

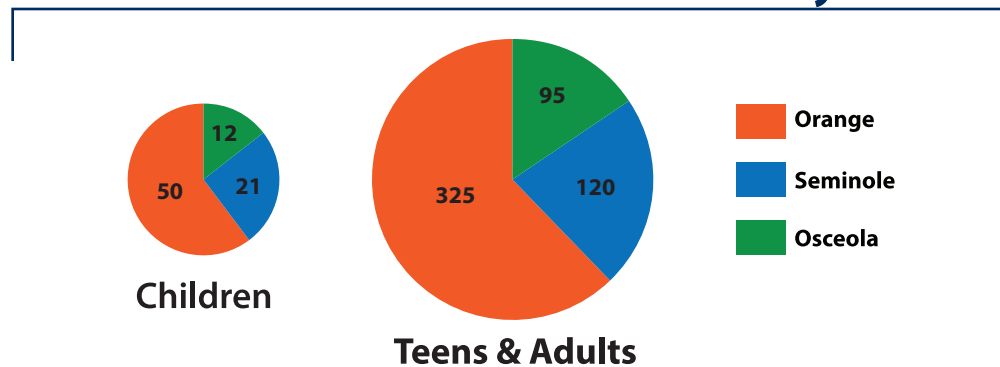
**LIGHTHOUSE
CENTRAL FLORIDA**
www.LighthouseCentralFlorida.org

Client Statistics

623 Total Clients Served

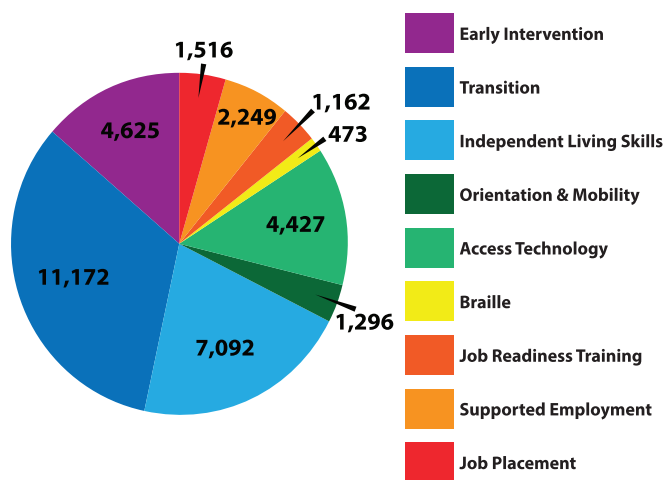


Clients Served Per County





34,012 Total Hours of Training Provided



Major Donors

Individuals

\$10,000 and above

Anonymous

Ann Cavanaugh

Jackie & Dan Devine

JoEllen & Thomas Ross

\$5,000 - \$9,999

Charles Bailes

Kathy Hutchings

Paul Missigman

Joe Sleiman

Patricia Devine

Susan & David Johnson

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Dr. John & Katie Lehr

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Bruce Quinn

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William Grafton

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Rebecca & Blaine Sweatt

Kevin Davidson

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Debra & Thomas Tschopp

Joseph Deiter

Margo & Steven Hamel

Terrie & Joe Mitchell

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Tom Dever

Mr. and Mrs. Wayne Helsby

Mari & James Moye

Louise & I. Richard Weiner

William Dillard

Dupree & Alex Hull

Lee & Mehrdad Nasehi

Maura & Ben Weiner

Dr. Susan Driscoll

Paul Jessen

Stacy O'Brien

Dr. Hall & Elizabeth Whitworth

\$500 - \$999

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Winifred Eis

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Sanford Shuggart

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Rafael Soriano

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Beverly & Roy Lassiter

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Gail Burr

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Corporate, Civic, Church

\$10,000 and above

The Cohen Law Firm

\$5,000 - \$9,999

20/20 Eyeglass Superstore, Inc.
BB&T

Florida Hospital Medical Center
Morgan & Morgan

Florida Distributing Company
Florida Emergency Physicians

\$1,000 - \$4,999

Animal Eye Associates
Averett Warmus Durkee
BankFIRST
BankUnited
Bouchard Insurance
Bright House Networks LLC

DePrince, Race & Zollo, Inc.
Diocese of Orlando
Ernst & Young LLP
Fleming Agency
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Visual Health and
Learning Center Inc.
Wilson Tavern

\$500 - \$999

Central Florida Retina
Greenberg Traurig, P.A.

Regions Bank

Schenck Properties

In-Kind

4Rivers
ABC Fine Wine & Spirits
Central Florida Retina
Chapman Studios

Fresh Point Red's Marke
Hawkers
La Femme Du Fromage
Pearson's Catering

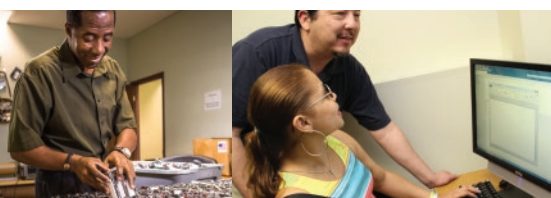
Primo
Publix
Starbucks
The Fresh Market
Tolla's Italian

Grants

A Friend's Foundation Trust
City of Altamonte Springs
City of Orlando, District 6
Darden Restaurants Foundation
Dr. Harry J. Heeb Foundation
Edward E. Haddock Jr. Family-
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Elinor and Tw Miller Foundation
Freedom of Mobility Foundation
Harry P. Leu Foundation

Hill-Morris Foundation
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The Able Trust
The Bond Foundation, Inc.
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The Martin Andersen-Gracia-
Andersen Foundation
Tom & Kim Ruggie Foundation
Warren & Augusta Hume Foundation
William and Helen Thomas-
Charitable Trust
William C. Demetree, Jr.-
Foundation, Inc.



Thank you for your support!



Summary of Financial Data

		2011-12	2012-13
Revenue and Other Support	Florida Department of Education	\$2,168,011	\$2,076,813
	Local government grants	89,883	96,084
	Foundations	203,394	136,778
	United Way	20,989	39,025
	United Way - Designations	29,175	35,143
	Contributions	567,210	256,148
	Fund Raising	18,479	185,953
	Client Fees and Contracts	20,813	18,515
	Investment Income	248,576	139,833
	Lighthouse Works!	51,938	2,858,317
	TOTAL REVENUES & OTHER SUPPORT	3,418,468	5,842,609
Expenses	Program Services:		
	Adult and Family Services	1,290,388	1,022,839
	Children and Family Services	948,443	872,823
	Employment Services	456,348	430,861
	Lighthouse Works!	514,855	3,056,229
	Total Program Services	3,210,034	3,017,196
	Supporting Services		
	Management and general	150,578	117,116
	Fund Raising	316,176	328,524
	Total Supporting Services	466,754	445,640
	TOTAL EXPENSES	3,676,788	5,828,392
	CHANGE IN NET ASSETS	(258,320)	14,217
	Beginning Net Assets	4,038,808	3,780,488
	ENDING NET ASSETS	3,780,488	3,794,705
Assets	Current Assets		
	Cash and cash equivalents	539,483	442,512
	Investments	1,534,150	1,496,786
	Grant and other receivables	386,664	598,841
	Prepaid Expenses		4,344
	Inventory	7,026	6,881
	Total Current Assets	2,467,323	2,549,364
	Other Assets		
	Land, Building & Equipment (Net)	2,073,784	2,019,631
	Unamortized Costs	4,427	3,377
Deposits	18,700	129,287	
Total Other Assets	2,096,911	2,152,295	
	TOTAL ASSETS	4,564,234	4,938,676
	Current Liabilities		
Accounts payable	1,086	127,404	
Accrued expenses	163,346	181,671	
Current maturity of long-term debt	23,382	25,222	
Total Current Liabilities	187,814	334,297	
Long-Term Liabilities	595,932	572,657	
Total Liabilities	783,746	906,954	
Net Assets			
Unrestricted	3,780,488	3,760,766	
Restricted	94,089	33,939	
Total Net Assets	3,780,488	3,794,705	
	TOTAL LIABILITIES AND NET ASSETS	\$4,564,234	4,701,659



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2012 - 2013

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