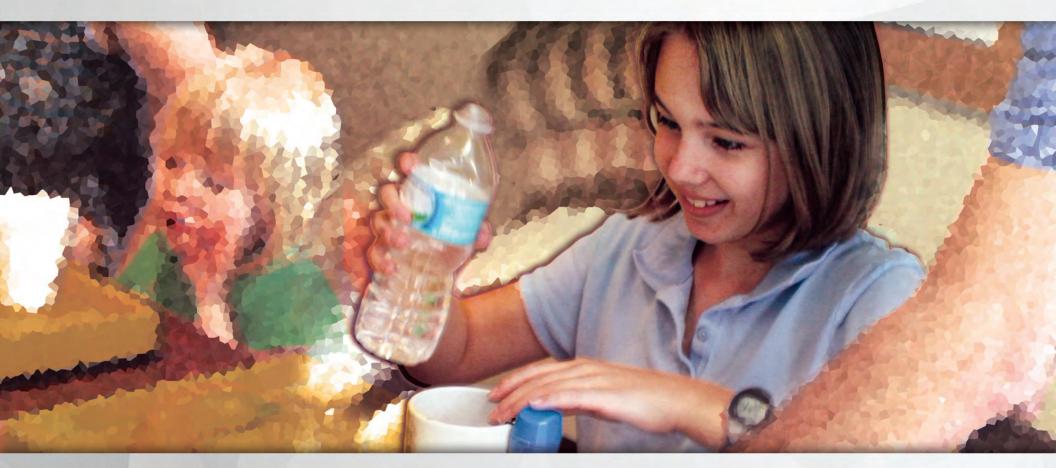
BEYOND RESTRICTIONS

A New Life Perspective Your 2015 - 2016 IMPACT REPORT





CORE VALUES



SERVANT LEADERSHIP

We lead at all levels with humility, kindness and courage. We seek to serve others, to understand first and then to be understood, and to affect positive change for the greater good.





INCLUSION

We create and sustain environments that assure the full participation of all people in all activities.





COLLABORATION

We develop trust-based collaborative relationships to leverage synergy, enrich respect and augment our impact within the organization and throughout the community.





EMPOWERMENT

We provide the inspiration, resources and support necessary to become independent, be held accountable, make personal and professional contributions and flourish.





EXCELLENCE

We seek distinction in all pursuits, which requires us to exercise high intention, intelligent direction, skillful execution and the ability to see obstacles as opportunities.



LETTER FROM LEADERSHIP

Dear Friends:

There is no doubt about it, Lighthouse Central Florida is growing as an organization and it feels fantastic! Our programmatic services are expanding to serve more Central Floridians living with blindness and vision loss, and at Lighthouse Works, our business divisions and client lists are beginning to multiply and pay dividends.

None of this could be possible without the strong support we have received from YOU, our network of committed donors—both large and small, as well as corporate and community partners who have aligned themselves with our mission and have pledged to support our growth within the community.

While we have consciously and strategically positioned ourselves to grow externally, over the past year we have also taken concrete steps to foster internal development at the organization. By adopting the Entrepreneurial Operating System (EOS), we have implemented a holistic system of organizational discipline that permeates every internal and external function. Guided by a leadership team adhering to the organization's core values, EOS is transforming our culture and providing the framework within which we are beginning to gain traction and realize the vision we have for this organization.

Beyond Restrictions: A New Life Perspective, is an apt title for this report since it speaks to the empowered mindset we seek to impart—not only to the clients who come through our doors, but also to individuals within the sighted community. Yes, we challenge those in the sighted community to set aside their misconceptions of what it means to be blind or visually impaired and encourage them to see "beyond" what is believed to be a "restriction." This fresh, new perspective breaks down stigmas and fosters a healthy sense of inclusion—one of our core values and a quality we strive to promote.

Please enjoy this year's Impact Report. It honors your commitment to making our community a great place to live, work and play for Central Floridians who are blind and visually impaired. This work is made possible by you. While we are proud of our accomplishments to date, there is a great deal more work to be done. Together, we can do so much. Thank you for your ongoing support.

Lee Nasehi. President & CEO

Board of Directors Chairman Lighthouse Central Florida

Dan Devine.

Board of Directors Chairman

Lighthouse Works



y name is Kathy, and my amazing daughter, Addison, is in Lighthouse' **School-Age** program. As an expectant parent the only thing you ever want to hear from the doctor at your child's birth is: "100 percent healthy!" Of course, you do not love your child anyless if they are not 100 percent healthy. My daughter Addison was an otherwise healthy baby girl, except for being diagnosed with 'Peter's Anomaly' — an eye condition characterized by an abnormal development of the anterior segment, causing the cornea to become cloudy, resulting in blurred vision.

Our initial reaction was a mix of powerful emotions: shock, sadness, confusion. Sadly, when Addie was diagnosed here in Orlando, her doctors said there wasn't anything they could do for her. They did not refer us to any local organization that could help. It was an eye clinic in South Florida that first told us about *Lighthouse Central Florida*. Addie started getting services from Lighthouse when she was about six months old through the **Early**Intervention program.

Eleven years later, Addie has developed into a pretty amazing girl, if I do say so myself! She is outgoing and has the most positive "can do!" attitude.

Addie attends a local, public elementary school. After school, on Thursdays, she attends the **School-Age** program, which supplements the services offered by the public school system for students, like Addie, living with blindness or vision loss.

These services enhance each child's learning and ability to function independently, and engages us as parents to help

"Addie absolutely loves her Thursday afternoons at Lighthouse! She's building friendships and confidence like never before. Her life skills have improved a lot."

foster independence within our children. The program supports the Expanded Core Curriculum and encourages socialization and independent living skills in various environments.

The **School-Age** program has done wonders - Addie absolutely loves her Thursday afternoons at Lighthouse! She's building friendships and confidence like never before. Her life skills have improved a lot.

She has gotten better about her self-advocacy too. Last year, while on a field trip with Lighthouse, she, along with a couple of students and chaperones, were unlawfully denied service by a popular ride-share company because one of the chaperones, who is visually impaired, was traveling with a guide dog.

Addie was interviewed for a story about the incident that made local television news, and she handled the experience with grace and confidence! We are so proud of her. I hate that it happened, however I am thankful for the learning experience, and that she was with people that could teach her how to stand up for herself.





y name is Emily. I'm a native Floridian and my husband Matt is from Baltimore. We're both attorneys and live in Seminole County with our two-year-old son, Simon.

Simon has been with Lighthouse's **Early Intervention** (EI) program for the past year. Simon was born with *aniridia* which was accompanied by *foveal hypoplasia* and *myopia* – these are congenital eye conditions that impair his vision.

The morning after Simon was born, the hospital pediatrician indicated he suspected Simon to have aniridia. We saw a pediatric ophthalmologist a couple of days later who confirmed the lack of iris, and myopia - also

known as nearsightedness. During Simon's first few months he underwent a series of genetic tests which confirmed a sporadic mutation of the PAX6 gene.

"Since being at Lighthouse, Simon opened up to his EI mentor, Kerri, and has displayed a level of patience and desire to work towards their goals that I had never seen before."

Fear was our immediate reaction. Aniridia is a very rare condition that is often accompanied by other syndromes. It took time to go through all the necessary steps to confirm Simon's situation — we met

with ophthalmologists, geneticists, and vision therapists. Throughout the process, we discovered that Simon's condition was even more rare in that it is not accompanied by any other syndromes.

Our ophthalmologist recommended we explore the services offered at Lighthouse.

Simon is a very bright and cautious kid who only opens up once he has determined he trusts you. At that point he is a silly, funny, rambunctious two year old who has no limits!

Since being at Lighthouse, Simon opened to his El mentor, Kerri, and has displayed a level of patience and desire to work towards their goals that I had never seen before. My husband and I feel that since he has started with Lighthouse he has developed more confidence in unknown situations — a development that we attribute to the skills he is learning with Kerri.

One thing we've learned throughout this entire process is that, it's okay to be sad and scared but you need to push through and find the experts that will help your child. It's so lonely at first.

I'd advise other families facing similar situations to reach out to other families and parents in similar situations because that encouraging text from a fellow mom will get you through the hard days and help you fully appreciate and enjoy the good days. Lighthouse helps to facilitate that kind of supportive community and it's a resource that has proven to be invaluable.





EDUARDO'S PERSPECTIVE

am a 20-year-old student who loves music! I'm into all kinds of music - but I really like rock! What I aspire to do one day is own my own music label while producing music that I know people will like.

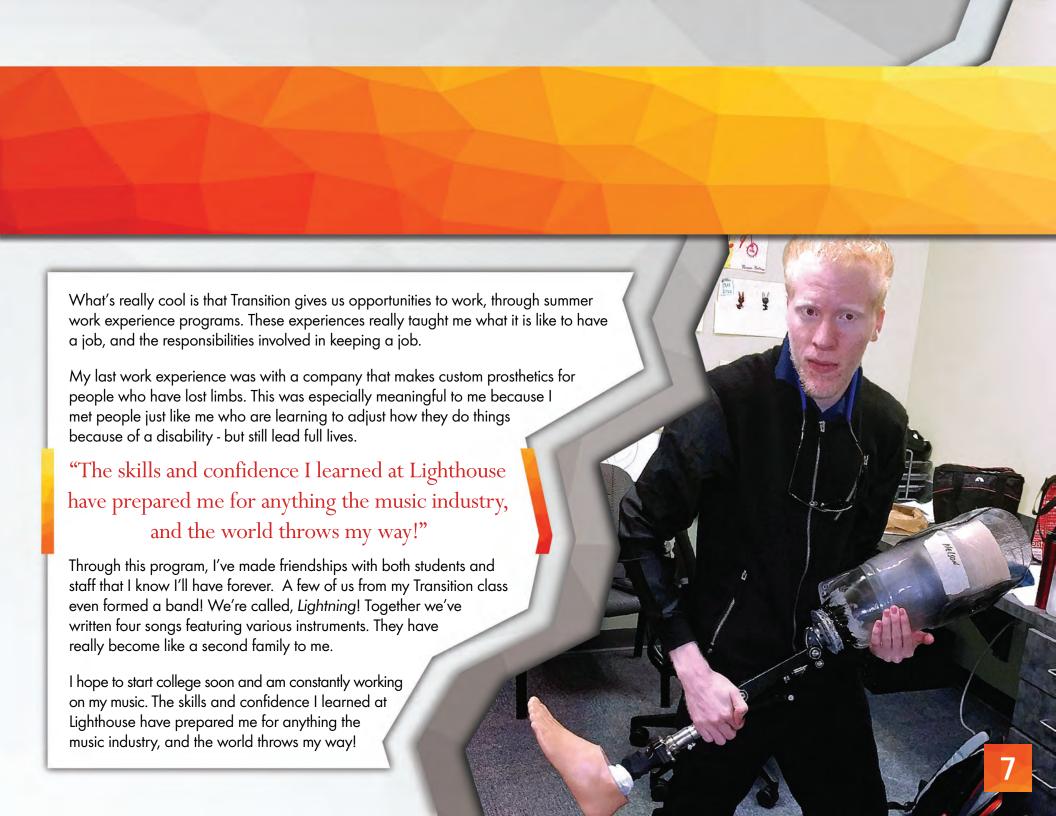
I've always known that music would be in my future, but honestly, I wasn't always sure what path could take me there, and because I'm *legally blind*, I often felt that path would be extra difficult to navigate.

Several years ago, I found the **Transition for Teens** program at *Lighthouse* Central Florida and things really started to come into focus - so to speak.

I moved to Central Florida five years ago from Puerto Rico with my mom and brother, Jose. Both Jose and I have albinism - a condition that occurs when the body does not produce enough of the pigment melanin. Pigmentation in the eye is essential for normal vision.

I attended the *Florida School for the Deaf and Blind* (FSDB) where I really got interested in music production and sound engineering - it was here that I also first learned about Lighthouse's Transition program.

For young people like me the Transition program provides the skills and experiences we need to transition from high school to other activities. We learn to problem solve, advocate for ourselves, and ultimately learn to live independently despite having low, or no vision. The program has literally changed my life.





JUDY'S PERSPECTIVE

he recent news story about an *Uber* driver who unlawfully refused service to a gentleman on *International Drive* because he was traveling with a guide dog is a humiliating slight to which I can painfully relate.

I am a certified vision rehabilitation therapist at *Lighthouse Central Florida*, where I have worked for almost 13 years. I am totally blind and am partnered with my second guide dog, Keats, from *Guiding Eyes for the Blind* in New York. Using a guide dog is an indispensable way to further a sense of empowerment and independence.

I love the idea of the sharing economy, however, I have been denied service from drivers affiliated with both *Uber* and *Lyft* – though I primarily use Uber. At one point last year, it was happening at least once a week.

Typically, a driver would show up, see Keats, and inform me that he or she could not take dogs. I would attempt to educate the drivers, explaining that Keats was not a pet, but a service animal that performs essential tasks. I would inform them that the law required that they transport me with my service dog. Some grudgingly complied; others still flat-out refused and would drive off.

A large part of my job is to provide people with sight impairment the skills





'm Mike, a 36 year old software developer at Lighthouse Works — a social enterprise nonprofit affiliated with Lighthouse Central Florida and the National Industries for the Blind (NIB) - the nation's largest employment resource for people who are blind.

I live with a visual condition known as Optic Nerve Hypoplasia (ONH) - it means that the problem is not my eyes, but a nerve behind the eyes. As far as I know, this condition isn't going to get any worse. I was born with it, so it's the only vision I have ever known.

This impairment, howeverhas never stopped me from pursuing my interests — and I've got a ton of them! I am into martial arts, and have a yellow belt in Shudokan karate. I am also a ventriloquist and have performed for my church and other events. Not only do I enjoy writing code, I like to write fiction and

music too. I am far from an athlete, but I am definitely into sports; I'll play just about anything. And of course, I'm into video games (both creating and playing).

I truly love working at *Lighthouse Works* because they believe in empowerment through employment - and that's not just a tag-line, it's a culture that's reinforced on a daily basis.

The main business lines at *Lighthouse Works* include a contact center, a products division providing supply and fulfillment capabilities, and a third line of business, **Tech Services**, was recently added, and I'm really excited about it taking off.

Since being at Lighthouse Works, I've had a number of really cool opportunities - In February 2016 I was invited to present at the annual Assistive Technology Industry Association (ATIA) conference here in Orlando. The ATIA is the largest international conference showcasing the best in assistive technology tools and services.

My presentation, titled, "A New Approach to Web Accessibility," outlined my innovations to streamline and make accessible digital workflows for Lighthouse contact center agents who are visually impaired.

"I truly love working at Lighthouse Works because they believe in empowerment through employment - and that's not just a tag-line, it's a culture that's reinforced on a daily basis."

Because of the interest generated by this presentation, the leadership team at *Lighthouse Works* began exploring the feasibility of offering these types of services to companies that used similar applications or had websites that were inaccessible to users who are visually impaired.

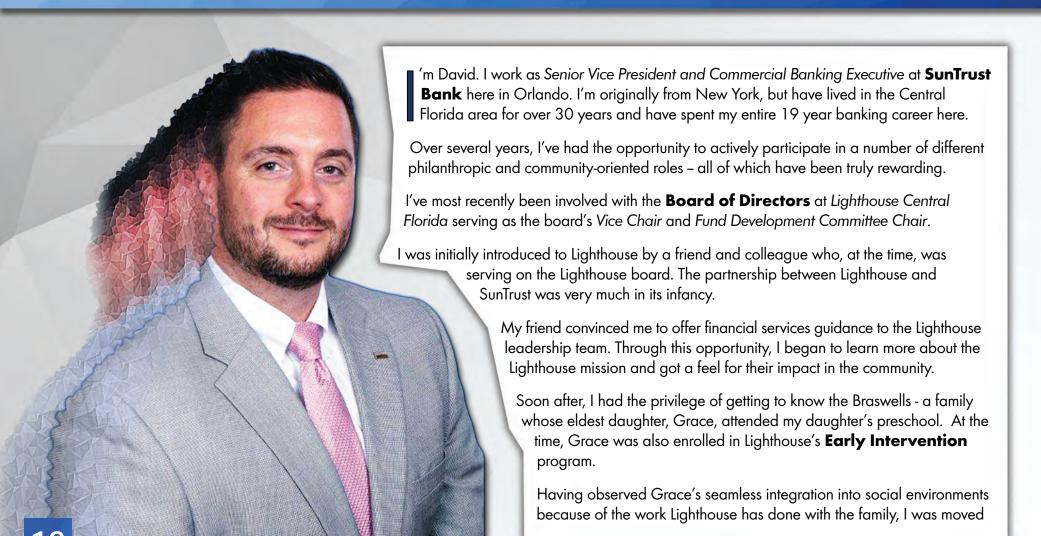
This past summer the **Tech Services** line of business launched to offer exactly these kinds of services to companies, large and small, with an emphasis on custom software development related to usability and accessibility of applications, platforms and workflows.

According to recent *The Wall Street Journal* reporting, more than 240 businesses nationwide have been sued in federal court since the start of 2015 because their websites were allegedly inaccessible to users who are blind or visually impaired. This, of course, is in violation of the *Americans with Disabilities Act* (ADA).

In addition to compliance testing, we in **Tech Services** are always looking for ways to develop better accessibility solutions for the technology used in our other business lines and for their clients as well. I'm really excited to be part of a team that is so committed to serving our community of blind and visually impaired through the development of access technology solutions.



DAVID'S PERSPECTIVE



by the quality of work and the outcomes that were achieved in a short amount of time.

Personally, I viewed this as an opportunity to give back to an organization that has taught me so much about Central Florida's community of blind and visually impaired.

I also knew that I wanted to help grow the relationship between our two organizations. It was clear to me that Lighthouse and SunTrust had a number of philosophical synergies. At SunTrust, we are driven to serve our clients by 'Lighting the Way to Financial Well-Being,' which aligns nicely with Lighthouse's mission of 'Charting a course for living, learning & earning with vision loss.'

Corporate partnerships can sometimes feel strained or unbalanced, but the relationship that has been evolving between SunTrust and Lighthouse is one of mutual respect and creative collaboration - a core value at Lighthouse.

SunTrust recently developed the 'Lighting the Way' Award as a way for our foundation to recognize and support local organizations with outsized gifts for the purpose of 'Lighting the Way to Financial Well-Being.' Given Lighthouse's mission and the unique social enterprise work happening at *Lighthouse Works*, we felt the combined spirit of the organizations truly aligned with what we were looking to accomplish with this award. I'm excited about the future of this partnership and welcome the continued growth I've seen within myself as I strive to champion this critical mission.



EVENTS



Sight & Sole WalkFest

Lighthouse's **27th Sight & Sole WalkFest** in 2016 looked a bit different from previous years — but it was no less exciting! Our community partner and presenting sponsor was *Publix Super Market Charities*. This year, the walk was held at beautiful *Harbor Park* in Orlando and participants raised awareness and funds for Lighthouse by walking 3.5 miles around Lake Baldwin. As a way to create a festival atmosphere and celebrate our 40 years of service to the community, we introduced "Club 40" for the first time. This exclusive club was opened to walkers who raised or donated at least \$40, and included a vendor village with food and beverages from *La Femme Du Fromage*, *4 Rivers*, *The Coop*, *Bagel King*, *Outback Steakhouse*, *Hubbly Bubbly*, *Planet Smoothie* and *Jeremiah's Italian Ice*. Following the Walk portion of the event, participants enjoyed live music by local band, *Running With Scissors*, tons of family entertainment, prizes for fund-raising, a craft beer garden, tapas-style food samplings and blindfolded wine and cheese pairing.



The amazing volunteer leaders that make up the Women with a Vision committee were back at it again last April to host their popular annual fundraiser, the **SPREE** Pop-Up clothing sale. The weekend sale was chalked full of excitement and fantastic deals on gently used, designer clothing, shoes and accessories for women, men and children. The sale was held for the first time at Venue on the Lake at the Maitland Civic Center and community sponsors included, Adult Toy Storage, Eye Physicians of Central Florida, Hold Thyssen, Inc., Sand Medical, Inc., Central 28 Beer Co., and the law firm of Palmer, Weiss, Grunor & Barclay. All proceeds from the sale went to support the **Early Intervention** program at Lighthouse, which serves infants and toddlers who live with blindness or vision loss.

Dining in the Dark

In July Lighthouse Central Florida partnered with Second Harvest Food Bank for a third consecutive year, to present **Dining in the Dark**. Held at Second Harvest's beautiful Orlando facility, the event offered a unique, immersive experience into a world of smell, taste, sound and texture in total darkness! The ever-popular Orlando Police Department's volunteer **SWAT** team members participated as food servers outfitted in night vision goggles. Members of the SWAT were recognized for their heroic response to the Pulse Night Club shooting—which had taken place only a month before. For the first time portions of the event's cocktail hour and post dinner testimonials were live streamed on Facebook. Lighthouse and Second Harvest will partner again in 2017 for this one of a kind dining experience.



Emerging Vision Breakfast

Lighthouse capped off its event season in September with the **Emerging Vision Breakfast**, held at the First

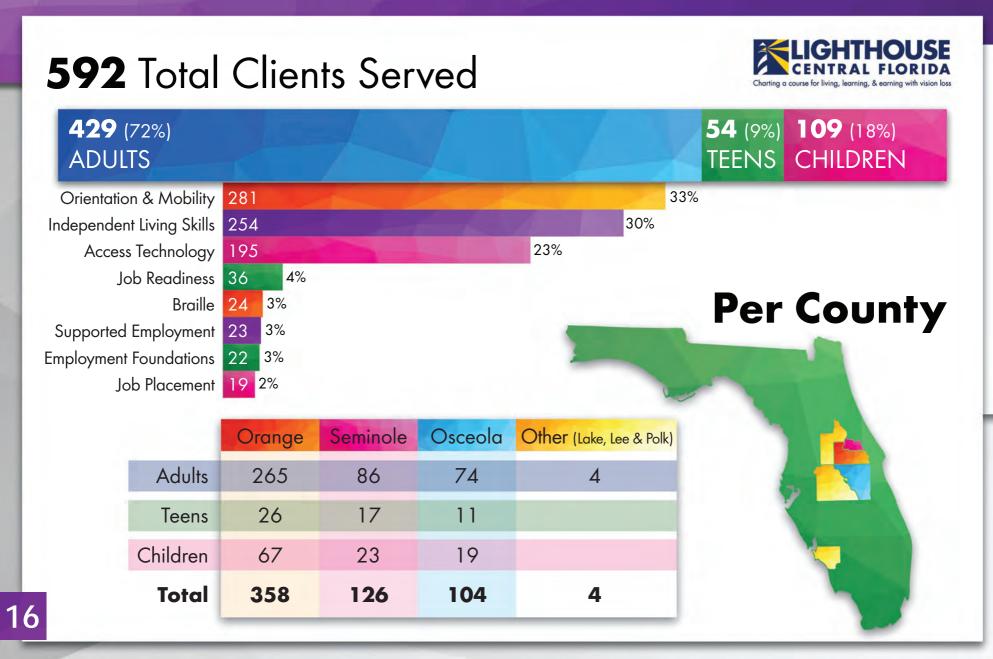


Baptist Church of Orlando. The one hour event was themed, 'Reimagining What's Possible.' The event brought together clients, friends and community investors to celebrate the important solutions being fulfilled for Central Florida's community of blind and visually impaired. Those in attendance heard compelling testimony regarding the power and importance of community-based solutions like those offered by Lighthouse and our partners. The morning featured a video testimonial by a former client who was inspired to join Lighthouse–first as a volunteer and then as an instructor.

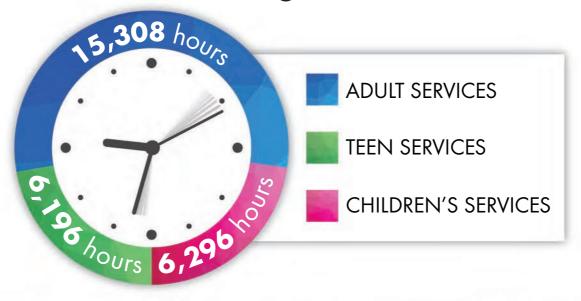
There was also a powerful empathy exercise conducted with participants under blindfold. Community partner, SunTrust Foundation, presented Lighthouse with a check in the amount of \$50,000.



MEANINGFUL METRICS



27,800 Hours of Training Provided



CONTACT CENTER



17 Employees who are Blind or Visually Impaired



329,690 minutes of calls managed

SUPPLY CHAIN



12 Employees who are Blind or Visually Impaired



423 Orders Fulfilled



299,305 Units Shipped

MAJOR DONORS

Individuals

\$10,000 and above

Jackie and Dan Devine Paula and H.L. Eidel

\$5,000 - \$9,999

Anonymous Dupree and Alex Hull Kathy Hutchings Meg and Paul Prewitt Camilo Soto Rebecca and Blaine Sweatt

\$1,000 - \$4,999

Robin W. Bishop
Polly M. Brandon
Sharon and Clark Brandt
Patricia M. Devine
William Dillard
Janet E. Donahue
Dr. Susan Driscoll
Carol Droessler
David E. Fuller
Jeffry B. Fuqua
Nikki and Scott Gokey
Teresa S. Kamke

Harriett Lake Thomas Langmann Dr. John and Katie Lehr Mari and James Moye Carly Nasehi Mehrdad and Lee Nasehi Mark Niedermann Stacy O'Brien Dr. Preston and Christine Richmond Lois M. Robertson JoEllen and Thomas Ross Pam Ryan Dr. Sy Saliba Sarah and James Seay David Sherard **James Shinholser** Sarah and David Stahl Cynthia and Jacob Story Debra and Thomas Tschopp Louise and I. Richard Weiner Richard Wertsching

\$500 - \$999

Stephen Alexander Donna and Rick Amundson Emily Bark Jerri and Edwin Buck Annmarie and James Campisi Michael Cassidy Ann Rock Cavanaugh Christene Douglas Kathryn Ennis Wendy and Stephen Fasen Margo and Steven Hamel Bob Hattaway Judy and Paul Ihrig Julie and Kyle Johnson Jimmy Jones Christopher M. Kendall Phyllis and David Klock Gary L. Kuhns Sue Ann and Cal Leone Theresa Merkl Pamela and Frederick Moses Hang T. Nguyen Donna Sacca-Law Dr. Saad Shaikh Russell H. Stokes Stacy Sullivan Erin and Michael Tenney Haydee Velez



Corporate, Civic, Church

\$10,000 and above

Publix Super Markets Charities, Inc. SunTrust Foundation Trisons Foundation

\$5,000 - \$9,999

Salmo Investments, LLC

\$1,000 - \$4,999

ACME Cleaners, Inc.
Aggressive Appliances
Builders Club, Odyssey Middle School
Cartagena, Inc.
Disney VoluntEARS
Fleming Enterprises, Inc.
Follett
Manheim
Massey Services, Inc.
McKesson
Modern Woodmen of America
Refined Benefits, Inc. dba Sullivan
Rotary Club of College Park
Ryan Froom Private Trust
SunTrust

Vanda Pharmaceuticals

Waterstone Mortgage

William C. Demetree, Jr. Foundation Winter Park Health Foundation

\$500 - \$999

Central Florida Retina JK2 Holmes Constructors LLC Knights of Columbus 5618 Maitland Rotary Art Festival, Inc. St. Mary Magdalen Catholic Church Woman's Club of Winter Park, Inc.

In-Kind

4Rivers/The Coop
Bagel King
Constellation Brands, Inc.
Costco
Ethos Vegan Kitchen
Florida Distributing
Fresh Market
Gator's Dockside
George's Gourmet Cookies
Hubbly Bubbly Falafel Shop
Jeremiah's Italian Ice
Judi Chapman Photography
Outback Steakhouse
Planet Smoothie
Trader Joes

Grants

A Friends' Foundation Trust

The Able Trust Bainum Family Foundation The Bond Foundation, Inc. City of Altamonte Springs The Chatlos Foundation The Chesley G. Magruder Foundation, Inc. The Community Foundation for the National Capital Region Dollar General Literacy Foundation Dr. Harry J. Heeb Foundation Edward E. Haddock Ir. Family Foundation The Galloway Foundation Harry P. Leu Foundation Joseph G. Markoly Foundation Margaret McCartney & R. Parks Williams Charitable Foundation The Martin Andersen-Gracia Andersen Foundation Rotary Club of Winter Park The Ryan Foundation United Safety Council Universal Orlando Foundation The Walt Disney Company Foundation Warren & Augusta Hume Foundation The WAWA Foundation, Inc. William & Helen Thomas Charitable Trust

SUMMARY OF FINANCIAL DATA

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REVENUE AND OTHER SUPPORT 2015	-16	2014 - 15	ASSETS	2015 -16	2014 - 15
Florida Department of Education \$ 1,680	,897	1,989,246	Current Assets:		
Local government grants 130	,418	80,717	Cash and cash equivalents	\$ 1,690,212	1,441,545
Other Grants 270	,448	-	Investments	1,629,779	1,469,518
Foundations 363	3,840	196,500	Accounts receivable	166,582	447,487
United Way 155	,032	163,124	Grant and other receivables	185,382	197,648
United Way - Designations 36	,893	31,484	Pledges receivable	29,210	21,948
Contributions 86	,612	181,421	Prepaid expenses	-	-
Capital Campaign 65	,000	262,169	Inventory	97,957	503,256
Fund raising 209	P,471	1 <i>7</i> 6,899	Total Current Assets	3,799,122	4,081,402
Client fees and contracts 3	3,400	6,657			
Lighthouse Works product and service sales 6,090	,460	6,672,338	Other Assets:		
Investment income 173	3,604	-52,262	Land, building and equipment (net)	3,860,101	3,964,700
Loss on disposal of assets	-	-15,021	Intangible Assets	26,812	28,738
Total Revenues & Other Support 9,266,	,075	9,693,272	Pledges receivable	8,278	1 <i>7</i> ,246
_			Deposits	18,992	19,43 <i>7</i>
EXPENSES			Total Assets	7,713,305	8,111,523
Program Services:					
Adult and Family Services 1,021	•	1,292,305	Current Liabilities:		
Children and Family Services 1,099		890,606	Accounts payable	1 <i>87</i> ,820	871,790
1 - 7	3,315	165,783	Accrued expenses	146,186	290,213
Lighthouse Works!, Inc. 5,909	•	6,081,11 <i>7</i>	Deferred revenue	10,278	27,929
Total Program Services 8,134,	,291	8,429,811	Current maturities of long term debt	142,104	127,731
			Total Current Liabilities	486,388	1,317,663
Supporting Services:					
	3,094	188,335	Long Term Liabilities	2,248,188	2,394,518
	2,303	472,074	Total Liabilities	2,734,576	3,712,181
3	,397	660,409			
Total Expenses 8,686,	,688	9,090,220	Net Assets:		
			Unrestricted	4,978,729	4,399,342
	,387	603,052	Restricted	-	-
Beginning Net Assets 4,399		3,796,290	Total Net Assets	4,978,729	4,399,342
Ending Net Assets \$4,978,	729	4,399,342	Total Liabilities and Net Assets	\$ <i>7,7</i> 13,305	8,111,523

2015-16 BOARD OF DIRECTORS

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LIGHTHOUSE CENTRAL FLORIDA

215 East New Hampshire Street Orlando, FL 32804

LIGHTHOUSE WORKS

2500 Kunze Avenue Orlando, FL 32806

(407) 898-2483

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Heart of Florida United **United Way**





