

Empowering people  
beyond the restrictions  
of vision loss and blindness.

Mission

## A Message from Our CEO

I'm thrilled to share with you **your** annual Impact Report, highlighting the remarkable progress you helped make possible by your support of Lighthouse Central Florida and Lighthouse Works over the past year. Together, we've made significant strides in empowering individuals with vision loss to lead fulfilling lives and make meaningful contributions to our community and our economy.

Lighthouse's mission remains steadfast: to provide comprehensive, vision-specific rehabilitation, training, education, and employment opportunities for people of all ages seeking life beyond the restrictions of vision loss and blindness. Because of you, we are breaking down barriers and forging pathways to independence, optimism and success.

We want to express our heartfelt gratitude to you and all of our many supporters. Without your generosity, whether through donations, volunteering, or partnerships, few of our achievements would be possible. Your caring support fuels our mission, enabling us to reach more individuals and expand our programs to better serve our community.

As we look ahead, we are filled with optimism and excitement about the opportunities ahead of us. With your continued support, we are confident that we'll continue to achieve remarkable results, positively impacting even more lives along the way. Thank you for standing with us on this journey to 'flip the script' on what so many people think is possible when considering life with blindness and vision loss.

We appreciate you!



A handwritten signature in blue ink that reads "Kyle Johnson".

Kyle Johnson  
President and CEO  
Lighthouse Central Florida / Lighthouse Works



Together, we are building  
a more inclusive society for all.

A young boy with glasses is focused on holding a hammer. He is wearing a grey t-shirt and blue-rimmed glasses. The hammer has a black handle with a pink grip. The background is blurred, showing other people in a workshop or classroom setting.

# Lighthouse Central Florida

Lighthouse Central Florida is the only nationally accredited, private non-profit agency dedicated to transforming the lives of those living with sight impairment in the heart of Central Florida.



# Meet Jackie

She has the  
resources she needs  
because of your support.

When Jackie retired at 76, instead of celebrating the next chapter of her life, she said to her daughter, Rachel, “Now I can pursue a degree in library science.” She wasn’t slowing down in her golden years. She was beginning a new chapter. **But there was one hurdle: her vision.**

Though she was diligent about taking care of her eyes, especially as she aged, she noticed she wasn’t able to see the text in her books like she used to. A lifelong reader, she decided it was time to make an appointment.

**At her optometrist’s office, Jackie was diagnosed with macular degeneration, the most common cause of vision loss among senior adults.** There is no cure, and vision typically worsens over time. For most patients, the standard of care is vision rehabilitation services to learn specialized skills for independent living.

Rachel suggested her mother try a vision rehabilitation program at Lighthouse Central Florida. So, in November 2021, Jackie joined the Senior Adult Services Program, where **she received training in assistive technology, orientation and mobility, and activities of daily living.**

The community Jackie has found at Lighthouse has helped in ways she could have never imagined. “I came to Lighthouse feeling as though I were carrying a bunch of heavy boxes — one box representing grief, another loss, another anger, and so on. But every time I left, I was able to put down one of those boxes, my heart lighter and more hopeful. I didn’t have to carry this weight alone anymore.”

Impact


 990

Individuals impacted by services provided by Lighthouse Central Florida

You helped us move closer to the day when all children and adults experiencing vision loss and blindness are able to live a life without limits.

 308

Total youth and family members impacted through our Early Intervention, Children's, and Transition Programs

 26,363

Total hours of assessment and instruction activities provided




185

Adults received Assistive Technology or Activities of Daily Living Trainings

 682

Total adults and family members impacted through our Adult, Senior Adult Services, and Vocational Rehabilitation Programs

 17,086

Total individual services provided through Lighthouse Central Florida programs



34

Children learned new skills and abilities through ropes course experiences



27

Transition Program teens participated in work placement experiences across five Central Florida businesses



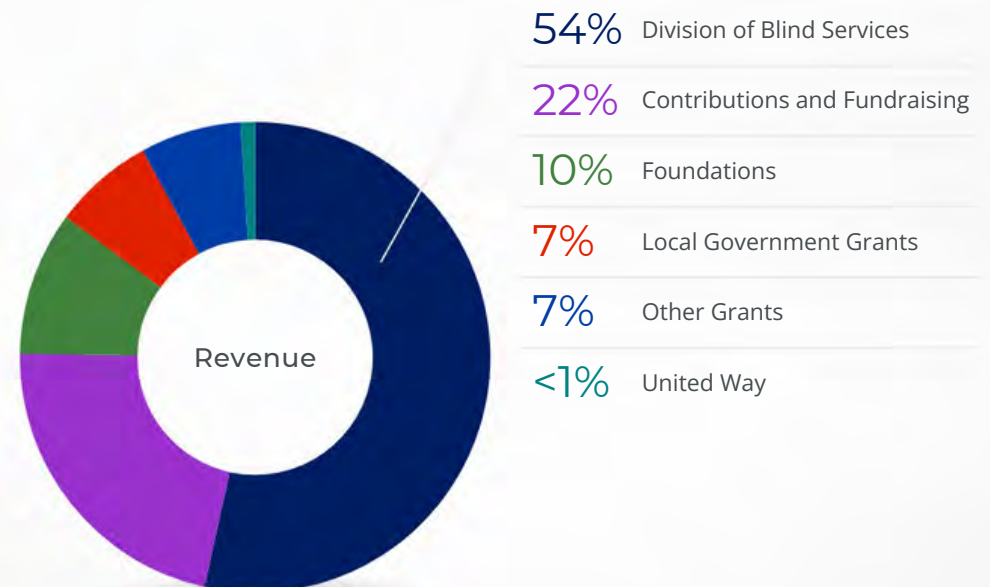
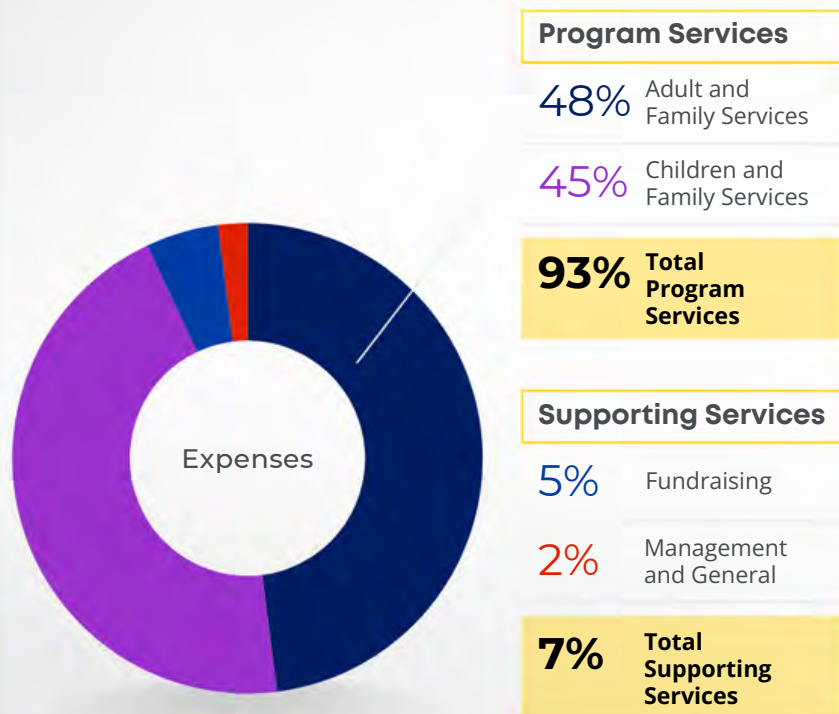
In 2023, Lighthouse Central Florida achieved reaccreditation through The Association for Education and Rehabilitation of the Blind and Visually Impaired (AER), reaffirming our commitment to operating with the highest level of quality.

## Fundraising Snapshot

In fiscal year 2023\*, Lighthouse Central Florida received **\$3,045,962** in public support and fundraising revenue.

**97%** of this revenue **came from public support.**

**93% of contributions go directly into programs that serve children and adults who are blind or visually impaired.**



\*Fiscal year is October 1, 2022 through September 30, 2023.

## Supporters

# Major Donors

**Thank you to our donors who have given \$5,000 and above:**

Bainum Family Foundation  
 City of Orlando  
 The Chatlos Foundation, Inc.  
 The Chesley G. Magruder Foundation, Inc.  
 Devine Family Foundation Inc.  
 Dr. Harry J. Heeb Foundation  
 Dr. and Mrs. Konrad W. Filutowski  
 Greater Washington Community Foundation  
 Harper Family Charitable Foundation  
 Harry P. Leu Foundation  
 The Joe and Sarah Galloway Foundation  
 The John R. and Ruth W. Gurtler Foundation  
 The Law Offices of Matthews R. Bark P.A.  
 The Margaret McCartney and  
 R. Parks Williams Charitable Foundation  
 The Martin Andersen-Gracia Andersen Foundation  
 Orange County Government  
 Orlando Magic Youth Foundation  
 Osceola County  
 Phil and Jane Easterling  
 Publix Super Markets Charities, Inc.  
 The Sam J. Frankino Foundation  
 Seminole County  
 Stephen Salley  
 Universal Orlando Foundation  
 Windermere Wine & Dine

# Supporting Partners





# Meet Christie

Her future looks  
brighter than ever  
thanks to your support.

**Christie's extraordinary journey with Lighthouse Central Florida began at just five months old.**

Born with a rare condition called Leber Congenital Amaurosis (LCA) due to a CRX autosomal dominant gene mutation, Christie's condition is incredibly rare, making up less than 2% of all cases, and primarily affecting the retina (which affects the rods and cones that detect light and color).

When the ophthalmologist shared the diagnosis with Christie's parents, they weren't sure what it meant for her life and her future. But through Lighthouse Central Florida's Early Intervention Program, they've been able to learn more about what she sees, and discover her many capabilities and strengths.

**Christie is a brilliant little girl who loves to talk and sing.** She enjoys the pool, knows her shapes, and can count in both English and Spanish. After receiving her first cane and training with our Certified Orientation and Mobility Specialist, Christie is now on the move, learning to navigate the world with confidence.

Supported by her family and the Lighthouse Central Florida community, Christie and her parents are finding strength in connections made during family meetups and shared experiences with other LCF families.

As Christie continues to grow and thrive, she's teaching us all valuable lessons about resilience, determination, and the importance of community. **With her infectious spirit leading the way, her future certainly looks brighter than ever.**



A man with a mustache and goatee, wearing black safety glasses and a red t-shirt, is smiling and looking to his left. He is working in a workshop, with his hands on a piece of red fabric. The t-shirt has "Team 'WORKS" and "Dream WORKS" printed on it. The background is a blurred workshop environment.

# Lighthouse Works

Lighthouse Works provides job training, employment, and career opportunities for the advancement of people who are blind or visually impaired.



## Meet Calvin

You empower individuals  
just like Calvin to live  
without limits.

In 2005, Calvin was on top of his game. He had two jobs, bought a house and was raising a 3-year-old daughter with his wife. But suddenly, it felt like it was all being taken away. **He could no longer work as a FedEx driver because he was going blind.**

A diagnosis of Diabetic Retinopathy thrust him into a whirlwind of emotions, including a fear of not witnessing his daughter's growth. Determined to adapt, Calvin initially worked on developing independent living skills like walking with a cane. But he wanted to learn more — like skills that would be useful for a job. That's when his quest led him to Lighthouse Works.

Initially unfamiliar with blindness beyond his own experience, Calvin found himself among peers at Lighthouse Works, where over half of the workforce were blind or visually impaired.

Today, Calvin continues to find fulfillment in his role, relishing the anonymity it affords him and cherishing the camaraderie of a fully accessible workplace. **His employment not only provides for his family but also instills a sense of purpose and pride.**

Initially plagued by concerns about his ability to support his daughter, Calvin now serves as her mentor as she joins him as a fellow employee at Lighthouse Works. **Their shared workplace has reignited the bond between father and daughter**, allowing Calvin to relish the moments when she seeks his guidance.

"You know, little kids come to their parents, and all of a sudden when they become teenagers, they go away and they hardly ask you," he said. "Now, we're going back again to those days that my daughter use to come to me all the time. And I still feel needed."

Impact

Supporting Lighthouse Works  
earns a double bottom line —  
one that works for companies  
and the community.



396

Total individuals who are  
blind or visually impaired  
were employed through  
Lighthouse Works



362,980

Total hours worked by employees  
with visual impairments.



\$5,323,155

In wages were paid to employees  
with visual impairments.



Contact Center  
Solutions

1.7 million

Total calls answered

19 million

Minutes handled



Supply Chain  
Solutions

460

Orders fulfilled

62 million

Total units shipped



Contract Management  
Solutions

459

Total contracts closed

\$5 million

Revenue recovered



Technology Solutions

501,514

Lines of code maintained

10

Job creating applications

**Business Partners**

**Supply Chain Solutions**



**Technology Solutions**



**Contact Center Solutions**



**Contract Management**



**Strategic Partnerships**





# Meet Marianne

She is living,  
learning, and earning  
with vision loss because  
of your generous support.

Nearly 11 years ago, Marianne moved to Orlando from New York and began volunteering with Lighthouse Central Florida after learning about the organization through the Florida Division of Blind Services. With a Master's Degree in Nonprofit Management, she quickly became an asset to the Lighthouse team, assisting with fundraising activities in the Development Department as a volunteer before being hired as a full-time team member.

**Through the years to follow, Marianne moved through the organization** – first with an Administrative Assistant role, then as a member of the HR team, before ultimately settling into Supply Chain where she has been working since 2019.

From purchase orders to placing orders and production schedules, Marianne's days are a whirlwind of activity. But behind the hustle, there's a deeper purpose driving her – a personal connection to the mission as Marianne herself is visually impaired.

"I've never been one to just sit in a corner," she says. **"I come in every day focused on doing my job well and helping to further the mission. That's really what it's all about."**

In her current role with Lighthouse Works, Marianne is able to combine her expertise and professionalism with her passion of helping others live, learn, and earn with vision loss – which she says is the best part of her job.



# Financials

Lighthouse carefully stewards the donations we receive from generous supporters like you.

We are dedicated to maximizing your impact.

## Audited Consolidated Financials

### Consolidated Statement of Activities

Revenue and Other Support	2022-2023	2021-2022
Florida Department of Education	\$1,661,162	\$1,519,507
Local Government Grants	\$218,250	\$438,763
Other Grants	\$199,800	\$218,402
Foundations	\$289,500	\$278,500
United Way Designations	\$4,228	\$5,762
Contributions	\$627,431	\$269,430
Fundraising	\$45,591	\$18,614
Client Fees and Contracts	\$6,656	
Lighthouse Works Product and Service Sales	\$21,416,363	\$15,988,882
Investment Income	\$204,820	(\$249,608)
<b>Total Revenue</b>	<b>\$24,673,801</b>	<b>\$18,498,341</b>
<b>Program Services</b>	<b>2022-2023</b>	<b>2021-2022</b>
Adult and Family Services	\$1,426,229	\$1,505,713
Children and Family Services	\$1,297,137	\$1,290,195
Lighthouse Works Services	\$17,883,872	\$12,480,543
Lighthouse Works Products	\$2,023,232	\$2,620,481
<b>Total</b>	<b>\$22,630,470</b>	<b>\$17,896,932</b>
<b>Supporting Services</b>	<b>2022-2023</b>	<b>2021-2022</b>
Management and General	\$664,606	\$430,423
Fundraising	\$244,849	\$217,897
<b>Total</b>	<b>\$909,455</b>	<b>\$648,320</b>
<b>Total Expenses</b>	<b>\$23,539,925</b>	<b>\$18,545,252</b>

### Consolidated Statement of Financial Position

Current Assets	2022-2023	2021-2022
Cash and Cash Equivalents	\$1,196,207	\$953,494
Investments	\$1,815,066	\$1,599,659
Accounts Receivable	\$3,998,515	\$3,603,099
Grant and Other Receivables	\$182,440	\$163,312
Pledges Receivable	\$166	\$880
Prepaid Expenses	\$330,947	\$489,791
Inventory	\$214,639	\$81,552
<b>Total</b>	<b>\$7,737,980</b>	<b>\$6,891,787</b>
<b>Other Assets</b>	<b>2022-2023</b>	<b>2021-2022</b>
Land, Buildings and Equipment (Net)	\$4,033,064	\$4,019,906
Assets Held By Central Florida Foundation	\$14,808	\$13,571
Deposits	\$7,194	\$7,194
<b>Total</b>	<b>\$4,055,066</b>	<b>\$4,040,671</b>
<b>Current Liabilities</b>	<b>2022-2023</b>	<b>2021-2022</b>
Accounts Payable	\$602,120	\$409,348
Accrued Expenses	\$930,834	\$755,508
Deferred Revenue	\$15,786	\$5,648
Current Maturities of Long-Term Debt	\$1,161,832	\$450,602
<b>Total</b>	<b>\$2,710,572</b>	<b>\$1,621,106</b>
Long Term Liabilities	\$1,502,265	\$2,865,019
<b>Total Liabilities</b>	<b>\$4,212,837</b>	<b>\$4,486,125</b>
<b>Net Assets</b>	<b>2022-2023</b>	<b>2021-2022</b>
Total Net Assets	\$7,580,209	\$6,446,333
<b>Total Liabilities and Net Assets</b>	<b>\$11,793,046</b>	<b>\$10,932,458</b>
<b>Change in Net Assets</b>	<b>\$1,133,876</b>	<b>(\$47,000)</b>

Financials provided reflect operations of Lighthouse Central Florida and Lighthouse Works for fiscal year October 1, 2022 through September 30, 2023 as reported in our combined audit.

## Leadership

# Board of Directors

### Lighthouse Central Florida

**Douglas Weiner, Chair**

SVP / Commercial Real Estate Team Lead,  
SouthState Bank

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Senior Vice President, Regions Bank

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Of Counsel, The Law Office of Julie Lewis Hauf

**Joey Down**

Founder/CEO, Polaris Technology Group

**Katrina Guensch**

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**Glenn Hitchcock**

Retired, Software Engineer

**Samantha Lombardi**

Operations Manager, HCA Healthcare

**Cathy Matthews**

Director, Matthews Systems Engineering

**Paul C. Prewitt**

Financial Advisor, The Prewitt Group

**Stephen G. Salley**

Retired, Attorney

**Thomas D. Spoone**

Retired, Siemens

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Social Entrepreneur

**Ed Buck, Vice Chair**

CEO, Inwood Consulting Engineers

**Nancy L. Urbach, CPA, Treasurer**

Tax Director, Rehmann

**Sharon Foley, Secretary**

Retired, Human Resources Executive

**Dave Ballesteros**

Founder, Flowstone

**Dave Johnson**

Vice President, Sales & Marketing,  
Harris Computer

**Brian M. Levine, MBA**

Director of Business Development,  
Capture, and Proposals, Robbins-Gioia, LLC

**Kathy Nguyen**

Director, WilliamsMarston LLC

# Leadership

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**Kaleb Stunkard**

Executive Vice President and Chief Operations Officer

**Ryan Brown**

Vice President of Operations

**Christina Carrier**

Vice President of Finance

**Cheryl Rayburn**

Vice President of Program Services

**Kerri Marczuk**

Director of Program Services

**Mark Schlesinger**

Director of Contact Center Operations

**Jon Wano**

Director of Client and Partner Development





# Illuminate Dreams. Empower Lives.

Donate. Volunteer. Partner.

**Lighthouse Central Florida** offers an optimal blend of proven rehabilitation training and real-world application to help individuals of all ages, who live with any degree of vision loss, adjust to their reality with grace and confidence so they can chart a course for living, learning, and earning, and remain active, productive members of our community.

**Lighthouse Works** is a social enterprise non-profit whose businesses exist to forward and fund the Lighthouse Central Florida mission of living, learning, and earning with vision loss and blindness.

2500 Kunze Avenue  
Orlando, Florida 32806

LighthouseCFL.org  
LighthouseWorks.org

